# Establishment and Firm Size (Including Legal Form of Organization) 

## 1997 Economic Census

Wholesale Trade
Subject Series

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

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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.

## 2 INTRODUCTION

## 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. percent.
Not applicable.

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 to 19 percent estimated. 20 to 29 percent estimated. Revised.

Not elsewhere classified.
Not specified by kind.

Represents less than 50 vehicles or .05

Disclosure withheld because of insufficient coverage of merchandise lines.
Less than half the unit shown.

10,000 to 24,999 employees.
25,000 to 49,999 employees.
50,000 to 99,999 employees. 100,000 employees or more.

Sampling error exceeds 40 percent. Represents zero (page image/print only).

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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. Sales Size of Establishments: 1997
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE |  |  |  |  |  |  |  |  |
|  | All establishments | r453 470 | r4 059657778 | '214 915405 | '51 072571 | r5 796557 | 443572909 | 254668624 | 272240419 |
|  | Establishments operated for the entire year | 399386 | 3963935961 | 209885634 | 49849994 | 5630965 | 432367626 | 251255912 | 263035037 |
|  | Esto0,000 ..................... | 17701 | 1074588 | 346150 | 85208 | 27073 | 613916 | 215515 | 214550 |
|  | Estab,000 to \$249,999.... | 36937 | 6301258 | 1413253 | 335038 | 80357 | 2725082 | 756488 | 764473 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . .$. | 45641 | 16612108 | 3052727 | 708938 | 145425 | 6109914 | 1946365 | 1984450 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . .$. | 58649 | 42302441 | 6607422 | 1533309 | 271947 | 13299331 | 4767120 | 4891064 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 85265 | 137659975 | 17916403 | 4124649 | 623662 | 35692591 | 14593311 | 15115995 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . . . . . . . | 56217 | 198908975 | 21722360 | 4984736 | 661493 | 42523349 | 20092019 | 20987588 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 . . . . . . . . | 42587 | 298271755 | 27691328 | 6368179 | 765189 | 54002105 | 28630771 | 30059233 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 32974 | 506871100 | 38208215 | 8878946 | 988056 | 75159194 | 43095392 | 45131559 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 23415 | 2755933761 | 92927776 | 22830991 | 2067763 | 202242144 | 137158931 | 143886125 |
|  | Establishments not operated for the entire year $\qquad$ | 54084 | 95721817 | 5029771 | 1222577 | 165592 | 11205283 | 3412712 | 9205382 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |
|  | All establishments | 290629 | r2 179717376 | r133 236997 | r31 746275 | 「3 398261 | 266145569 | 162459247 | 173780143 |
|  | Establishments operated for the entire year $\qquad$ | 258083 | 2136264715 | 130197511 | 31019725 | 3307004 | 259957980 | 160795704 | 168437101 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . .$ | 11201 | 687830 | 198875 | 48843 | 16443 | 352453 | 115522 | 120018 |
|  | Establishments with sales of \$100,000 to \$249,999. | 24475 | 4187106 | 964109 | 229192 | 52686 | 1828624 | 536237 | 544137 |
|  | Establishments with sales of |  | 187 |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 .......... | 30773 | 11204584 | 2157327 | 500809 | 98487 | 4235910 | 1449453 | 1475877 |
|  | Establishments with sales of \$500,000 to \$999,999 | 39389 | 28395634 | 4666348 | 1082702 | 183636 | 9194155 | 3527023 | 3614290 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 57448 | 92741512 | 12771457 | 2937479 | 421921 | 24760708 | 10891873 | 11306186 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 36991 | 130735586 | 15362375 | 3521407 | 443518 | 29119963 | 15056688 | 15739407 |
|  | Estabishments with sales of | 26810 | 186845814 | 19148069 | 4403278 | 495665 | 35908688 | 21003374 | 22108362 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 19223 | 293378149 | 24740320 | 5764045 | 586370 | 46436623 | 29863594 | 31283935 |
|  | Establishments with sales of $\$ 25,000,000$ or more. $\qquad$ | 11773 | 1388088500 | 50188631 | 12531970 | 1008278 | 108120856 | 78351940 | 82244889 |
|  | Establishments not operated for the entire year $\qquad$ | 32546 | 43452661 | 3039486 | 726550 | 91257 | 6187589 | 1663543 | 5343042 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | '29 328 | r533 352124 | r11 458634 | '2717906 | '375 731 | 25885694 | 22154986 | 22912616 |
|  | Establishments operated for the entire year | 25769 | 527782380 | 11193757 | 2651253 | 364315 | 25288922 | 21912607 | 22217898 |
|  | Establishments with sales less than | 25769 |  |  | 2651253 |  |  | 21912607 |  |
|  | \$100,000 ....................... | 1566 | 98695 | 25698 | 6333 | 2316 | 49026 | 18953 | 18956 |
|  | Establishments with sales of \$100,000 to \$249,999 | 3200 | 549851 | 115361 | 27615 | 7670 | 237797 | 104049 | 105211 |
|  | Establishments with sales of \$250,000 to \$499,999 | 3696 | 1342349 | 243470 | 57896 | 13719 | 510965 | 239000 | 244020 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ........... | 4258 | 3058045 | 505490 | 120858 | 24868 | 1038040 | 542335 | 555277 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . ....... . | 5210 | 8294271 | 1127096 | 263235 | 46578 | 2262199 | 1312331 | 1345494 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 2716 | 9498677 | 1060081 | 241847 | 38037 | 2077612 | 1444183 | 1521859 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . | 1942 | 13632269 | 186109 | 273319 | 38282 | 2301580 | 1892605 | 1982360 |
|  | \$10,000,000 to \$24,999,999 | 1704 | 26404248 | 1881620 | 433544 | 56509 | 3532536 | 3232706 | 3336127 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 1477 | 464903975 | 5048832 | 1226606 | 136336 | 13279167 | 13126445 | 13108594 |
|  | Establishments not operated for the entire year | 3559 | 5569744 | 264877 | 66653 | 11416 | 596772 | 242379 | 694718 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7664 | r428 356355 | '4 638901 | r1 112419 | 150947 | 11918759 | 11029961 | 11354906 |
|  | Establishments operated for the entire year | 6685 | 424396173 | 4529643 | 1082517 | 146538 | 11644213 | 10906894 | 11027261 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ....................... | 227 | 13739 | 3947 | 964 | 315 | 7038 | 1969 | 1906 |
|  | Establishments with sales of \$100,000 to \$249,999 | 464 | 80127 | 16376 | 3862 | 1013 | 34318 | 11078 | 10868 |
|  | Establishments with sales of . . . . . |  | 80127 | 16376 |  | 1013 | 34318 | 11078 | 10868 |
|  | \$250,000 to \$499,999 ............ | 481 | 175650 | 24615 | 5543 | 1389 | 56722 | 24127 | 24379 |
|  | Establishments with sales of \$500,000 to \$999,999 |  | 491590 | 58049 | 13664 | 2874 | 128492 | 62909 |  |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42111 | Automobile \& other motor vehicle whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 1224 | 2021437 | 180726 | 42027 | 7952 | 392452 | 243791 | 261395 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 2,500,000 \text { to } \$ 4,999,999 \text {. } \end{aligned}$ | 922 | 3262975 | 249101 | 56906 | 9251 | 523300 | 481435 | 537914 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 887 | 6328184 | 434646 | 100725 | 14813 | 833052 | 840164 | 916125 |
|  | \$10,000,000 to \$24,999,999... | 925 | 14331241 | 937150 | 213263 | 28296 | 1644723 | 1637195 | 1675115 |
|  | \$25,000,000 or more........ | 875 | 397691230 | 2625033 | 645563 | 80635 | 8024116 | 7604226 | 7536335 |
|  | Establishments not operated for the entire year $\qquad$ | 979 | 3960182 | 109258 | 29902 | 4409 | 274546 | 123067 | 327645 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7664 | ${ }^{\text {r } 428 ~} 356355$ | r4 638901 | r1 112419 | 150947 | 11918759 | 11029961 | 11354906 |
|  | Establishments operated for the entire year | 6685 | 424396173 | 4529643 | 1082517 | 146538 | 11644213 | 10906894 | 11027261 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . . .$ | 227 | 13739 | 3947 | 964 | 315 | 7038 | 1969 | 1906 |
|  | Establishments with sales of \$100,000 to \$249,999 | 464 | 80127 | 16376 | 3862 | 1013 | 34318 | 11078 | 10868 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999.... | 481 | 175650 | 24615 | 5543 | 1389 | 56722 | 24127 | 24379 |
|  | \$500,000 to \$999,999 ..... | 680 | 491590 | 58049 | 13664 | 2874 | 128492 | 62909 | 63224 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 1224 | 2021437 | 180726 | 42027 | 7952 | 392452 | 243791 | 261395 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 922 | 3262975 | 249101 | 56906 | 9251 | 523300 | 481435 | 537914 |
|  | \$5,000,000 to \$9,999,999. | 887 | 6328184 | 434646 | 100725 | 14813 | 833052 | 840164 | 916125 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 925 | 14331241 | 937150 | 213263 | 28296 | 1644723 | 1637195 | 1675115 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 875 | 397691230 | 2625033 | 645563 | 80635 | 8024116 | 7604226 | 7536335 |
|  | Establishments not operated for the entire year. | 979 | 3960182 | 109258 | 29902 | 4409 | 274546 | 123067 | 327645 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3952 | '232 780708 | r1 767828 | '423 461 | 70675 | 6747838 | 5923861 | 5929998 |
|  | Establishments operated for the entire year | 3370 | 230016191 | 1734991 | 416229 | 69473 | 6603299 | 5904327 | 5818527 |
|  | Establishments with sales less than $\$ 100,000$ | 155 | 8834 | 2780 | 681 | 221 | 4920 | 1213 | 1181 |
|  | Establishments with sales of \$100,000 to \$249,999 | 301 | 51664 | 10356 | 2495 | 687 | 23304 | 6443 | 6231 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999.... | 302 | 110085 | 14471 | 3323 | 890 | 35719 | 13332 | 13185 |
|  | \$500,000 to \$999,999 ..... | 406 | 292581 | 31203 | 7414 | 1664 | 76465 | 31200 | 31240 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 652 | 1062756 | 72300 | 16707 | 3498 | 185205 | 94967 | 102477 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 469 | 1641987 | 85875 | 20276 | 3617 | 219005 | 242779 | 289896 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 373 | 2584363 | 97996 | 23129 | 4248 | 254688 | 291661 | 343831 |
|  | \$10,000,000 to \$24,999,999 ...... | 296 | 4542017 | 127822 | 28383 | 5157 | 309678 | 241917 | 244833 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 416 | 219721904 | 1292188 | 313821 | 49491 | 5494315 | 4980815 | 4785653 |
|  | Establishments not operated for the entire year | 582 | 2764517 | 32837 | 7232 | 1202 | 144539 | 19534 | 111471 |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 387 | 3059157 | 152468 | 33148 | 5047 | 296287 | 314572 | 330134 |
|  | Establishments operated for the entire year | 340 | 2992067 | 149023 | 32481 | 4910 | 288590 | 310867 | 321619 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 10 | 712 | 140 | 38 | 16 | 259 | 79 | 80 |
|  | Establishments with sales of \$100,000 to \$249,999 | 21 | 3489 | 866 | 206 | 51 | 1691 | 617 | 633 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . | 30 | 10817 | 1318 | 262 | 72 | 3291 | 1580 | 1618 |
|  | Establishments with, | 40 | 28315 | 3589 | 824 | 168 | 7375 | 4444 | 4379 |
|  |  |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 Establishments with sales of | 55 | 88171 | 11862 | 2541 | 600 | 24347 | 15060 | 16467 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 56 | 196332 | 14259 | 3151 | 603 | 29059 | 22558 | 22737 |
|  | Establishments with sales of $\$ 5,000,000 \text { to } \$ 9,999,999 \ldots \ldots . .$ | 46 | 334693 | 21005 | 5147 | 733 | 39837 | 45798 | 50137 |

[^0]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211102 | Bus \& recreational vehicle whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$10,000,000 to \$24,999,999 ...... Establishments with sales of $\$ 25,000,000$ or more. | 53 29 | 791419 1538119 | 47646 48338 | 9470 10842 | 1243 1424 | 88627 94104 | 83064 137667 | 83854 141714 |
|  | Establishments not operated for the entire year | 47 | 67090 | 3445 | 667 | 137 | 7697 | 3705 | 8515 |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 548 | 159991093 | 427702 | 115721 | 9552 | 1084059 | 639350 | 693992 |
|  | Establishments operated for the entire year | 485 | 159628189 | 422618 | 112974 | 9219 | 1074796 | 619378 | 680293 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 14 | 925 | 254 | 52 | 22 | 446 | 221 | 175 |
|  | Establishments with sales of \$100,000 to \$249,999 | 43 | 7892 | 1599 | 401 | 86 | 2883 | 1226 | 1151 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 23 | 8310 | 1008 | 228 | 63 | 1934 | 1641 | 1737 |
|  | \$500,000 to \$999,999 .... | 47 | 35339 | 3700 | 985 | 218 | 6985 | 5117 | 4801 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 83 | 141166 | 11657 | 3278 | 478 | 22121 | 19473 | 20157 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 48 | 166247 | 13969 | 2865 | 444 | 27189 | 16429 | 17837 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 47 | 348524 | 23096 | 5459 | 724 | 41128 | 38011 | 40950 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 48 | 805736 | 45485 | 9857 | 1384 | 82811 | 92449 | 95413 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 132 | 158114050 | 321850 | 89849 | 5800 | 889299 | 444811 | 498072 |
|  | Establishments not operated for the entire year $\qquad$ | 63 | 362904 | 5084 | 2747 | 333 | 9263 | 19972 | 13699 |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 516 | 4375397 | 275806 | 66215 | 7929 | 527348 | 515487 | 561016 |
|  | Establishments operated for the entire year | 454 | 4246189 | 266920 | 63600 | 7639 | 509014 | 501380 | 533454 |
|  | Establishments with sales less than \$100,000 | 14 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 26 | 4342 | 795 | 188 | 55 | 1612 | 706 | 723 |
|  | Establishments with sales of | 26 |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 26 | D | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 ..... | 43 | 31741 | 4608 | 1117 | 198 | 10130 | 5980 | 5976 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 112 | 192934 | 22081 | 5122 | 850 | 42797 | 30115 | 32732 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 79 | 285744 | 31679 | 7055 | 1088 | 60827 | 44255 | 45043 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 74 | 534444 | 47722 | 11419 | 1473 | 82230 | 76494 | 80232 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999$ Establishments with sales of | 54 | 809263 | 82752 | 18731 | 2246 | 144555 | 130204 | 144166 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 25,000,000 \text { or more. . . . . . } \end{aligned}$ | 26 | 2376653 | 75457 | 19541 | 1638 | 162574 | 211900 | 222707 |
|  | Establishments not operated for the entire year | 62 | 129208 | 8886 | 2615 | 290 | 18334 | 14107 | 27562 |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2261 | 28150000 | 2015097 | 473874 | 57744 | 3263227 | 3636691 | 3839766 |
|  | Establishments operated for the entire year | 2036 | 27513537 | 1956091 | 457233 | 55297 | 3168514 | 3570942 | 3673368 |
|  | Establishments with sales less than \$100,000 | 34 | D | D | D | b | D | D | D |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 100,000 \text { to } \$ 249,999 \ldots . \text {. } \end{aligned}$ Establishments with sales of | 73 | 12740 | 2760 | 572 | 134 | 4828 | 2086 | 2130 |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . . . . .$ <br> Establishments with sales of | 100 |  | D | D | e | D | D | D |
|  |  | 144 | 103614 | 14949 | 3324 | 626 | 27537 | 16168 | 16828 |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . <br> Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 1,000,000 \text { to } \$ 2,499,999 \ldots \ldots .$ | 322 | 536410 | 62826 | 14379 | 2526 | 117982 | 84176 | 89562 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 270 | 972665 | 103319 | 23559 | 3499 | 187220 | 155414 | 162401 |
|  | Establishments with sales of | 270 | 972665 | 103319 | 23559 |  | 18722 | 155414 | 162 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 347 | 2526160 | 244827 | 55571 | 7635 | 415169 | 388200 | 400975 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 474 | 7382806 | 633445 | 146822 | 18266 | 1019052 | 1089561 | 1106849 |
|  | Establishments with sales of . . . . | 474 | 7382806 | 633445 | 146822 |  | 1019052 | 1089561 | 1106849 |
|  | \$25,000,000 or more... | 272 | 15940504 | 887200 | 211510 | 22282 | 1383824 | 1829033 | 1888189 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual <br> (\$1,000) | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 225 | 636463 | 59006 | 16641 | 2447 | 94713 | 65749 | 166398 |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r12 620 | r83 214728 | r5 065064 | r1 194084 | '156 038 | 10352383 | 9292870 | 9596993 |
|  | Establishments operated for the entire year | 10958 | 81921926 | 4945380 | 1166888 | 150954 | 10108487 | 9206922 | 9322564 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 478 | 30437 | 7552 | 1907 | 646 | 13934 | 5921 | 5956 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 .... | 1096 | 189942 | 38061 | 8978 | 2252 | 72156 | 41874 | 42261 |
|  | E250,000 to \$499,999.... | 1501 | 546976 | 93238 | 22166 | 4960 | 186389 | 114357 | 115775 |
|  | Establishments with sales of \$500,000 to \$999,999. | 2031 | 1471874 | 230650 | 55738 | 10969 | 460900 | 314935 | 322179 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 2653 | 4195755 | 577071 | 136007 | 23501 | 1146010 | 791257 | 802187 |
|  | \$2,500,000 to \$4,999,999. | 1259 | 4413435 | 538949 | 123080 | 19148 | 1038570 | 744032 | 756668 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 782 | 5475352 | 549042 | 126036 | 17166 | 1069403 | 839479 | 844023 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 624 | 9776285 | 748200 | 175133 | 22145 | 1481110 | 1314530 | 1354738 |
|  | $\$ 25,000,000 \text { or more . . . . . . }$ | 534 | 55821870 | 2162617 | 517843 | 50167 | 4640015 | 5040537 | 5078777 |
|  | Establishments not operated for the entire year | 1662 | 1292802 | 119684 | 27196 | 5084 | 243896 | 85948 | 274429 |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r12 620 | r83 214728 | r5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Establishments operated for the entire year $\qquad$ | 10958 | 81921926 | 4945380 | 1166888 | 150954 | 10108487 | 9206922 | 9322564 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ..................... | 478 | 30437 | 7552 | 1907 | 646 | 13934 | 5921 | 5956 |
|  | \$100,000 to \$249,999 .... | 1096 | 189942 | 38061 | 8978 | 2252 | 72156 | 41874 | 42261 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1501 | 546976 | 93238 | 22166 | 4960 | 186389 | 114357 | 115775 |
|  | Establishments with sales of |  | 546 | 93 | 22166 |  | 186 | 11435 | 115 |
|  | \$500,000 to \$999,999 .... | 2031 | 1471874 | 230650 | 55738 | 10969 | 460900 | 314935 | 322179 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2653 | 4195755 | 577071 | 136007 | 23501 | 1146010 | 791257 | 802187 |
|  | Establishments with sales of |  | 4 | 577 | 136007 | 23501 |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 1259 | 4413435 | 538949 | 123080 | 19148 | 1038570 | 744032 | 756668 |
|  | Estabishments with sales of | 782 | 5475352 | 549042 | 126036 | 17166 | 1069403 | 839479 | 844023 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ..... | 624 | 9776285 | 748200 | 175133 | 22145 | 1481110 | 1314530 | 1354738 |
|  | \$ $25,000,000$ or more . . . . . | 534 | 55821870 | 2162617 | 517843 | 50167 | 4640015 | 5040537 | 5078777 |
|  | Establishments not operated for the entire year | 1662 | 1292802 | 119684 | 27196 | 5084 | 243896 | 85948 | 274429 |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |
|  | All establishments | r5 095 | r30 313120 | '2 002699 | r463 650 | '67 362 | 4263504 | 3664092 | 3782062 |
|  | Establishments operated for the entire year | 4498 | 29609777 | 1948652 | 451898 | 65193 | 4152029 | 3622466 | 3635156 |
|  | Establishments with sales less than \$100,000 | 167 | 10337 | 2634 | 665 | 238 | 5129 | 2122 | 2132 |
|  | Establishments with sales of \$100,000 to \$249,999. | 414 | 71069 | 14490 | 3415 | 935 | 27916 | 16027 | 16292 |
|  | Establishments with sales of $\ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 550 | 200416 | 35031 | 8263 | 1858 | 71660 | 43245 | 43920 |
|  | Establishments with sales of \$500,000 to \$999,999 | 737 | 533981 | 82314 | 19604 | 3935 | 170655 | 118552 |  |
|  | Establishments with sales of |  | 533981 | 82314 | 19604 | 3935 | 170655 | 118552 | 120657 |
|  | \$1,000,000 to \$2,499,999 .. | 1126 | 1771520 | 237402 | 55830 | 9803 | 481268 | 339403 | 343833 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$. | 602 | 2093864 | 253188 | 57370 | 9257 | 486729 | 388547 | 393025 |
|  | Establishments with sales of |  | 2003 |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 369 | 2578407 | 243140 | 55463 | 8158 | 487079 | 457416 | 461686 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 323 | 5085210 |  |  | 12719 | 840168 | 801163 |  |
|  | Establishments with sales of ..... | 323 | 5085210 | 413360 | 97677 | 12719 | 840168 | 801163 | 827244 |
|  | \$25,000,000 or more...... | 210 | 17264973 | 667093 | 153611 | 18290 | 1581425 | 1455991 | 1426367 |
|  | Establishments not operated for the entire year | 597 | 703343 | 54047 | 11752 | 2169 | 111475 | 41626 | 146906 |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |

See footnotes at end of table

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211202 | Motor vehicle supplies \& new parts-jobbers-Con. |  |  |  |  |  |  |  |  |
|  | All establishments . | 6942 | 51468506 | 2905299 | 693404 | 84003 | 5811842 | 5501479 | 5674111 |
|  | Establishments operated for the entire year | 5956 | 50937760 | 2847240 | 679676 | 81302 | 5693704 | 5460045 | 5558258 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 292 | 18943 | 4635 | 1163 | 375 | 8265 | 3681 | 3686 |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  |  |  | 375 | 8 265 |  | 3686 |
|  | \$100,000 to \$249,999..... | 628 | 109451 | 21968 | 5169 | 1241 | 41184 | 24516 | 24562 |
|  | Estab0,000 to \$499,999.... | 888 | 323678 | 54393 | 13029 | 2942 | 107435 | 68621 | 69154 |
|  | Establishments with sales of \$500,000 to \$999,999. | 1210 | 875071 | 139568 | 34060 | 6687 | 272641 | 189847 | 195078 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . | 1393 | 2209834 | 308762 | 73098 | 12602 | 609143 | 426829 | 432701 |
|  | \$2,500,000 to \$4,999,999. | 585 | 2055715 | 250313 | 57492 | 8843 | 491452 | 326429 | 332713 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 352 | 2474192 | 257300 | 59707 | 7742 | 500110 | 345798 | 345520 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 .... | 289 | 4509442 | 322379 | 74086 | 9135 | 617333 | 497586 | 511222 |
|  | Establishments with sales of \$25,000,000 or more. | 319 | 38361434 | 1487922 | 361872 | 31735 | 3046141 | 3576738 | 3643622 |
|  | Establishments not operated for the entire year $\qquad$ | 986 | 530746 | 58059 | 13728 | 2701 | 118138 | 41434 | 115853 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 583 | 1433102 | 157066 | 37030 | 4673 | 277037 | 127299 | 140820 |
|  | Establishments operated for the entire year | 504 | 1374389 | 149488 | 35314 | 4459 | 262754 | 124411 | 129150 |
|  | Establishments with sales less than \$100,000. | 19 | 1157 | 283 | 79 | 33 | 540 | 118 | 138 |
|  | Establishments with sales of \$100,000 to \$249,999 | 54 | 9422 | 1603 | 394 | 76 | 3056 | 1331 | 1407 |
|  | Establishments with sales of | 54 |  |  | 394 | 76 | 3056 | 1331 | 1407 |
|  | \$250,000 to \$499,999 ........... | 63 | 22882 | 3814 | 874 | 160 | 7294 | 2491 | 2701 |
|  | \$500,000 to \$999,999...... | 84 | 62822 | 8768 | 2074 | 347 | 17604 | 6536 | 6444 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 134 | 214401 | 30907 | 7079 | 1096 | 55599 | 25025 | 25653 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 72 | 263856 | 35448 | 8218 | 1048 | 60389 | 29056 | 30930 |
|  | Establishments with sales of $\$ 5,000,000 \text { to } \$ 9,999,999 \text {. . }$ | 61 | 422753 | 48602 | 10866 | 1266 | 82214 | 36265 | 36817 |
|  | Establishments with sales of | 12 | 181633 | 12461 | 3370 | 291 | 23609 | 15781 | 16272 |
|  | Establishments with sales of |  |  | 12461 | 3370 | 291 |  |  | 16272 |
|  | \$25,000,000 or more...... | 5 | 195463 | 7602 | 2360 | 142 | 12449 | 7808 | 8788 |
|  | Establishments not operated for the entire year $\qquad$ | 79 | 58713 | 7578 | 1716 | 214 | 14283 | 2888 | 11670 |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1939 | 16508934 | 782893 | 183257 | 22939 | 1640693 | 1087205 | 1166572 |
|  | Establishments operated for the entire year | 1740 | 16397256 | 772445 | 180065 | 22450 | 1617975 | 1081636 | 1136584 |
|  | Establishments with sales less than $\$ 100,000 \text {.............................. }$ | 51 | 3104 | 779 | 193 | 66 | 1555 | 312 | 299 |
|  | Establishments with sales of \$100,000 to \$249,999 | 123 | 21179 | 3703 | 917 | 247 | 7836 | 2465 | 2476 |
|  | Establishments with sales of |  | 21 |  | 917 | 247 | 7836 | 2465 | 2476 |
|  | \$250,000 to \$499,999 ...... | 209 | 78312 | 13273 | 3049 | 662 | 26997 | 9250 | 9834 |
|  | Estabishments with sales of | 231 | 171286 | 24964 | 6042 | 1091 | 51496 | 21952 | 22010 |
|  | Estabishments with sales of | 411 | 686847 | 91809 | 20482 | 3416 | 180909 |  | 90995 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 324 | 1109049 | 131347 | 30528 | 4550 | 251356 | 145114 | 150183 |
|  | Establishments with sales of |  | 1109049 | 131347 | 30528 |  | 251356 | 145114 | 150 |
|  | \$5,000,000 to \$9,999,999... | 211 | 1424390 | 141908 | 31817 | 4324 | 278418 | 171957 | 179274 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 118 | 1748494 | 128817 | 29578 | 3683 | 258031 | 216332 | 232584 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 62 | 11154595 | 235845 | 57459 | 4411 | 561377 | 423781 | 448929 |
|  | Establishments not operated for the entire year | 199 | 111678 | 10448 | 3192 | 489 | 22718 | 5569 | 29988 |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 1939 | 16508934 | 782893 | 183257 | 22939 | 1640693 | 1087205 | 1166572 |
|  | Establishments operated for the entire year $\qquad$ | 1740 | 16397256 | 772445 | 180065 | 22450 | 1617975 | 1081636 | 1136584 |
|  | Establishments with sales less than |  |  |  |  |  |  |  | 1136584 |
|  | \$100,000...................... | 51 | 3104 | 779 | 193 | 66 | 1555 | 312 | 299 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots . . . . .$. | 123 | 21179 | 3703 | 917 | 247 | 7836 | 2465 | 2476 |
|  | Establishments with sales of \$250,000 to \$499,999 | 209 | 78312 | 13273 | 3049 | 662 | 26997 | 9250 | 9834 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212 | Furniture \& home furnishings whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$10,000,000 to \$24,999,999 ...... Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 960 495 | 14612192 36194574 | 1135132 1676700 | 260409 398260 | 30108 40559 | 2332923 4105221 | 1176420 2031989 | 1264762 2171560 |
|  | Establishments not operated for the entire year. $\qquad$ | 1896 | 1726552 | 141657 | 28044 | 4242 | 297951 | 47194 | 275088 |
| 421 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Establishments operated for the entire year Establishments with sales less than | 5893 | 31099097 | 2350595 | 543592 | 64144 | 4801906 | 1688791 | 1774260 |
|  |  | 256 | 16563 | 4943 | 1222 | 355 | 8556 | 1518 | 1518 |
|  | $\$ 100,000 \text { to } \$ 249,999$ | 585 | 99839 | 23513 | 5478 | 1197 | 44557 | 10050 | 10216 |
|  | \$250,000 to \$499,999..... | 644 | 230649 | 42407 | 9828 | 2015 | 86019 | 24389 | 24837 |
|  | E500,000 to \$999,999 ..... | 873 | 632002 | 94864 | 21758 | 3933 | 195473 | 63638 | 65784 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1325 | 2129886 | 246398 | 55805 | 8616 | 508583 | 178578 | 184339 |
|  | \$2,500,000 to \$4,999,999 Establishments with sales of | 906 | 3199797 | 311434 | 71916 | 10022 | 614344 | 239234 | 250717 |
|  | \$5,000,000 to \$9,999,999. | 637 | 4360897 | 381901 | 87246 | 10517 | 738839 | 294943 | 306125 |
|  | \$10,000,000 to \$24,999,999 | 432 | 6587890 | 511954 | 117767 | 12939 | 956649 | 362144 | 388974 |
|  | Establishments with sales of $\$ 25,000,000$ or more. ........ | 235 | 13841574 | 733181 | 172572 | 14550 | 1648886 | 514297 | 541750 |
|  | Establishments not operated for the entire year | 804 | 799486 | 64728 | 12339 | 1786 | 129661 | 16667 | 92670 |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Establishments operated for the entire year | 5893 | 31099097 | 2350595 | 543592 | 64144 | 4801906 | 1688791 | 1774260 |
|  | Establishments with sales less than $\$ 100,000$ | 256 | 16563 | 4943 | 1222 | 355 | 8556 | 1518 | 1518 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 585 | 99839 | 23513 | 5478 | 1197 | 44557 | 10050 | 10216 |
|  | Establishments with sales of \$250,000 to \$499,999 | 644 | 230649 | 42407 | 9828 | 2015 | 86019 | 24389 | 24837 |
|  | Establishments with sales of \$500,000 to \$999,999 | 873 | 632002 | 94864 | 21758 | 3933 | 195473 | 63638 | 65784 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1325 | 2129886 | 246398 | 55805 | 8616 | 508583 | 178578 | 184339 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 906 | 3199797 | 311434 | 71916 | 10022 | 614344 | 239234 | 250717 |
|  | Establishments with sales of |  |  | 311434 | 71916 | 10022 | 614344 | 239234 | 250717 |
|  | \$5,000,000 to \$9,999,999 . . . . . | 637 | 4360897 | 381901 | 87246 | 10517 | 738839 | 294943 | 306125 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 432 | 6587890 | 511954 | 117767 | 12939 | 956649 | 362144 | 388974 |
|  | $\$ 25,000,000$ or more $\qquad$ | 235 | 13841574 | 733181 | 172572 | 14550 | 1648886 | 514297 | 541750 |
|  | Establishments not operated for the entire year | 804 | 799486 | 64728 | 12339 | 1786 | 129661 | 16667 | 92670 |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3304 | 12079496 | 698636 | 166690 | 23346 | 1597351 | 918762 | 995971 |
|  | Establishments operated for the entire year $\qquad$ | 2874 | 11725858 | 682088 | 163422 | 22721 | 1557505 | 909887 | 945680 |
|  | Establishments with sales less than \$100,000 | 143 | 9043 | 2548 | 604 | 201 | 4727 | 1101 | 1090 |
|  | Establishments with sales of \$100,000 to \$249,999 | 312 | 53109 | 12356 | 2876 | 650 | 24994 | 6867 | 6879 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 321 | 114084 | 19074 | 4453 | 994 | 41518 | 17584 | 17502 |
|  | \$500,000 to \$999,999 ............ | 433 | 312414 | 41944 | 9702 | 1803 | 96680 | 43397 | 44616 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 678 | 1086809 | 101224 | 22772 | 3867 | 239069 | 118666 | 123787 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 455 | 1596256 | 118819 | 27360 | 4190 | 258941 | 144140 | 150464 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 306 | 2107864 | 123625 | 28509 | 3854 | 281932 | 166758 | 169465 |
|  | \$10,000,000 to \$24,999,999 ...... | 161 | 2463153 | 124150 | 29766 | 3887 | 276015 | 185906 | 202256 |
|  | Establishments with sales of \$25,000,000 or more . . . . . . . . . . . . . | 65 | 3983126 | 138348 | 37380 | 3275 | 333629 | 225468 | 229621 |
|  | Establishments not operated for the entire year | 430 | 353638 | 16548 | 3268 | 625 | 39846 | 8875 | 50291 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212102 | Office \& business furniture whsle <br> All establishments | 3393 | 19819087 | 1716687 | 389241 | 42584 | 3334216 | 786696 | 870959 |
|  | Establishments operated for the entire year Establishments with sales less than | 3019 | 19373239 | 1668507 | 380170 | 41423 | 3244401 | 778904 | 828580 |
|  | $\$ 100,000 \ldots . . . .$ | 113 | 7520 | 2395 | 618 | 154 | 3829 | 417 | 428 |
|  | \$100,000 to \$249,999...... | 273 | 46730 | 11157 | 2602 | 547 | 19563 | 3183 | 3337 |
|  | Estabishe, ${ }^{\text {d2500 }}$ to \$499,999 ........... | 323 | 116565 | 23333 | 5375 | 1021 | 44501 | 6805 | 7335 |
|  | Estabishments withe | 440 | 319588 | 52920 | 12056 | 2130 | 98793 | 20241 | 21168 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 647 | 1043077 | 145174 | 33033 | 4749 | 269514 | 59912 | 60552 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999. | 451 | 1603541 | 192615 | 44556 | 5832 | 355403 | 95094 | 100253 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 331 | 2253033 | 258276 | 58737 | 6663 | 456907 | 128185 | 136660 |
|  | \$10,000,000 to \$24,999,999 . | 271 | 4124737 | 387804 | 88001 | 9052 | 680634 | 176238 | 186718 |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . . . | 170 | 9858448 | 594833 | 135192 | 11275 | 1315257 | 288829 | 312129 |
|  | Establishments not operated for the entire year | 374 | 445848 | 48180 | 9071 | 1161 | 89815 | 7792 | 42379 |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Establishments operated for the entire year | 7457 | 42180829 | 2824724 | 653804 | 89079 | 6597703 | 3736373 | 3958425 |
|  | Establishments with sales less than \$100,000. | 497 | 29834 | 8044 | 1998 | 816 | 15093 | 4129 | 4083 |
|  | Establishments with sales of \$100,000 to \$249,999 | 815 | 138768 | 29953 | 7125 | 1964 | 61237 | 19934 | 19953 |
|  | Establishments with sales of | 815 | 138768 | 29953 | 7125 | 1964 | 61237 | 19934 | 19953 |
|  | \$250,000 to \$499,999..... | 997 | 361566 | 65392 | 14941 | 3483 | 142174 | 56012 | 57747 |
|  | \$500,000 to \$999,999 ..... | 1234 | 887386 | 130951 | 30067 | 5963 | 286940 | 121711 | 125760 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1530 | 2443120 | 291375 | 66489 | 11051 | 640977 | 305414 | 317173 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 910 | 3219716 | 321976 | 72256 | 10233 | 705728 | 376973 | 388721 |
|  | \$5,000,000 to \$9,999,999 | 686 | 4723137 | 410336 | 92598 | 12391 | 912945 | 520232 | 539390 |
|  | Establishments with sales of |  | 8024302 | 623178 | 142642 | 17169 | 1376274 | 814276 | 875788 |
|  | Establishments with sales of $\ldots$. ${ }^{\text {a }}$. | 528 | 8024302 | 623178 | 142642 | 17169 | 1376274 | 814276 | 875788 |
|  | \$25,000,000 or more....... | 260 | 22353000 | 943519 | 225688 | 26009 | 2456335 | 1517692 | 1629810 |
|  | Establishments not operated for the entire year | 1092 | 927066 | 76929 | 15705 | 2456 | 168290 | 30527 | 182418 |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Establishments operated for the entire year | 7457 | 42180829 | 2824724 | 653804 | 89079 | 6597703 | 3736373 | 3958425 |
|  | Establishments with sales less than $\$ 100,000$ | 497 | 29834 | 8044 | 1998 | 816 | 15093 | 4129 | 4083 |
|  | Establishments with sales of \$100,000 to \$249,999 | 815 | 138768 | 29953 | 7125 | 1964 | 61237 | 19934 | 19953 |
|  | Establishments with sales of \$250,000 to \$499,999 | 997 | 361566 | 65392 | 14941 | 3483 | 142174 | 56012 | 57747 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 1234 | 887386 | 130951 | 30067 | 5963 | 286940 | 121711 | 125760 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1530 | 2443120 | 291375 | 66489 | 11051 | 640977 | 305414 | 317173 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 910 | 3219716 | 321976 | 72256 | 10233 | 705728 | 376973 | 388721 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 686 | 4723137 | 410336 | 92598 | 12391 | 912945 | 520232 | 539390 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 528 | 8024302 | 623178 | 142642 | 17169 | 1376274 | 814276 | 875788 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 260 | 22353000 | 943519 | 225688 | 26009 | 2456335 | 1517692 | 1629810 |
|  | Establishments not operated for the entire year | 1092 | 927066 | 76929 | 15705 | 2456 | 168290 | 30527 | 182418 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ..... | 1332 | 6744886 | 478488 | 108490 | 16343 | 1269407 | 859253 | 887509 |
|  | Establishments operated for the entire year | 1175 | 6577382 | 471281 | 106743 | 16104 | 1251912 | 851690 | 867051 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ...................... | 80 | 4625 | 1231 | 322 | 158 | 2332 | 720 | 704 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249.999$ |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 . . . . . . . . . . . . Establishments with sales of | 137 | 23133 | 4952 | 1229 | 361 | 10704 | 4245 | 4210 |
|  | \$250,000 to \$499,999 ..... | 144 | 52498 | 9563 | 2237 | 498 | 22829 | 9438 | 9680 |

[^1]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212201 | Household china, glassware, \& crockery whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$500,000 to \$999,999 | 189 | 136496 | 17411 | 4011 | 835 | 42958 | 22779 | 23252 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 213 | 334225 | 32982 | 7320 | 1303 | 83299 | 44615 | 45469 |
|  | Establishments with sales of | 160 | 566994 | 44999 | 9756 | 1396 | 117361 | 78321 | 80287 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999... | 101 | 694104 | 50561 | 11470 | 1664 | 134999 | 78985 | 80308 |
|  | \$10,000,000 to \$24,999,999 | 97 | 1423532 | 100721 | 23766 | 2522 | 249778 | 179401 | 185442 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 54 | 3341775 | 208861 | 46632 | 7367 | 587652 | 433186 | 437699 |
|  | Establishments not operated for the entire year. | 157 | 167504 | 7207 | 1747 | 239 | 17495 | 7563 | 20458 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1876 | 11337298 | 658252 | 152175 | 20019 | 1440515 | 704761 | 805239 |
|  | Establishments operated for the entire year | 1657 | 11117487 | 633356 | 146216 | 19290 | 1391950 | 702036 | 766714 |
|  | Vstablishments with sales less than |  |  |  |  |  | 1391 |  |  |
|  | \$100,000 ...................... | 139 | 8221 | 2343 | 551 | 236 | 4395 | 827 | 847 |
|  | Establishments with sales of \$100,000 to \$249,999 | 222 | 36980 | 8843 | 2081 | 579 | 16878 | 4105 | 4095 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 .......... | 242 | 87285 | 18924 | 4328 | 1000 | 36994 | 11833 | 12103 |
|  | \$500,000 to \$999,999 . . . . | 250 | 179535 | 32535 | 7433 | 1506 | 67846 | 20610 | 20342 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 303 | 479968 | 66208 | 15539 | 2634 | 136386 | 48349 | 50910 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 162 | 577669 | 64505 | 13777 | 1961 | 133412 | 58628 | 59896 |
|  | Es5,000,000 to \$9,999,999. | 134 | 926905 | 72690 | 16331 | 2328 | 151550 | 87699 | 88845 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots$. | 121 | 1859125 | 103738 | 23285 | 3186 | 245293 | 129802 | 144579 |
|  | \$25,000,000 or more....... | 84 | 6961799 | 263570 | 62891 | 5860 | 599196 | 340183 | 385097 |
|  | Establishments not operated for the entire year. | 219 | 219811 | 24896 | 5959 | 729 | 48565 | 2725 | 38525 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2591 | 16467044 | 1044511 | 245571 | 30315 | 2202428 | 1211094 | 1340545 |
|  | Establishments operated for the entire year | 2264 | 16171389 | 1016641 | 241439 | 29560 | 2141388 | 1202844 | 1259092 |
|  | Establishments with sales less than \$100,000. | 95 | 5889 | 1584 | 402 | 125 | 2819 | 834 | 856 |
|  | Establishments with sales of \$100,000 to \$249,999 | 141 | 24607 | 4870 | 1116 | 296 | 9524 | 3131 | 2951 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 240 | 87960 | 14237 | 3246 | 770 | 30007 | 11222 | 11813 |
|  | Establishments with sales of \$500,000 to \$999,999 | 398 | 285386 | 38015 | 8734 | 1641 | 79754 | 34226 | 35994 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 532 | 861997 | 96057 | 22089 | 3315 | 207406 | 106996 | 111580 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 335 | 1182167 | 122887 | 28239 | 3750 | 251798 | 148872 | 150433 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 256 | 1768409 | 171934 | 38490 | 4654 | 356875 | 209100 | 220296 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. |  | 2915608 | 291698 | 67869 |  |  |  | 355627 |
|  | Establishments with sales of $\ldots$. ${ }^{\text {a }}$. |  |  |  | 67869 | 8039 |  |  |  |
|  | \$25,000,000 or more....... | 77 | 9039366 | 275359 | 71254 | 6970 | 635926 | 350454 | 369542 |
|  | Establishments not operated for the entire year $\qquad$ | 327 | 295655 | 27870 | 4132 | 755 | 61040 | 8250 | 81453 |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2750 | 8558667 | 720402 | 163273 | 24858 | 1853643 | 991792 | 1107550 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with sales less than | 2361 | 8314571 | 703446 | 159406 | 24125 | 1812453 | 979803 | 1065568 |
|  | \$100,000 ...................... | 183 | 11099 | 2886 | 723 | 297 | 5547 | 1748 | 1676 |
|  | Establishments with sales of \$100,000 to \$249,999 | 315 | 54048 | 11288 | 2699 | 728 | 24131 | 8453 | 8697 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 371 | 133823 | 22668 | 5130 | 1215 | 52344 | 23519 | 24151 |
|  | Establishments with sales of \$500,000 to \$999,999 | 397 | 285969 | 42990 | 9889 | 1981 | 96382 | 44096 | 46172 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ....... | 482 | 766930 | 96128 | 21541 | 3799 | 213886 | 105454 | 109214 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 253 | 892886 | 89585 | 20484 | 3126 | 203157 | 91152 | 98105 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3026 | 10711750 | 761681 | 168106 | 23753 | 1692184 | 775319 | 846315 |
|  | Establishments operated for the entire year | 2580 | 10466596 | 735754 | 163947 | 23004 | 1632487 | 770184 | 806597 |
|  | \$100,000 ...................... | 88 | 5165 | 1568 | 363 | 135 | 2757 | 486 | 524 |
|  | Establishments with sales of \$100,000 to \$249,999 | 223 | 39039 | 9463 | 2207 | 552 | 18427 | 4430 | 4276 |
|  | Establishments with sales of \$250,000 to \$499,999 | 292 | 106256 | 19686 | 4244 | 908 | 41732 | 14092 | 14273 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .... | 392 | 280345 | 44825 | 9690 | 1824 | 95518 | 33935 | 35712 |
|  | \$1,000,000 to \$2,499,999. | 692 | 1133686 | 130652 | 29024 | 4939 | 287998 | 138617 | 144910 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 442 | 1555090 | 159707 | 35671 | 5070 | 342806 | 187379 | 195607 |
|  | Establishments with sales of |  | 1555 | 159707 | 35671 | 5070 | 342806 | 187 379 | 105 607 |
|  | \$5,000,000 to \$9,999,999 | 225 | 1540246 | 132871 | 27290 | 3776 | 304556 | 149497 | 159484 |
|  | \$10,000,000 to \$24,999,999 | 156 | 2252058 | 131954 | 30795 | 3685 | 304923 | 140744 | 151034 |
|  | Establishments with sales of \$25,000,000 or more. .............. | 70 | 3554711 | 105028 | 24663 | 2115 | 233770 | 101004 | 100777 |
|  | Establishments not operated for the entire year | 446 | 245154 | 25927 | 4159 | 749 | 59697 | 5135 | 39718 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3026 | 10711750 | 761681 | 168106 | 23753 | 1692184 | 775319 | 846315 |
|  | Establishments operated for the entire year | 2580 | 10466596 | 735754 | 163947 | 23004 | 1632487 | 770184 | 806597 |
|  | Establishments with sales less than \$100,000 | 88 | 5165 | 1568 | 363 | 135 | 2757 | 486 | 524 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ..... | 223 | 39039 | 9463 | 2207 | 552 | 18427 | 4430 | 4276 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . | 292 | 106256 | 19686 | 4244 | 908 | 41732 | 14092 | 14273 |
|  | Establishments with sales of \$500,000 to \$999,999 | 392 | 280345 | 44825 | 9690 | 1824 | 95518 | 33935 | 35712 |
|  | Establishments with sales of |  |  | 44 |  |  | 95 518 | 33 | 35712 |
|  | \$1,000,000 to \$2,499,999. | 692 | 1133686 | 130652 | 29024 | 4939 | 287998 | 138617 | 144910 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 442 | 1555090 | 159707 | 35671 | 5070 | 342806 | 187379 | 195607 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 225 | 1540246 | 132871 | 27290 | 3776 | 304556 | 149497 | 159484 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 156 | 2252058 | 131954 | 30795 | 3685 | 304923 | 140744 | 151034 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 70 | 3554711 | 105028 | 24663 | 2115 | 233770 | 101004 | 100777 |
|  | Establishments not operated for the entire year | 446 | 245154 | 25927 | 4159 | 749 | 59697 | 5135 | 39718 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1184 | 3546360 | 284096 | 66310 | 9941 | 619783 | 333266 | 357316 |
|  | Establishments operated for the entire year | 1035 | 3464610 | 277638 | 65403 | 9771 | 603958 | 330282 | 344130 |
|  | Establishments with sales less than $\$ 100,000 .$ | 34 | 2156 | 568 | 126 | 43 | 998 | 201 | 199 |
|  | Establishments with sales of \$100,000 to \$249,999 | 75 | 12811 | 3023 | 757 | 173 | 5951 | 1677 | 1743 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999..... | 113 | 42017 | 7784 | 1755 | 338 | 15411 | 6240 | 6645 |
|  | Establishments with sales of \$500,000 to \$999,999 | 148 | 106406 | 17002 | 3808 | 685 | 34462 | 14316 | 14723 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 314 | 512832 | 53585 | 12832 | 2227 | 113747 | 71087 | 74566 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 .. | 183 | 643961 | 65710 | 15204 | 2427 | 136535 | 86212 | 91478 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 85 | 558353 | 46315 | 10618 | 1457 | 100814 | 61989 | 63776 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 66 | 879389 | 51772 | 12197 | 1495 | 115790 | 52019 | 53070 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 17 | 706685 | 31879 | 8106 | 926 | 80250 | 36541 | 37930 |
|  | Establishments not operated for the entire year | 149 | 81750 | 6458 | 907 | 170 | 15825 | 2984 | 13186 |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1012 | 2001239 | 239974 | 49004 | 7775 | 539309 | 188511 | 212072 |

[^2]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213202 | Sand, gravel, \& stone whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 816 | 1896031 | 226044 | 46743 | 7368 | 509599 | 187138 | 195795 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . . . . . .$ | 34 | 1870 | 580 | 139 | 62 | 1029 | 204 | 247 |
|  | Establishments with sales of \$100,000 to \$249,999 | 100 | 18018 | 4387 | 992 | 278 | 8739 | 1713 | 1663 |
|  | Establishments with sales of $\ldots$. |  |  |  |  |  |  |  |  |
|  | $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . .$. | 115 | 40435 | 7894 | 1629 | 374 | 16898 | 4980 | 4765 |
|  | \$500,000 to \$999,999...... | 154 | 110736 | 17852 | 3650 | 729 | 40419 | 12967 | 14193 |
|  | Estabileo,000 to \$2,499,999. | 202 | 323216 | 47978 | 9872 | 1837 | 103372 | 35468 | 36454 |
|  | Estabishments wion to \$4,999,999 . | 110 | 388132 | 48967 | 10851 | 1414 | 103333 | 48950 | 50129 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ...... | 71 | 491512 | 56100 | 10462 | 1503 | 127148 | 47577 | 51723 |
|  | \$10,000,000 to \$24,999,999 . | 26 | 385514 | 33739 | 7225 | 947 | 79957 | 29265 | 30421 |
|  | \$25,000,000 or more....... | 4 | 136598 | 8547 | 1923 | 224 | 28704 | 6014 | 6200 |
|  | Establishments not operated for the entire year | 196 | 105208 | 13930 | 2261 | 407 | 29710 | 1373 | 16277 |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 830 | 5164151 | 237611 | 52792 | 6037 | 533092 | 253542 | 276927 |
|  | Establishments operated for the entire year $\qquad$ | 729 | 5105955 | 232072 | 51801 | 5865 | 518930 | 252764 | 266672 |
|  | Establishments with sales less than \$100,000 | 20 | 1139 | 420 | 98 | 30 | 730 | 81 | 78 |
|  | Establishments with sales of \$100,000 to \$249,999 | 48 |  | 2053 | 458 | 101 | 3737 | 1040 | 870 |
|  | Establishments with sales of | 48 |  | 2053 | 458 | 101 | 3737 | 1040 | 870 |
|  | \$250,000 to \$499,999 ........... | 64 | 23804 | 4008 | 860 | 196 | 9423 | 2872 | 2863 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 90 | 63203 | 9971 | 2232 | 410 | 20637 | 6652 | 6796 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 176 | 297638 | 29089 | 6320 | 875 | 70879 | 32062 | 33890 |
|  | Establishments with sales of |  |  |  |  |  | 70 | 32062 |  |
|  | \$2,500,000 to \$4,999,999. | 149 | 522997 | 45030 | 9616 | 1229 | 102938 | 52217 | 54000 |
|  | \$5,000,000 to \$9,999,999. | 69 | 490381 | 30456 | 6210 | 816 | 76594 | 39931 | 43985 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 64 | 987155 | 46443 | 11373 | 1243 | 109176 | 59460 | 67543 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 49 | 2711428 | 64602 | 14634 | 965 | 124816 | 58449 | 56647 |
|  | Establishments not operated for the entire year $\qquad$ | 101 | 58196 | 5539 | 991 | 172 | 14162 | 778 | 10255 |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Establishments operated for the entire year $\qquad$ | 1340 | 9351418 | 577498 | 128134 | 15727 | 1242378 | 575059 | 591073 |
|  | Establishments with sales less than | 42 | 2743 | 831 | 212 | 55 | 1547 | 245 | 235 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 82 | 13293 | 3255 | 734 | 135 | 5895 | 1033 | 1030 |
|  | Establishments with sales of \$250,000 to \$499,999 | 83 | 31079 | 5101 | 1123 | 218 | 11045 | 3444 | 3600 |
|  | Establishments with sales of $\ldots \ldots$ | 83 | 31079 |  |  | 218 |  |  | 3600 |
|  | \$500,000 to \$999,999 ........... | 141 | 106920 | 14688 | 3253 | 549 | 30726 | 9997 | 10068 |
|  | \$1,000,000 to \$2,499,999 ........ | 303 | 506053 | 49173 | 11468 | 1589 | 105618 | 50049 | 50826 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 291 | 1019390 | 77898 | 17599 | 2262 | 172895 | 89890 | 91637 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 195 | 1363395 | 112353 | 25232 | 3063 | 221515 | 129054 | 132863 |
|  | \$10,000,000 to \$24,999,999 ...... | 141 | 2077293 | 124909 | 26131 | 3095 | 269564 | 137239 | 138052 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 62 | 4231252 | 189290 | 42382 | 4761 | 423573 | 154108 | 162762 |
|  | Establishments not operated for the entire year | 244 | 460127 | 24328 | 5422 | 675 | 55717 | 20481 | 60151 |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Establishments operated for the entire year | 1340 | 9351418 | 577498 | 128134 | 15727 | 1242378 | 575059 | 591073 |
|  | Establishments with sales less than |  |  | 577 | 128134 |  |  |  |  |
|  | \$100,000 .................... | 42 | 2743 | 831 | 212 | 55 | 1547 | 245 | 235 |
|  |  | 82 | 13293 | 3255 | 734 | 135 | 5895 | 1033 | 1030 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421330 | Roofing, siding, \& insulation material whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$250,000 to \$499,999 | 83 | 31079 | 5101 | 1123 | 218 | 11045 | 3444 | 3600 |
|  | Esabo,000 to \$999,999 ...... | 141 | 106920 | 14688 | 3253 | 549 | 30726 | 9997 | 10068 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 303 | 506053 | 49173 | 11468 | 1589 | 105618 | 50049 | 50826 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 291 | 1019390 | 77898 | 17599 | 2262 | 172895 | 89890 | 91637 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 195 | 1363395 | 112353 | 25232 | 3063 | 221515 | 129054 | 132863 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999 \ldots \ldots$. Establishments with sales of | 141 | 2077293 | 124909 | 26131 | 3095 | 269564 | 137239 | 138052 |
|  | \$25,000,000 or more...... | 62 | 4231252 | 189290 | 42382 | 4761 | 423573 | 154108 | 162762 |
|  | Establishments not operated for the entire year | 244 | 460127 | 24328 | 5422 | 675 | 55717 | 20481 | 60151 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Establishments operated for the entire year | 1340 | 9351418 | 577498 | 128134 | 15727 | 1242378 | 575059 | 591073 |
|  | Establishments with sales less than $\$ 100,000 .$ | 42 | 2743 | 831 | 212 | 55 | 1547 | 245 | 235 |
|  | Establishments with sales of \$100,000 to \$249,999. | 82 | 13293 | 3255 | 734 | 135 | 5895 | 1033 | 1030 |
|  | Establishments with sales of |  | 13 | 3255 | 734 | 135 | 5895 | 1033 | 1030 |
|  | \$250,000 to \$499,999 ..... | 83 | 31079 | 5101 | 1123 | 218 | 11045 | 3444 | 3600 |
|  | Establishments with sales of \$500,000 to \$999,999. | 141 | 106920 | 14688 | 3253 | 549 | 30726 | 9997 | 10068 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 303 | 506053 | 49173 | 11468 | 1589 | 105618 | 50049 | 50826 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . | 291 | 1019390 | 77898 | 17599 | 2262 | 172895 | 89890 | 91637 |
|  | Estabishments with sales of | 195 | 1363395 | 112353 | 25232 | 3063 | 221515 | 129054 | 132863 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 141 | 2077293 | 124909 | 26131 | 3095 | 269564 | 137239 | 138052 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 62 | 4231252 | 189290 |  |  | 423573 | 154108 | 162762 |
|  | \$25,000,000 or more. . . . . . |  | 42312 | 189290 |  |  |  |  |  |
|  | Establishments not operated for the entire year | 244 | 460127 | 24328 | 5422 | 675 | 55717 | 20481 | 60151 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Establishments operated for the entire year | 2417 | 7904086 | 782985 | 183659 | 25614 | 1549565 | 620092 | 631733 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . .$ | 121 | 7648 | 2137 | 520 | 181 | 3717 | 653 | 636 |
|  | Establishments with sales of \$100,000 to \$249,999 | 299 | 48800 | 11689 | 2687 | 597 | 20861 | 4120 | 4129 |
|  | Establishments with sales of \$250,000 to \$499,999 | 341 | 122083 | 24362 | 5609 | 1168 | 46409 | 11212 | 11193 |
|  | Establishments with sales of $\$ 500,000$ to \$999, 999 |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 <br> Establishments with sales of ......... | 390 | 278739 | 47654 | 10796 | 1960 | 89421 | 25482 | 25444 |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 563 | 909014 | 113232 | 25016 | 4179 | 224685 | 86269 | 88808 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 310 | 1098107 | 128334 | 30873 | 4208 | 251788 | 111539 | 108058 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 227 | 1521828 | 157339 | 37221 | 5183 | 321021 | 136606 | 141131 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 123 | 1858806 | 182666 | 41861 | 5070 | 340102 | 152903 | 157682 |
|  | Establishments with sales of \$25,000,000 or more . . . . . . . | 43 | 2059061 | 115572 | 29076 | 3068 | 251561 | 91308 | 94652 |
|  | Establishments not operated for the entire year $\qquad$ | 473 | 292570 | 23248 | 5644 | 861 | 45037 | 3430 | 34413 |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Establishments operated for the entire year | 2417 | 7904086 | 782985 | 183659 | 25614 | 1549565 | 620092 | 631733 |
|  | Establishments with sales less than $\$ 100,000 .$ | 121 | 7648 | 2137 | 520 | 181 | 3717 | 653 | 636 |
|  | Establishments with sales of ${ }^{\text {a }}$. ${ }^{\text {a }}$ |  |  |  |  |  |  |  | 636 |
|  | \$100,000 to \$249,999 ............ | 299 | 48800 | 11689 | 2687 | 597 | 20861 | 4120 | 4129 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . . .$. | 341 | 122083 | 24362 | 5609 | 1168 | 46409 | 11212 | 11193 |
|  | Establishments with sales of \$500,000 to \$999,999 | 390 | 278739 | 47654 | 10796 | 1960 | 89421 | 25482 | 25444 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214 | Professional \& commercial equipment \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 3664 | 25482724 | 3589447 | 833124 | 82534 | 6305959 | 1970917 | 2097837 |
|  | Establishment \$10,000,000 \$24,999,999 . | 2870 | 44489012 | 5263333 | 1239699 | 110337 | 9298091 | 3202448 | 3402691 |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . . . | 2283 | 250256645 | 16983497 | 4502690 | 303190 | 33568434 | 16255519 | 17393073 |
|  | Establishments not operated for the entire year $\qquad$ | 5600 | 9141596 | 773423 | 199552 | 19729 | 1483610 | 285449 | 806743 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |
|  | Establishments operated for the entire year | 1240 | 16550988 | 917319 | 214685 | 20833 | 2147208 | 1195530 | 1198654 |
|  | Establishments with sales less than $\$ 100,000$ | 50 | 3143 | 942 | 243 | 78 | 1639 | 319 | 291 |
|  | \$100,000 to \$249,999 ...... | 103 | 17116 | 4522 | 1048 | 225 | 7910 | 1450 | 1467 |
|  | Establishments with sales of \$250,000 to \$499,999 | 141 | 51795 | 10604 | 2278 | 430 | 20521 | 6000 | 6507 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .... | 169 | 121958 | 20733 | 4750 | 791 | 42923 | 12320 | 12462 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 266 | 436227 | 65633 | 14819 | 2071 | 131988 | 53066 | 56424 |
|  | Establishments with sales of |  | 436227 |  | 14819 |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 149 | 536159 | 69892 | 15759 | 1963 | 135101 | 59452 | 61439 |
|  | Estabishment to \$9,999,999. | 136 | 991311 | 112932 | 25695 | 2778 | 224418 | 120782 | 123876 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 128 | 1964270 | 170140 | 39846 | 3845 | 331206 | 220001 | 230630 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 98 | 12429009 | 461921 | 110247 | 8652 | 1251502 | 722140 | 705558 |
|  | Establishments not operated for the entire year. $\qquad$ | 139 | 128063 | 12546 | 2515 | 362 | 23150 | 4603 | 23701 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |
|  | Establishments operated for the entire year | 1240 | 16550988 | 917319 | 214685 | 20833 | 2147208 | 1195530 | 1198654 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . . }$ | 50 | 3143 | 942 | 243 | 78 | 1639 | 319 | 291 |
|  | Establishments with sales of \$100,000 to \$249,999 | 103 | 17116 | 4522 | 1048 | 225 | 7910 |  |  |
|  | Establishments with sales of $\ldots \ldots$. | 103 |  | 4522 | 1048 | 225 | 7910 | 1450 | 1467 |
|  | \$250,000 to \$499,999 ...... | 141 | 51795 | 10604 | 2278 | 430 | 20521 | 6000 | 6507 |
|  | E500,000 to \$999,999 . . . . . . . . . | 169 | 121958 | 20733 | 4750 | 791 | 42923 | 12320 | 12462 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . . | 266 | 436227 | 65633 | 14819 | 2071 | 131988 | 53066 | 56424 |
|  | Establishments with sales of |  | 436 |  |  |  | 131988 | 53066 | 56424 |
|  | \$2,500,000 to \$4,999,999 ........ | 149 | 536159 | 69892 | 15759 | 1963 | 135101 | 59452 | 61439 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 136 | 991311 | 112932 | 25695 | 2778 | 224418 | 120782 | 123876 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 128 | 1964270 | 170140 | 39846 | 3845 | 331206 | 220001 | 230630 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 98 | 12429009 | 461921 | 110247 | 8652 | 1251502 | 722140 | 705558 |
|  | Establishments not operated for the entire year $\qquad$ | 139 | 128063 | 12546 | 2515 | 362 | 23150 | 4603 | 23701 |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | ${ }^{7} 319$ | r36 646598 | r5 421076 | r1376 025 | r143 381 | 9434843 | 2583465 | 2702445 |
|  | Establishments operated for the entire year | 6648 | 36220361 | 5356775 | 1354412 | 140695 | 9325301 | 2564873 | 2649153 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . }$ | 337 | 21146 | 6128 | 1435 | 494 | 10660 | 2213 | 2159 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999$ | 852 | 145534 | 43663 | 10400 | 2159 | 73842 | 17985 | 18215 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 1018 | 368524 | 91612 | 21662 | 4156 | 159425 | 39301 | 40115 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1154 | 819518 | 196015 | 46028 | 7643 | 334293 | 87121 | 87771 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 1407 | 2239977 | 516424 | 122490 | 17330 | 850540 | 249772 | 258125 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . .$. | 769 | 2654644 | 600548 | 145129 | 17851 | 954303 | 265656 | 275045 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 536 | 3690093 | 771380 | 182639 | 19921 | 1220874 | 341999 | 362561 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 359 | 5452518 | 945973 | 226272 | 23208 | 1449744 | 405737 | 433927 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 <br> for pay <br> period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42142 | Office equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more $\qquad$ | 216 | 20828407 | 2185032 | 598357 | 47933 | 4271620 | 1155089 | 1171235 |
|  | Establishments not operated for the entire year | 671 | 426237 | 64301 | 21613 | 2686 | 109542 | 18592 | 53292 |
|  | Office equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | '7 319 | '36 646598 | r5 421076 | r1376 025 | '143 381 | 9434843 | 2583465 | 2702445 |
|  | Establishments operated for the entire year | 6648 | 36220361 | 5356775 | 1354412 | 140695 | 9325301 | 2564873 | 2649153 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 337 | 21146 | 6128 | 1435 | 494 | 10660 | 2213 | 2159 |
|  | Establishments with sales of \$100,000 to \$249,999 ............. . . | 852 | 145534 | 43663 | 10400 | 2159 | 73842 | 17985 | 18215 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1018 | 368524 | 91612 | 21662 | 4156 | 159425 | 39301 | 40115 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1154 | 819518 | 196015 | 46028 | 7643 | 334293 | 87121 | 87771 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1407 | 2239977 | 516424 | 122490 | 17330 | 850540 | 249772 | 258125 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 769 | 2654644 | 600548 | 145129 | 17851 | 954303 | 265656 | 275045 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 536 | 3690093 | 771380 | 182639 | 19921 | 1220874 | 341999 | 362561 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 359 | 5452518 | 945973 | 226272 | 23208 | 1449744 | 405737 | 433927 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 216 | 20828407 | 2185032 | 598357 | 47933 | 4271620 | 1155089 | 1171235 |
|  | Establishments not operated for the entire year | 671 | 426237 | 64301 | 21613 | 2686 | 109542 | 18592 | 53292 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 16929 | 221447412 | 17305512 | 4426859 | 317662 | 31216252 | 12835855 | 13983239 |
|  | Establishments operated for the entire year | 14527 | 215337675 | 16846275 | 4318444 | 308214 | 30350260 | 12711864 | 13531017 |
|  | Establishments with sales less than \$100,000 | 540 | 31093 | 12171 | 3063 | 834 | 19540 | 16334 | 13014 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1197 | 203203 | 59173 | 14360 | 2451 | 98573 | 14138 | 13484 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ...... | 1609 | 588914 | 149379 | 34679 | 5143 | 254589 | 49457 | 49626 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 2147 | 1540478 | 315729 | 73770 | 9123 | 550744 | 93970 | 94576 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2915 | 4713453 | 849903 | 193280 | 20444 | 1459967 | 284987 | 292782 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1909 | 6774964 | 999151 | 229609 | 22408 | 1737182 | 392512 | 393244 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 1516 | 10627378 | 1408182 | 324301 | 27931 | 2402988 | 627925 | 654906 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots \ldots$. | 1356 | 21343695 | 2338776 | 550353 | 44031 | 4064207 | 1143446 | 1217933 |
|  | $\$ 25,000,000$ or more. | 1338 | 169514497 | 10713811 | 2895029 | 175849 | 19762470 | 10089095 | 10801452 |
|  | Establishments not operated for the entire year | 2402 | 6109737 | 459237 | 108415 | 9448 | 865992 | 123991 | 452222 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 16929 | 221447412 | 17305512 | 4426859 | 317662 | 31216252 | 12835855 | 13983239 |
|  | Establishments operated for the entire year | 14527 | 215337675 | 16846275 | 4318444 | 308214 | 30350260 | 12711864 | 13531017 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots \ldots \ldots . . . . . . . . .$ | 540 | 31093 | 12171 | 3063 | 834 | 19540 | 16334 | 13014 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1197 | 203203 | 59173 | 14360 | 2451 | 98573 | 14138 | 13484 |
|  | Establishments with sales of \$250, 000 to \$499, 999 |  |  |  |  |  |  |  |  |
|  | Establishments with sales of ${ }^{\text {den }}$. ${ }^{\text {a }}$. | 1609 | 588914 | 149379 | 34679 | 5143 | 254589 | 49457 | 49626 |
|  | \$500,000 to \$999,999 ............ | 2147 | 1540478 | 315729 | 73770 | 9123 | 550744 | 93970 | 94576 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 ........ . | 2915 | 4713453 | 849903 | 193280 | 20444 | 1459967 | 284987 | 292782 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1909 | 6774964 | 999151 | 229609 | 22408 | 1737182 | 392512 | 393244 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 <br> Establishments with sales of | 1516 | 10627378 | 1408182 | 324301 | 27931 | 2402988 | 627925 | 654906 |
|  | \$10,000,000 to \$24,999,999 ...... | 1356 | 21343695 | 2338776 | 550353 | 44031 | 4064207 | 1143446 | 1217933 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 1338 | 169514497 | 10713811 | 2895029 | 175849 | 19762470 | 10089095 | 10801452 |
|  | Establishments not operated for the entire year $\qquad$ | 2402 | 6109737 | 459237 | 108415 | $9448$ | 865992 | 123991 | 452222 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214302 | Computer software (packaged) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2366 | 11360320 | 1787690 | 415868 | 33795 | 3250664 | 486190 | 521763 |
|  | Establishments with sales less than \$100,000 | 165 | 9719 | 3846 | 1011 | 234 | 6005 | 300 | 291 |
|  | Establishments with sales of \$100,000 to \$249,999 | 329 | 55680 | 20077 | 4666 | 722 | 32030 | 1962 | 1844 |
|  | Establishments with sales of . ${ }^{\text {a }}$. |  | 55680 | 20077 |  | 722 | 32030 | 1962 | 1844 |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . .$ <br> Establishments with sales of | 371 | 135382 | 41884 | 9439 | 1200 | 70667 | 4168 | 4539 |
|  | \$500,000 to \$999,999............ | 429 | 306998 | 89452 | 20653 | 2135 | 150478 | 10270 | 10952 |
|  | Estabishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 503 | 802661 | 224010 | 49472 | 4405 | 377390 | 26697 | 28337 |
|  | Estabilishments with sales of $\$ 2,500,00$ to $\$ 4,999,999$ | 238 | 842536 | 210110 | 47870 | 4024 | 355650 | 28008 | 27962 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 174 | 1160956 | 273256 | 63045 | 4753 | 463900 | 41099 | 43846 |
|  | \$10,000,000 to \$24,999,999. | 95 | 1439162 | 303240 | 69045 | 5989 | 520854 | 46650 | 48643 |
|  | \$25,000,000 or more. . . . . . . . . . | 62 | 6607226 | 621815 | 150667 | 10333 | 1273690 | 327036 | 355349 |
|  | Establishments not operated for the entire year | 483 | 326287 | 67810 | 15674 | 1532 | 122448 | 4970 | 32881 |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r5 380 | r15 914735 | r1 754684 | r402 801 | '52 186 | 3381852 | 1197539 | 1291756 |
|  | Establishments operated for the entire year | 4805 | 15554926 | 1722669 | 395134 | 50988 | 3317785 | 1189053 | 1251734 |
|  | Establishments with sales less than \$100,000.......................... | 233 | 15236 | 3732 | 894 | 319 | 7041 | 1789 | 1809 |
|  | Establishments with sales of \$100,000 to \$249,999 | 542 | 92577 | 19213 | 4522 | 1126 | 39419 | 10005 | 10055 |
|  | Establishments with sales of \$250,000 to \$499,999 | 740 | 267048 | 51526 | 12001 | 2394 | 104998 | 27759 | 28533 |
|  | Establishments with sales of \$500,000 to \$999,999 | 856 | 616000 | 110612 | 25329 | 4390 | 217868 | 61611 | 63055 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . | 1090 | 1731652 | 284497 | 65333 | 9629 | 541306 | 158743 | 165164 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$. | 614 | 2146996 | 283341 | 62988 | 8451 | 530615 | 181287 | 191587 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 417 | 2868399 | 301107 | 68780 | 7934 | 575575 | 220522 | 239384 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999 \ldots \ldots$. Establishments with sales of | 240 | 3510261 | 331136 | 74041 | 7895 | 613875 | 249284 | 263017 |
|  | \$25,000,000 or more... | 73 | 4306757 | 337505 | 81246 | 8850 | 687088 | 278053 | 289130 |
|  | Establishments not operated for the entire year $\qquad$ | 575 | 359809 | 32015 | 7667 | 1198 | 64067 | 8486 | 40022 |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r5 380 | r15 914735 | r1754 684 | r402 801 | r52 186 | 3381852 | 1197539 | 1291756 |
|  | Establishments operated for the entire year | 4805 | 15554926 | 1722669 | 395134 | 50988 | 3317785 | 1189053 | 1251734 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 233 | 15236 | 3732 | 894 | 319 | 7041 | 1789 | 1809 |
|  | Establishments with sales of \$100,000 to \$249,999 | 542 | 92577 | 19213 | 4522 | 1126 | 39419 | 10005 | 10055 |
|  | Establishments with sales of \$250, 000 to \$499, 999 |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 740 | 267048 | 51526 | 12001 | 2394 | 104998 | 27759 | 28533 |
|  | \$500,000 to \$999,999 ............ | 856 | 616000 | 110612 | 25329 | 4390 | 217868 | 61611 | 63055 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1090 | 1731652 | 284497 | 65333 | 9629 | 541306 | 158743 | 165164 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 614 | 2146996 | 283341 | 62988 | 8451 | 530615 | 181287 | 191587 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 417 | 2868399 | 301107 | 68780 | 7934 | 575575 | 220522 | 239384 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 240 | 3510261 | 331136 | 74041 | 7895 | 613875 | 249284 | 263017 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 73 | 4306757 | 337505 | 81246 | 8850 | 687088 | 278053 | 289130 |
|  | Establishments not operated for the entire year $\qquad$ | 575 | 359809 | 32015 | 7667 | 1198 | 64067 | 8486 | 40022 |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 3165 | 10686971 | 1012146 | 230787 | 30890 | 1942318 | 790577 | 855376 |
|  | Establishments operated for the entire year | 2847 | 10464304 | 995643 | 227147 | 30243 | 1908103 | 787957 | 828283 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | $\$ 100,000$ | 123 | 8242 | 2059 | 482 | 167 | 3757 | 1045 | 1044 |
|  | Establishments with sales of \$100,000 to \$249,999 | 302 | 52151 | 10392 | 2470 | 621 | 21430 | 6417 | 6404 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 1745 | 2786741 | 442030 | 100417 | 12438 | 852176 | 237831 | 246396 |
|  | E2,500,000 to \$4,999,999 . | 990 | 3468418 | 491801 | 110041 | 11707 | 928441 | 299191 | 317593 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ... | 750 | 5202521 | 677154 | 159014 | 15388 | 1265699 | 446053 | 490580 |
|  | \$10,000,000 to \$24,999,999 | 553 | 8583703 | 1012928 | 239749 | 19832 | 1900437 | 750987 | 786267 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . | 446 | 35402056 | 2646306 | 660226 | 46782 | 5974449 | 3176805 | 3567783 |
|  | Establishments not operated for the entire year | 1370 | 1859780 | 168584 | 46742 | 4545 | 346803 | 104338 | 183868 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8721 | 54484063 | 5125079 | 1243720 | 106502 | 10645826 | 4681500 | 5232071 |
|  | Establishments operated for the entire year | 7452 | 52674225 | 4962716 | 1199308 | 102184 | 10313266 | 4581615 | 5053306 |
|  | Establishments with sales less than \$100,000 | 428 | 26591 | 8880 | 2236 | 584 | 15195 | 12445 | 20877 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999.... | 985 | 166042 | 44551 | 10340 | 1808 | 79618 | 15223 | 15300 |
|  | Establishments with sales of \$250,000 to \$499,999 | 985 | 353312 | 74816 | 17039 | 2699 | 143967 | 32834 | 33837 |
|  | Establishments with sales of \$500,000 to \$999,999 |  |  |  |  |  |  |  |  |
|  | Establishments with sales of . . . . . . | 1127 | 799680 | 152021 | 34711 | 4601 | 291598 | 70118 | 72945 |
|  | \$1,000,000 to \$2,499,999 | 1525 | 2429382 | 385709 | 87773 | 10840 | 738343 | 191966 | 199268 |
|  | Estabishments with sales of | 857 | 2998001 | 420109 | 93503 | 9882 | 789906 | 254933 | 269417 |
|  | Establishments with sales of | 647 | 4496284 | 568759 | 134902 | 12849 | 1061880 | 376102 | 411632 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 476 | 7414888 | 833988 | 197996 | 15905 | 1561036 | 616998 | 638332 |
|  | $\$ 25,000,000$ or more . . . . . . . | 422 | 33990045 | 2473883 | 620808 | 43016 | 5631723 | 3010996 | 3391698 |
|  | Establishments not operated for the entire year | 1269 | 1809838 | 162363 | 44412 | 4318 | 332560 | 99885 | 178765 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1061 | 4307648 | 621086 | 143089 | 15070 | 1205801 | 478501 | 517827 |
|  | Establishments operated for the entire year | 960 | 4257706 | 614865 | 140759 | 14843 | 1191558 | 474048 | 512724 |
|  | Establishments with sales less than | 61 | 3628 | 1099 | 257 | 83 | 1882 | 483 | 484 |
|  | Establishments with sales of \$100,000 to \$249,999 | 122 | 20323 | 5318 | 1283 | 270 | 9776 | 2055 | 2139 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 111 | 40068 | 8330 | 2057 | 362 | 16653 | 4102 | 4058 |
|  | Establishments with sales of \$500,000 to \$999,999 | 109 | 78848 | 12347 | 2697 | 473 | 24933 | 7536 | 7771 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 220 | 357359 | 56321 | 12644 | 1598 | 113833 | 45865 | 47128 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 133 | 470417 | 71692 | 16538 | 1825 | 138535 | 44258 | 48176 |
|  | Establishments with sales of | 103 | 706237 | 108395 | 24112 | 2539 | 203819 | 69951 | 78948 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 77 | 1168815 | 178940 | 41753 | 3927 | 339401 | 133989 | 147935 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 24 | 1412011 | 172423 | 39418 | 3766 | 342726 | 165809 | 176085 |
|  | Establishments not operated for the entire year $\qquad$ | 101 | 49942 | 6221 | 2330 | 227 | 14243 | 4453 | 5103 |
| 42146 | Ophthalmic goods whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |
|  | Establishments operated for the entire year | 1594 | 6733531 | 854125 | 202988 | 27735 | 1882191 | 748593 | 801661 |
|  | Establishments with sales less than$\$ 100,000$ |  |  |  |  |  |  |  |  |
|  |  | 132 | 8479 | 2685 | 609 | 169 | 4714 | 612 | 598 |
|  | Establishments with sales of \$100,000 to \$249,999 $\qquad$ <br> Establishments with sales of \$250,000 to \$499,999 . . $\qquad$ <br> Establishments with sales of \$500,000 to \$999,999 . . $\qquad$ <br> Establishments with sales of \$1,000,000 to \$2,499,999 Establishments with sales of \$2,500,000 to \$4,999,999 $\qquad$ | 212 | 35412 | 9039 | 2075 | 450 | 17523 | 3802 | 3869 |
|  |  |  |  |  |  |  |  |  |  |
|  |  | 198 | 72843 | 15792 | 3745 | 757 | 30048 | 6859 | 7190 |
|  |  | 265 | 191204 | 36865 | 8894 | 1667 | 73957 | 21775 | 22057 |
|  |  | 333 | 529705 | 94479 | 21443 | 3830 | 188271 | 55430 | 56861 |
|  |  |  |  | 94 | 2143 |  | 188 | 55 | 56861 |
|  |  | 193 | 677978 | 106464 | 25041 | 3755 | 219184 | 71853 | 74780 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^3]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Sales sizes of establishments by 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421490 | Other professional equipment \& supplies whsle-Con. <br> Establishments not operated for the entire year . $\qquad$ | 256 | 126236 | 23057 | 9057 | 965 | 43984 | 16122 | 26610 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments. | 456 | 1495661 | 175321 | 39860 | 5811 | 383381 | 147111 | 164528 |
|  | Establishments operated for the entire year | 417 | 1479053 | 172345 | 39051 | 5692 | 377790 | 146020 | 161189 |
|  | Establishments with sales less than $\$ 100,000$. | 43 | 2628 | 681 | 174 | 59 | 1217 | 394 | 392 |
|  | \$100,000 to \$249,999 .... | 55 | 9100 | 1923 | 467 | 119 | 3612 | 1147 | 1159 |
|  | Establishments with sales of \$250,000 to \$499,999 | 59 | 20423 | 4223 | 935 | 203 | 8409 | 2713 | 2893 |
|  | Establishments with sales of \$500,000 to \$999,999 ............. . . | 64 | 47240 | 7363 | 1647 | 286 | 15971 | 5876 | 6005 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 81 | 128349 | 20929 | 4956 | 835 | 43131 | 17460 | 17667 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 53 | 187084 | 23886 | 5628 | 812 | 50533 | 22129 | 25616 |
|  | Establishments with sales of $\$ 5,000,000$ to \$9,999,999 | 34 | 240066 | 34251 | 7985 | 927 | 73487 | 23892 | 24569 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 19 | 317807 | 38459 | 7860 | 1057 | 73849 | 34091 | 37751 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 25,000,000 \text { or more....... } \end{aligned}$ | 9 | 526356 | 40630 | 9399 | 1394 | 107581 | 38318 | 45137 |
|  | Establishments not operated for the entire year $\qquad$ | 39 | 16608 | 2976 | 809 | 119 | 5591 | 1091 | 3339 |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2325 | 9543117 | 1092006 | 261868 | 26046 | 2291828 | 1030080 | 1066942 |
|  | Establishments operated for the entire year | 2108 | 9433489 | 1071925 | 253620 | 25200 | 2253435 | 1015049 | 1043671 |
|  | Establishments with sales less than \$100,000 | 108 | 6289 | 1772 | 449 | 149 | 3229 | 755 | 676 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ..... | 200 | 34871 | 7956 | 1913 | 413 | 15469 | 3939 | 4026 |
|  |  | 278 | 100488 | 20191 | 4608 | 797 | 38008 | 9721 | 9825 |
|  | Establishments with sales of \$500,000 to \$999,999 | 390 | 279862 | 50419 | 12100 | 1851 | 98752 | 30918 | 31323 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 520 | 820719 | 131385 | 29947 | 3753 | 259702 | 81572 | 87931 |
|  | \$2,500,000 to \$4,999,999. | 280 | 979893 | 140349 | 31310 | 3490 | 265354 | 91741 | 98291 |
|  | Establishments with sales of <br> \$5,000,000 to \$9,999,999 | 156 | 1048433 | 150592 | 34522 | 3610 | 274695 | 97912 | 101851 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ... | 116 | 1800239 | 217090 | 53400 | 4452 | 430498 | 173745 | 194003 |
|  | \$25,000,000 or more....... | 60 | 4362695 | 352171 | 85371 | 6685 | 867728 | 524746 | 515745 |
|  | Establishments not operated for the entire year . $\qquad$ | 217 | 109628 | 20081 | 8248 | 846 | 38393 | 15031 | 23271 |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | '12 583 | r150 493610 | r6898028 | r1595 361 | r174 029 | 14115369 | 13746559 | 14559365 |
|  | Establishments operated for the entire year | 11519 | 146640578 | 6755458 | 1560188 | 170225 | 13841171 | 13586512 | 14285017 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . .$. | 302 | 18271 | 5653 | 1362 | 429 | 9440 | 1369 | 1291 |
|  | Establishments with sales of \$100,000 to \$249,999 | 678 | 116501 | 27712 | 6647 | 1436 | 52064 | 9280 | 9392 |
|  | Establishments with sales of \$250,000 to \$499,999 | 890 | 323546 | 60482 | 13807 | 2724 | 118195 | 31045 | 31810 |
|  | Establishments with sales of |  | 323546 |  | 13807 |  | 18 | 31 |  |
|  | \$500,000 to \$999,999........... | 1311 | 949106 | 146743 | 34130 | 5633 | 290227 | 94357 | 94747 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 ........ . | 2320 | 3784459 | 462817 | 104331 | 15084 | 923198 | 384986 | 401522 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1761 | 6326290 | 640281 | 144367 | 18689 | 1262710 | 657027 | 693002 |
|  | Establishments with sales of |  | 6326 | 640281 |  |  | 1262710 | 657027 | 69302 |
|  | \$5,000,000 to \$9,999,999. | 1565 | 10942912 | 908193 | 205442 | 23797 | 1774419 | 1246893 | 1305185 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 1501 | 23393840 | 1533038 | 355089 | 38143 | 3146731 | 2830577 | 2931988 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more . . . . . . . . . | 1191 | 100785653 | 2970539 | 695013 | 64290 | 6264187 | 8330978 | 8816080 |
|  | Establishments not operated for the entire year. | 1064 | 3853032 | 142570 | 35173 | 3804 | 274198 | 160047 | 274348 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151 | Metal service centers \& offices All establishments | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |
|  | Establishments operated for the entire year | 10850 | 132105539 | 6499461 | 1501117 | 165228 | 13267949 | 12961537 | 13657496 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . .$. | 269 | 16637 | 5137 | 1239 | 388 | 8573 | 1259 | 1166 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 635 | 109046 | 25606 | 6158 | 1325 | 48291 | 8667 | 8805 |
|  | Establishments with sales of \$250,000 to \$499,999 | 836 | 304510 | 57328 | 13020 | 2574 | 110676 | 29122 | 29769 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1251 | 906891 | 139948 | 32363 | 5409 | 275801 | 90707 | 90572 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2212 | 3606083 | 447587 | 100822 | 14639 | 886704 | 375471 | 390614 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 |  | 5984590 | 617172 | 138975 | 18051 | 1206897 | 634499 | 669163 |
|  | Establishments with sales of \$5,000,000 to \$9 999,999 |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 1489 | 10415323 | 879080 | 198690 | 23150 | 1707962 | 1208594 | 1265693 |
|  | \$10,000,000 to \$24,999,999 | 1411 | 21960039 | 1482021 | 343528 | 37160 | 3019233 | 2781186 | 2880378 |
|  | \$25,000,000 or more....... | 1081 | 88802420 | 2845582 | 666322 | 62532 | 6003812 | 7832032 | 8321336 |
|  | Establishments not operated for the entire year $\qquad$ | 977 | 3590024 | 138138 | 34293 | 3722 | 264675 | 159733 | 268461 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments . | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |
|  | Establishments operated for the entire year | 10850 | 132105539 | 6499461 | 1501117 | 165228 | 13267949 | 12961537 | 13657496 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 269 | 16637 | 5137 | 1239 | 388 | 8573 | 1259 | 1166 |
|  | Establishments with sales of \$100,000 to \$249,999 | 635 | 109046 | 25606 | 6158 | 1325 | 48291 | 8667 | 8805 |
|  | Establishments with sales of |  | 109046 | 25606 | 6158 | 1325 | 4829 | 8667 | 8805 |
|  | \$250,000 to \$499,999 ........... | 836 | 304510 | 57328 | 13020 | 2574 | 110676 | 29122 | 29769 |
|  | \$500,000 to \$999,999 ..... | 1251 | 906891 | 139948 | 32363 | 5409 | 275801 | 90707 | 90572 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2212 | 3606083 | 447587 | 100822 | 14639 | 886704 | 375471 | 390614 |
|  | Establishments with sales of . $\quad$.... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 1666 | 5984590 | 617172 | 138975 | 18051 | 1206897 | 634499 | 669163 |
|  | Establishments with sales of | 1489 | 10415323 | 879080 | 198690 | 23150 | 1707962 | 1208594 | 1265693 |
|  | Establishments with sales of |  |  |  |  |  |  | 2781186 |  |
|  |  | 1411 | 21960039 | 1482021 | 343528 | 37160 | 3019233 | 2781186 | 2880378 |
|  | \$25,000,000 or more............ | 1081 | 88802420 | 2845582 | 666322 | 62532 | 6003812 | 7832032 | 8321336 |
|  | Establishments not operated for the entire year | 977 | 3590024 | 138138 | 34293 | 3722 | 264675 | 159733 | 268461 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 9437 | 106496206 | 5338101 | 1229010 | 138934 | 10857387 | 10372132 | 10921109 |
|  | Establishments operated for the entire year | 8671 | 103794818 | 5242241 | 1206276 | 136101 | 10666699 | 10291879 | 10673255 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . .$ | 214 | 13361 | 4133 | 1007 | 305 | 6939 | 1087 | 1049 |
|  | Establishments with sales of \$100,000 to \$249,999 | 476 | 81910 | 19507 | 4625 | 987 | 36525 | 6094 | 6086 |
|  |  |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 642 | 233489 | 44854 | 10279 | 2011 | 85141 | 22039 | 22559 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 982 | 707311 | 111440 | 25725 | 4367 | 218999 | 73816 | 74133 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1745 | 2865144 | 360475 | 81359 | 11780 | 709286 | 306425 | 317007 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1381 | 4973647 | 521545 | 117559 | 15350 | 1019436 | 543587 | 570502 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 1221 | 8553154 | 751085 | 170342 | 19930 | 1445462 | 1033438 | 1064083 |
|  | \$10,000,000 to \$24,999,999 ...... | 1155 | 18005645 | 1242974 | 285178 | 31509 | 2514513 | 2308686 | 2363836 |
|  | $\$ 25,000,000 \text { or more. }$ | 855 | 68361157 | 2186228 | 510202 | 49862 | 4630398 | 5996707 | 6254000 |
|  | Establishments not operated for the entire year | 766 | 2701388 | 95860 | 22734 | 2833 | 190688 | 80253 | 247854 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 6412 | 69014037 | 4683412 | 1078180 | 123914 | 9551100 | 10372132 | 10921109 |
|  |  |  |  |  |  |  |  |  |  |
|  | year <br> Establishments with sales less than | 5987 | 68182486 | 4611398 | 1060680 | 121614 | 9406565 | 10291879 | 10673255 |
|  | \$100,000 .................... | 73 | 4712 | 1263 | 283 | 102 | 2330 | 1087 | 1049 |
|  | E100,000 to \$249,999 ........... | 200 | 35106 | 7625 | 1835 | 465 | 15109 | 6094 | 6086 |
|  | Establishments with sales of \$250,000 to \$499,999 | 367 | 134322 | 25644 |  | 1221 | 49359 | 22039 | 22559 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151011 | Ferrous metal service centersCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$500,000 to \$999,999 | 633 | 460153 | 74988 | 17048 | 3003 | 150032 | 73816 | 74133 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1222 | 2030428 | 282833 | 63202 | 9549 | 555710 | 306425 | 317007 |
|  | Establishments with sales of ...... |  |  | 282833 |  |  | 555710 | 306425 | 317007 |
|  | \$2,500,000 to \$4,999,999 ... | 1049 | 3775882 | 447227 | 100225 | 13516 | 873486 | 543587 | 570502 |
|  | \$5,000,000 to \$9,999,999. | 923 | 6491584 | 676353 | 154514 | 18340 | 1304850 | 1033438 | 1064083 |
|  | \$10,000,000 to \$24,999,999 | 875 | 13667082 | 1133768 | 260933 | 29459 | 2293718 | 2308686 | 2363836 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 645 | 41583217 | 1961697 | 456855 | 45959 | 4161971 | 5996707 | 6254000 |
|  | Establishments not operated for the entire year | 425 | 831551 | 72014 | 17500 | 2300 | 144535 | 80253 | 247854 |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 3025 | 37482169 | 654689 | 150830 | 15020 | 1306287 | - |  |
|  | Establishments operated for the entire year | 2684 | 35612332 | 630843 | 145596 | 14487 | 1260134 | - |  |
|  | Establishments with sales less than |  |  |  |  |  | 126013 |  |  |
|  | \$100,000 .................... | 141 | 8649 | 2870 | 724 | 203 | 4609 | - |  |
|  | \$100,000 to \$249,999..... | 276 | 46804 | 11882 | 2790 | 522 | 21416 | - |  |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . . . .$. | 275 | 99167 | 19210 | 4494 | 790 | 35782 |  |  |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . | 349 | 247158 | 36452 | 8677 | 1364 | 68967 | - |  |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 523 | 834716 | 77642 | 18157 | 2231 | 153576 | - |  |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 332 | 1197765 | 74318 | 17334 | 1834 | 145950 | - |  |
|  | Es5,000,000 to \$9,999,999. | 298 | 2061570 | 74732 | 15828 | 1590 | 140612 | - |  |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 280 | 4338563 | 109206 | 24245 | 2050 | 220795 | - |  |
|  | Establishments with sales of $\$ 25,000,000$ or more | 210 | 26777940 | 224531 | 53347 | 3903 | 468427 | _ |  |
|  | Establishments not operated for the entire year | 341 | 1869837 | 23846 | 5234 | 533 | 46153 | - |  |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 2390 | 29199357 | 1299498 | 306400 | 30016 | 2675237 | 2749138 | 3004848 |
|  | Establishments operated for the entire year | 2179 | 28310721 | 1257220 | 294841 | 29127 | 2601250 | 2669658 | 2984241 |
|  | Establishments with sales less than \$100,000 | 55 | 3276 | 1004 | 232 | 83 | 1634 | 172 | 117 |
|  | Establishments with sales of \$100,000 to \$249,999 | 159 | 27136 | 6099 | 1533 | 338 | 11766 | 2573 | 2719 |
|  | Establishments with sales of |  | 27 136 | 6099 | 1533 | 338 | 11766 | 2573 | 2719 |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 194 | 71021 | 12474 | 2741 | 563 | 25535 | 7083 | 7210 |
|  | Establishments with sales of \$500,000 to \$999,999 | 269 | 199580 | 28508 | 6638 | 1042 | 56802 | 16891 | 16439 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 467 | 740939 | 87112 | 19463 | 2859 | 177418 |  | 73607 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 285 | 1010943 | 95627 | 21416 | 2701 | 187461 | 90912 | 98661 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 268 | 1862169 | 127995 | 28348 | 3220 | 262500 | 175156 | 201610 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 256 | 3954394 | 239047 | 58350 | 5651 | 504720 | 472500 | 516542 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 226 | 20441263 | 659354 | 156120 | 12670 | 1373414 | 1835325 | 2067336 |
|  | Establishments not operated for the entire year | 211 | 888636 | 42278 | 11559 | 889 | 73987 | 79480 | 20607 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments | 1556 | 22107893 | 1122138 | 260461 | 26446 | 2343182 | 2749138 | 3004848 |
|  | Establishments operated for the entire year | 1459 | 21388533 | 1086268 | 250059 | 25727 | 2281579 | 2669658 | 2984241 |
|  | Establishments with sales less than \$100,000 | 18 | 1054 | 305 | 63 | 31 | 564 | 172 | 117 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ............ | 72 | 12794 | 3019 | 800 | 175 | 5672 | 2573 | 2719 |
|  | Establishments with sales of \$250,000 to \$499,999 | 113 | 41652 | 7654 | 1637 | 331 | 15593 | 7083 | 7210 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 178 | 136488 | 18892 | 4508 | 750 | 40192 | 16891 | 16439 |
|  | Establishments with sales of |  | 519935 | 63181 | 14103 |  | $131785$ | $69046$ | $73607$ |
|  | Establishments with sales of $\ldots \ldots \ldots$ | 329 | 519935 | 63181 | 14103 | 2145 | 131785 |  |  |
|  | \$2,500,000 to \$4,999,999. | 192 | 684303 | 76334 | 16865 | 2285 | 151274 | 90912 | 98661 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 1486 | 1072537 | 168402 | 39978 | 5743 | 314412 | 109885 | 114390 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2681 | 4422866 | 559706 | 129994 | 16892 | 1032128 | 433497 | 440295 |
|  | Establishments with sales of |  | 4422866 |  |  | 16892 | 1032128 |  |  |
|  | \$2,500,000 to \$4,999,999 | 2090 | 7454120 | 749055 | 176949 | 21392 | 1344336 | 758153 | 767737 |
|  | \$5,000,000 to \$9,999,999 . | 1831 | 12919185 | 1104402 | 258567 | 27069 | 1939718 | 1163057 | 1149809 |
|  | Establishment | 1420 | 21947696 | 1475575 | 345255 | 32460 | 2555463 | 1385206 | 1435282 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . | 606 | 35883972 | 1755300 | 427557 | 33366 | 3452445 | 1731567 | 1864023 |
|  | Establishments not operated for the entire year. | 1158 | 1627940 | 105093 | 22598 | 2692 | 196819 | 35006 | 198434 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Establishments operated for the entire year | 12273 | 84233079 | 5923294 | 1404069 | 141893 | 10841719 | 5640634 | 5831542 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 346 | 21837 | 6248 | 1559 | 473 | 10588 | 2267 | 2253 |
|  | Establishments with sales of \$100,000 to \$249,999 | 785 | 135542 | 30558 | 7503 | 1592 | 56016 | 15874 | 16072 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1028 | 375324 | 74048 | 16707 | 2906 | 136613 | 41128 | 41681 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1486 | 1072537 | 168402 | 39978 | 5743 | 314412 | 109885 | 114390 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 2681 | 4422866 | 559706 | 129994 | 16892 | 1032128 | 433497 | 440295 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 2090 | 7454120 | 749055 | 176949 | 21392 | 1344336 | 758153 | 767737 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 . . | 1831 | 12919185 | 1104402 | 258567 | 27069 | 1939718 | 1163057 | 1149809 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to \$24,999,999 $\ldots \ldots$. Establishments with sales of | 1420 | 21947696 | 1475575 | 345255 | 32460 | 2555463 | 1385206 | 1435282 |
|  | \$25,000,000 or more.. | 606 | 35883972 | 1755300 | 427557 | 33366 | 3452445 | 1731567 | 1864023 |
|  | Establishments not operated for the entire year | 1158 | 1627940 | 105093 | 22598 | 2692 | 196819 | 35006 | 198434 |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Establishments operated for the entire year | 3491 | 53808372 | 2049613 | 474944 | 50106 | 5986272 | 3899191 | 4125452 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 113 | 6944 | 1987 | 497 | 170 | 3614 | 991 | 941 |
|  | Establishments with sales of \$100,000 to \$249,999 | 276 | 48563 | 11426 | 2747 | 666 | 22588 | 6514 | 6720 |
|  | Establishments with sales of \$250,000 to \$499,999 | 350 | 127837 | 25949 | 6269 | 1137 | 52569 | 20906 | 20835 |
|  | Establishments with sales of \$500,000 to \$999,999 | 467 | 331335 | 48091 | 11464 | 1915 | 108732 |  | 43373 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ... | 692 | 1114968 | 129143 | 30178 | 4807 | 285915 | 139832 | 142757 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 487 | 1746328 | 147569 | 34025 | 4605 | 318295 | 209856 | 214712 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 404 | 2816695 | 208062 | 47581 | 5677 | 454376 | 286209 | 301147 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 361 | 5621873 | 305009 | 70409 | 8031 | 694911 | 498970 | 521356 |
|  | \$25,000,000 or more..... | 341 | 41993829 | 1172377 | 271774 | 23098 | 4045272 | 2692991 | 2873611 |
|  | Establishments not operated for the entire year | 404 | 875575 | 30134 | 6068 | 816 | 87448 | 54063 | 140142 |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Establishments operated for the entire year | 3491 | 53808372 | 2049613 | 474944 | 50106 | 5986272 | 3899191 | 4125452 |
|  | Establishments with sales less than \$100,000. |  |  |  |  |  |  |  |  |
|  |  | 113 | 6944 | 1987 | 497 | 170 | 3614 | 991 | 941 |
|  | Establishments with sales of \$100,000 to \$249,999. <br> Establishments with sales of \$250,000 to \$499,999. <br> Establishments with sales of $\$ 500,000$ to $\$ 999,999$. | 276 | 48563 | 11426 | 2747 | 666 | 22588 | 6514 | 6720 |
|  |  |  |  |  |  |  |  |  | 6720 |
|  |  | 350 | 127837 | 25949 | 6269 | 1137 | 52569 | 20906 | 20835 |
|  |  | 467 | 331335 | 48091 | 11464 | 1915 | 108732 | 42922 | 43373 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421620 | Electrical appliance, television \& radio set whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 692 | 1114968 | 129143 | 30178 |  |  | 139832 | 142757 |
|  | Establishments with sales of $\ldots \ldots$. |  | 1114968 | 129143 | 30178 | 4807 | 285915 | 139832 | 142757 |
|  | \$2,500,000 to \$4,999,999 ....... | 487 | 1746328 | 147569 | 34025 | 4605 | 318295 | 209856 | 214712 |
|  | Es,000,000 to \$9,999,999 . | 404 | 2816695 | 208062 | 47581 | 5677 | 454376 | 286209 | 301147 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 361 | 5621873 | 305009 | 70409 | 8031 | 694911 | 498970 | 521356 |
|  | \$25,000,000 or more...... | 341 | 41993829 | 1172377 | 271774 | 23098 | 4045272 | 2692991 | 2873611 |
|  | Establishments not operated for the entire year $\qquad$ | 404 | 875575 | 30134 | 6068 | 816 | 87448 | 54063 | 140142 |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 20908 | 217146922 | 14416583 | 3575775 | 280259 | 26611635 | 10166888 | 11167346 |
|  | Establishments operated for the entire year | 18509 | 212392498 | 13979544 | 3483679 | 272117 | 25808108 | 10112241 | 10788809 |
|  | Estabishments with sales less than | 580 | 35639 | 10405 | 2586 | 819 | 17843 | 3920 | 3815 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ..... | 1539 | 267588 | 67313 | 16811 | 3203 | 116887 | 23580 | 24624 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . | 2017 | 735624 | 165381 | 39797 | 6114 | 296686 | 64482 | 66120 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999............ | 2544 | 1845617 | 350231 | 82456 | 11472 | 635283 | 152516 | 154463 |
|  | \$1,000,000 to \$2,499,999. | 3675 | 5953281 | 954698 | 223846 | 26331 | 1717547 | 451006 | 481666 |
|  | Estabishments with sales of | 2555 | 9098474 | 1189505 | 278000 | 28771 | 2098539 | 642790 | 690646 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 2134 | 15185994 | 1586468 | 382684 | 34165 | 2792133 | 896851 | 950250 |
|  | \$10,000,000 to \$24,999,999 | 1938 | 29898615 | 2543364 | 632247 | 49230 | 4499855 | 1551637 | 1648175 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . | 1527 | 149371666 | 7112179 | 1825252 | 112012 | 13633335 | 6325459 | 6769050 |
|  | Establishments not operated for the entire year | 2399 | 4754424 | 437039 | 92096 | 8142 | 803527 | 54647 | 378537 |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 20908 | 217146922 | 14416583 | 3575775 | 280259 | 26611635 | 10166888 | 11167346 |
|  | Establishments operated for the entire year | 18509 | 212392498 | 13979544 | 3483679 | 272117 | 25808108 | 10112241 | 10788809 |
|  | Establishments with sales less than \$100,000. | 580 | 35639 | 10405 | 2586 | 819 | 17843 | 3920 | 3815 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1539 | 267588 | 67313 | 16811 | 3203 | 116887 | 23580 | 24624 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 2017 | 735624 | 165381 | 39797 | 6114 | 296686 | 64482 | 66120 |
|  | Establishments with sales of \$500,000 to \$999,999 | 2544 | 1845617 | 350231 | 82456 | 11472 | 635283 | 152516 | 154463 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 3675 | 5953281 | 954698 | 223846 | 26331 | 1717547 | 451006 | 481666 |
|  | Establishments with sales of . ${ }^{\text {a }}$. | 3675 | 5953281 | 954698 | 223846 | 26331 | 1717547 |  | 481666 |
|  | \$2,500,000 to \$4,999,999. | 2555 | 9098474 | 1189505 | 278000 | 28771 | 2098539 | 642790 | 690646 |
|  | Estabio00,000 to \$9,999,999 ........ | 2134 | 15185994 | 1586468 | 382684 | 34165 | 2792133 | 896851 | 950250 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 1938 | 29898615 | 2543364 | 632247 | 49230 | 4499855 | 1551637 | 1648175 |
|  | Establishments with sales of \$25,000,000 or more . . . . . . . | 1527 | 149371666 | 7112179 | 1825252 | 112012 | 13633335 | 6325459 | 6769050 |
|  | Establishments not operated for the entire year $\qquad$ | 2399 | 4754424 | 437039 | 92096 | 8142 | 803527 | 54647 | 378537 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 9180 | 88413555 | 8091469 | 2116989 | 152279 | 14076505 | 3692360 | 4129201 |
|  | Establishments operated for the entire year $\qquad$ | 8016 | 85838300 | 7761792 | 2048918 | 146877 | 13489141 | 3677689 | 3991195 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ....................... | 297 | 19190 | 5444 | 1344 | 416 | 9360 | 1526 | 1552 |
|  | Establishments with sales of \$100,000 to \$249,999 | 832 | 146486 | 37807 | 9631 | 1713 | 64586 | 9423 | 10318 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999............ | 1069 | 388382 | 93872 | 23118 | 3398 | 165181 | 28031 | 29101 |
|  | Estabishoo to \$999,999 ........... | 1240 | 893162 | 193824 | 47145 | 6378 | 340891 | 63391 | 64950 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 1668 | 2666949 | 536345 | 130273 | 14561 | 927600 | 190450 | 203150 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$. | 1007 | 3547355 | 653262 | 156470 | 15205 | 1087617 | 237121 | 258786 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4216901 | Communications equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 715 | 5103676 | 800208 | 206690 | 16761 | 1318923 | 308407 | 320922 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 625 | 9574498 | 1327387 | 354495 | 24348 | 2173777 | 536858 |  |
|  | Establishments with sales of ${ }^{\text {a }}$. ${ }^{\text {a }}$. |  | 9574498 |  | 354495 | 24348 | 217377 | 536858 | 607303 |
|  | \$25,000,000 or more....... | 563 | 63498602 | 4113643 | 1119752 | 64097 | 7401206 | 2302482 | 2495113 |
|  | Establishments not operated for the entire year | 1164 | 2575255 | 329677 | 68071 | 5402 | 587364 | 14671 | 138006 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11728 | 128733367 | 6325114 | 1458786 | 127980 | 12535130 | 6474528 | 7038145 |
|  | Establishments operated for the entire year | 10493 | 126554198 | 6217752 | 1434761 | 125240 | 12318967 | 6434552 | 6797614 |
|  | Establishments with sales less than $\$ 100,000$ | 283 | 16449 | 4961 | 1242 | 403 | 8483 | 2394 | 2263 |
|  | \$100,000 to \$249,999 . . . . . | 707 | 121102 | 29506 | 7180 | 1490 | 52301 | 14157 | 14306 |
|  | Establishments with sales of \$250,000 to \$499,999 | 948 | 347242 | 71509 | 16679 | 2716 | 131505 | 36451 | 37019 |
|  | Establishments with sales of |  |  | 71500 | 16 |  | 131505 | 36 | \% |
|  | \$500,000 to \$999,999 ........... | 1304 | 952455 | 156407 | 35311 | 5094 | 294392 | 89125 | 89513 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2007 | 3286332 | 418353 | 93573 | 11770 | 789947 | 260556 | 278516 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1548 | 5551119 | 536243 | 121530 | 13566 | 1010922 | 405669 | 431860 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 1419 | 10082318 | 786260 | 175994 | 17404 | 1473210 | 588444 | 629328 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 1313 | 20324117 | 1215977 | 277752 | 24882 | 2326078 | 1014779 | 1040872 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 964 | 85873064 | 2998536 | 705500 | 47915 | 6232129 | 4022977 | 4273937 |
|  | Establishments not operated for the entire year $\qquad$ | 1235 | 2179169 | 107362 | 24025 | 2740 | 216163 | 39976 | 240531 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 21194 | 92189762 | 7977961 | 1837467 | 219233 | 15249815 | 9822088 | 10370210 |
|  | Establishments operated for the entire year | 19276 | 89786646 | 7814880 | 1798769 | 213369 | 14912392 | 9643509 | 9989353 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 . . . . wi. . . . . . . . . . . . . | 528 | 34150 | 9339 | 2317 | 726 | 16310 | 5537 | 5522 |
|  | \$100,000 to \$249,999 ........... | 1434 | 246912 | 52527 | 11964 | 2717 | 100004 | 39452 | 40456 |
|  | Establishments with sales of \$250,000 to \$499,999 | 2149 | 782572 | 139574 | 31908 | 6094 | 269504 | 121923 | 125556 |
|  | Establishments with sales of \$500,000 to \$999,999 | 3067 | 2230494 | 344080 | 79228 | 12848 | 660611 | 338117 | 348460 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 5104 | 8217168 | 1064907 | 245987 | 34120 | 2016650 | 1160458 | 1208787 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 3154 | 11086691 | 1282533 | 296205 | 36217 | 2411729 | 1444869 | 1489047 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 2106 | 14692202 | 1555967 | 355638 | 39649 | 2855502 | 1757897 | 1822308 |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to $\$ 24,999,999$ Establishments with sales of | 1240 | 18655694 | 1639271 | 375990 | 39677 | 3048781 | 1952826 | 2000919 |
|  | $\$ 25,000,000$ or more. . . . . | 494 | 33840763 | 1726682 | 399532 | 41321 | 3533301 | 2822430 | 2948298 |
|  | Establishments not operated for the entire year $\qquad$ | 1918 | 2403116 | 163081 | 38698 | 5864 | 337423 | 178579 | 380857 |
| 42171 | Hardware whsleAll establishments |  |  |  |  |  |  |  |  |
|  |  | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Establishments operated for the entire year | 8686 | 42909648 | 3791381 | 859802 | 107851 | 7182989 | 4816069 | 5047834 |
|  | Establishments with sales less than | 251 | 15982 | 4226 | 1013 | 358 | 7453 | 3230 | 3297 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 769 | 133121 | 26769 | 6068 | 1435 | 51415 | 24384 | 25431 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 760 | 133121 | 26769 | 6068 | 1435 | 51415 | 24384 | 25431 |
|  |  | 1203 | 436104 | 74623 | 17127 | 3369 | 143687 | 73162 | 75566 |
|  | Establishments with sales of <br> \$500,000 to \$999,999 . . . . . . . . . . . . <br> Establishments with sales of <br> \$1,000,000 to \$2,499,999 <br> Establishments with sales of <br> \$2,500,000 to \$4,999,999 <br> Establishments with sales of <br> \$5,000,000 to \$9,999,999 <br> Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 1446 | 1031195 | 163693 | 37160 | 6307 | 312633 | 168414 | 174477 |
|  |  |  |  |  |  |  |  |  |  |
|  |  | 2073 | 3320051 | 489226 | 111399 | 16131 | 919041 | 489160 | 515426 |
|  |  | 1309 | 4597111 | 590271 | 134473 | 17173 | 1097755 | 648950 | 674674 |
|  |  |  |  | 590271 | 134473 |  | 1097755 | 648950 | 674674 |
|  |  | 899 | 6284100 | 739114 | 166310 | 19486 | 1364316 | 867884 | 909037 |
|  |  | 498 | 7595577 | 719225 | 158255 | 18498 | 1372230 | 888528 | 908695 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{-1}$ (\$1,000) | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42171 | Hardware whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . | 238 | 19496407 | 984234 | 227997 | 25094 | 1914459 | 1652357 | 1761231 |
|  | Establishments not operated for the entire year. | 787 | 1154026 | 73627 | 19572 | 3112 | 159039 | 122104 | 250411 |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Establishments operated for the entire year | 8686 | 42909648 | 3791381 | 859802 | 107851 | 7182989 | 4816069 | 5047834 |
|  | Establishments with sales less than \$100,000 | 251 | 15982 | 4226 | 1013 | 358 | 7453 | 3230 | 3297 |
|  | Establishments with sales of \$100,000 to \$249,999 | 769 | 133121 | 26769 | 6068 | 1435 | 51415 | 24384 | 25431 |
|  | Establishments with sales of |  |  |  |  |  |  | 24384 |  |
|  | \$250,000 to \$499,999 ..... | 1203 | 436104 | 74623 | 17127 | 3369 | 143687 | 73162 | 75566 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1446 | 1031195 | 163693 | 37160 | 6307 | 312633 | 168414 | 174477 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2073 | 3320051 | 489226 | 111399 | 16131 | 919041 | 489160 | 515426 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999, | 1309 | 4597111 | 590271 | 134473 | 17173 | 1097755 | 648950 | 674674 |
|  | $\$ 5,000,000 \text { to } \$ 9,999,999 . .$ | 899 | 6284100 | 739114 | 166310 | 19486 | 1364316 | 867884 | 909037 |
|  | Establishments with sales of | 498 | 7595577 | 719225 | 158255 | 18498 | 1372230 | 888528 | 908695 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 238 | 19496407 | 984234 | 227997 | 25094 | 1914459 | 1652357 | 1761231 |
|  | Establishments not operated for the entire year. | 787 | 1154026 | 73627 | 19572 | 3112 | 159039 | 122104 | 250411 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments. | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Establishments operated for the entire year | 4052 | 22148737 | 1539401 | 357859 | 42360 | 2941707 | 1798126 | 1893508 |
|  | Establishments with sales less than \$100,000 | 129 | 8326 | $2439$ | 668 | 176 | 4212 | 981 | 974 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ..... | 291 | 49507 | 10805 | 2494 | 537 | 19680 | 6326 | 6545 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999$ | 375 | 138488 | 24750 | 5698 | 1057 | 49815 | 19470 | 19457 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999..... | 561 | 408195 | 62300 | 14133 | 2348 | 122002 | 49596 | 50787 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 935 | 1511416 | 181947 | 42290 | 5795 | 347104 | 179174 | 187481 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 687 | 2440105 | 231672 | 55254 | 6778 | 456127 | 245361 | 254376 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 539 | 3822785 | 314888 | 73508 | 8543 | 590346 | 367146 | 384200 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 377 | 5644113 | 362109 | 88127 | 8883 | 670698 | 439193 | 462734 |
|  | $\$ 25,000,000$ or more | 158 | 8125802 | 348491 | 75687 | 8243 | 681723 | 490879 | 526954 |
|  | Establishments not operated for the entire year. $\qquad$ | 573 | 779370 | 42818 | 10435 | 1527 | 88598 | 34408 | 71133 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Establishments operated for the entire year | 4052 | 22148737 | 1539401 | 357859 | 42360 | 2941707 | 1798126 | 1893508 |
|  | Establishments with sales less than \$100,000 | 129 | 8326 | 2439 | 668 | 176 | 4212 | 981 | 974 |
|  | Establishments with sales of $\$ 100,000 \text { to } \$ 249,999 \text {. }$ | 291 | 49507 | 10805 | 2494 | 537 | 19680 | 6326 | 6545 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999..... | 375 | 138488 | 24750 | 5698 | 1057 | 49815 | 19470 | 19457 |
|  | \$500,000 to \$999,999 . . . . | 561 | 408195 | 62300 | 14133 | 2348 | 122002 | 49596 | 50787 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 935 | 1511416 | 181947 | 42290 | 5795 | 347104 | 179174 | 187481 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 687 | 2440105 | 231672 | 55254 | 6778 | 456127 | 245361 | 254376 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | Establishments with sales of ${ }^{\text {a }}$. | 539 | 3822785 | 314888 | 73508 | 8543 | 590346 | 367146 | 384200 |
|  | \$10,000,000 to \$24,999,999 ..... | 377 | 5644113 | 362109 | 88127 | 8883 | 670698 | 439193 | 462734 |
|  | \$25,000,000 or more............ | 158 | 8125802 | 348491 | 75687 | 8243 | 681723 | 490879 | 526954 |
|  | Establishments not operated for the entire year. $\qquad$ | 573 | 779370 | 42818 | 10435 | 1527 | 88598 | 34408 | 71133 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5524 | 20062710 | 2013489 | 471804 | 51252 | 3932992 | 2446751 | 2498546 |
|  | Establishments operated for the entire year | 5110 | 19721148 | 1986259 | 465631 | 50379 | 3876914 | 2430772 | 2452034 |
|  | Establishments with sales less than $\$ 100,000$ | 112 | 7404 | 1884 | 471 | 147 | 3438 | 978 | 954 |
|  | Establishments with sales of \$100,000 to \$249,999 | 282 | 48817 | 11142 | 2533 | 543 | 21520 | 6404 | 6358 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 432 | 157712 | 29719 | 6650 | 1237 | 56340 | 22231 | 23039 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . | 823 | 612605 | 89722 | 21220 | 3183 | 171330 | 88590 | 92323 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999. | 1634 | 2654521 | 305169 | 71433 | 9518 | 582615 | 377211 | 388955 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ........ | 912 | 3192704 | 357285 | 82770 | 9520 | 672632 | 433401 | 437602 |
|  | \$5,000,000 to \$9,999,999. | 532 | 3674859 | 411219 | 95115 | 9290 | 744095 | 426897 | 432069 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 309 | 4593098 | 478520 | 112227 | 10473 | 862444 | 545063 | 550367 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more...... | 74 | 4779428 | 301599 | 73212 | 6468 | 762500 | 529997 | 520367 |
|  | Establishments not operated for the entire year $\qquad$ | 414 | 341562 | 27230 | 6173 | 873 | 56078 | 15979 | 46512 |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5524 | 20062710 | 2013489 | 471804 | 51252 | 3932992 | 2446751 | 2498546 |
|  | Establishments operated for the entire year | 5110 | 19721148 | 1986259 | 465631 | 50379 | 3876914 | 2430772 | 2452034 |
|  | Establishments with sales less than $\$ 100,000$ | 112 | 7404 | 1884 | 471 | 147 | 3438 | 978 | 954 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999.... | 282 | 48817 | 11142 | 2533 | 543 | 21520 | 6404 | 6358 |
|  | Establishments with sales of \$250,000 to \$499,999 | 432 | 157712 | 29719 | 6650 | 1237 | 56340 | 22231 |  |
|  | Establishments with sales of |  |  |  |  |  |  | 231 |  |
|  | \$500,000 to \$999,999 . | 823 | 612605 | 89722 | 21220 | 3183 | 171330 | 88590 | 92323 |
|  | Establishments with sales of | 1634 | 2654521 | 305169 | 71433 | 9518 | 582615 | 377211 | 388955 |
|  | Establishments with sales of |  | 2654 |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 912 | 3192704 | 357285 | 82770 | 9520 | 672632 | 433401 | 437602 |
|  | \$5,000,000 to \$9,999,999. | 532 | 3674859 | 411219 | 95115 | 9290 | 744095 | 426897 | 432069 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots$. | 309 | 4593098 | 478520 | 112227 | 10473 | 862444 | 545063 | 550367 |
|  | \$25,000,000 or more. . . . . . | 74 | 4779428 | 301599 | 73212 | 6468 | 762500 | 529997 | 520367 |
|  | Establishments not operated for the entire year | 414 | 341562 | 27230 | 6173 | 873 | 56078 | 15979 | 46512 |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1572 | 5135271 | 517245 | 117995 | 13131 | 944490 | 604630 | 608778 |
|  | Establishments operated for the entire year | 1428 | 5007113 | 497839 | 115477 | 12779 | 910782 | 598542 | 595977 |
|  | Establishments with sales less than $\$ 100,000 .$ | 36 | 2438 | 790 | 165 | 45 | 1207 | 348 | 297 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ........... | 92 | 15467 | 3811 | 869 | 202 | 7389 | 2338 | 2122 |
|  | Establishments with sales of \$250,000 to \$499,999 | 139 | 50268 | 10482 | 2433 | 431 | 19662 | 7060 | 7494 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  | 50268 | 10482 | 2433 | 431 | 19662 | 7060 |  |
|  | \$500,000 to \$999,999............ | 237 | 178499 | 28365 | 6715 | 1010 | 54646 | 31517 | 30873 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 462 | 731180 | 88565 | 20865 | 2676 | 167890 | 114913 | 116925 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 246 | 856771 | 103305 | 23708 | 2746 | 185215 | 117157 | 122395 |
|  | \$5,000,000 to \$9,999,999 ....... | 136 | 910458 | 90746 | 20705 | 2330 | 156745 | 95970 | 97002 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of ${ }^{\text {a }}$. ${ }^{\text {a }}$. | 56 | 822906 | 79417 | 17381 | 1823 | 143409 | 80042 | 79123 |
|  | \$25,000,000 or more............. | 24 | 1439126 | 92358 | 22636 | 1516 | 174619 | 149197 | 139746 |
|  | Establishments not operated for the entire year | 144 | 128158 | 19406 | 2518 | 352 | 33708 | 6088 | 12801 |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1572 | 5135271 | 517245 | 117995 | 13131 | 944490 | 604630 | 608778 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421740 | Refrigeration equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1428 | 5007113 | 497839 | 115477 | 12779 | 910782 | 598542 | 595977 |
|  | Establishments with sales less than | 36 | 2438 | 790 | 165 | 45 | 1207 | 348 | 297 |
|  | Establishments with sales of \$100,000 to \$249,999 | 92 | 15467 | 3811 | 869 | 202 | 7389 | 2338 | 2122 |
|  | Establishments with sales of \$250,000 to \$499,999 | 139 | 50268 | 10482 | 2433 | 431 | 19662 | 7060 | 7494 |
|  | Establishments with sales of \$500,000 to \$999,999 | 237 | 178499 | 28365 | 6715 | 1010 | 54646 | 31517 | 30873 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 462 | 731180 | 88565 | 20865 | 2676 | 167890 | 114913 | 116925 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 246 | 856771 | 103305 | 23708 | 2746 | 185215 | 117157 | 122395 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 136 | 910458 | 90746 | 20705 | 2330 | 156745 | 95970 | 97002 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 56 | 822906 | 79417 | 17381 | 1823 | 143409 | 80042 | 79123 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 24 | 1439126 | 92358 | 22636 | 1516 | 174619 | 149197 | 139746 |
|  | Establishments not operated for the entire year | 144 | 128158 | 19406 | 2518 | 352 | 33708 | 6088 | 12801 |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 76643 | 328968331 | 29401798 | 6772121 | 772550 | 55393646 | 43404221 | 46905904 |
|  | Establishments operated for the entire year | 69649 | 322945585 | 28895730 | 6653109 | 755877 | 54383417 | 43163770 | 45829775 |
|  | Establishments with sales less than \$100,000 | 2376 | 145558 | 42075 | 10162 | 3326 | 71778 | 20655 | 20480 |
|  | Establishments with sales of \$100,000 to \$249,999 | 5667 | 975861 | 214009 | 50550 | 11140 | 400133 | 128934 | 130700 |
|  | Establishments with sales of \$250,000 to \$499,999 | 7945 | 2917508 | 527208 | 121887 | 23299 | 1030148 | 383174 | 388926 |
|  | Establishments with sales of \$500,000 to \$999,999 | 11077 | 8030774 | 1246020 | 285686 | 47434 | 2454621 | 1056083 | 1090558 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 17244 | 28051629 | 3772479 | 864245 | 120243 | 7219934 | 3653779 | 3824866 |
|  | \$2,500,000 to \$4,999,999 . | 11647 | 41218512 | 4931965 | 1121894 | 136465 | 9116676 | 5644552 | 5957920 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 7877 | 54503026 | 5819200 | 1327367 | 146891 | 10626309 | 8033623 | 8590395 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 4211 | 62321780 | 5829198 | 1340155 | 134384 | 10508507 | 9496039 | 10121151 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 1605 | 124780937 | 6513576 | 1531163 | 132695 | 12955311 | 14746931 | 15704779 |
|  | Establishments not operated for the entire year. | 6994 | 6022746 | 506068 | 119012 | 16673 | 1010229 | 240451 | 1076129 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |
|  | Establishments operated for the entire year | 4870 | 44331110 | 3574067 | 856250 | 86726 | 6619643 | 11143507 | 12004886 |
|  | Establishments with sales less than \$100,000 | 106 | 6429 | 1866 | 408 | 142 | 3181 | 1376 | 1370 |
|  | Establishments with sales of \$100,000 to \$249,999 | 252 | 43109 | 9816 | 2314 | 491 | 18053 | 8726 | 8951 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 374 | 138626 | 24882 | 5469 | 1026 | 49328 | 28630 | 28951 |
|  | Establishments with sales of \$500,000 to \$999,999 | 589 | 434335 | 64982 | 14722 | 2433 | 132631 | 88341 | 92358 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1006 | 1630411 | 203215 | 46151 | 6497 | 412906 | 340174 | 361643 |
|  | Establishments with sales of . $\quad$.... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999... | 852 | 3065060 | 357494 | 83384 | 9931 | 693940 | 727562 | 763157 |
|  | Establishments with sales of | 837 | 5921079 | 608915 | 139253 | 15650 | 1154575 | 1500411 | 1607589 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . . Establishments with sales of | 576 | 8555448 | 790575 | 187444 | 18860 | 1441772 | 2434765 | 2663640 |
|  | $\$ 25,000,000$ or more. ...... | 278 | 24536613 | 1512322 | 377105 | 31696 | 2713257 | 6013522 | 6477227 |
|  | Establishments not operated for the entire year | 451 | 394879 | 30577 | 6169 | 885 | 63697 | 23417 | 135765 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4870 | 44331110 | 3574067 | 856250 | 86726 | 6619643 | 11143507 | 12004886 |
|  | Establishments with sales less than \$100,000 | 106 | 6429 | 1866 | 408 | 142 | 3181 | $1376$ | $1370$ |
|  | Establishments with sales of \$100,000 to \$249,999 | 252 | 43109 | 9816 | 2314 | 491 | 18053 | 8726 | 8951 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 374 | 138626 | 24882 | 5469 | 1026 | 49328 | 28630 | 28951 |
|  | \$500,000 to \$999,999 ............ | 589 | 434335 | 64982 | 14722 | 2433 | 132631 | 88341 | 92358 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1006 | 1630411 | 203215 | 46151 | 6497 | 412906 | 340174 | 361643 |
|  | Establishments with sales of \$2 500,000 to \$4,999,999 | 852 | 3065060 |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 Establishments with sales of | 852 | 3065060 | 357494 | 83384 | 9931 | 693940 | 727562 | 763157 |
|  | \$5,000,000 to \$9,999,999. | 837 | 5921079 | 608915 | 139253 | 15650 | 1154575 | 1500411 | 1607589 |
|  | Establishment $\$ 10,000,000$ to $\$ 24,999,999$ | 576 | 8555448 | 790575 | 187444 | 18860 | 1441772 | 2434765 | 2663640 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 278 | 24536613 | 1512322 | 377105 | 31696 | 2713257 | 6013522 | 6477227 |
|  | Establishments not operated for the entire year | 451 | 394879 | 30577 | 6169 | 885 | 63697 | 23417 | 135765 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9782 | 39713264 | 2860510 | 643779 | 101413 | 5578804 | 8510984 | 9247680 |
|  | Establishments operated for the entire year | 8979 | 39161408 | 2812097 | 632079 | 99284 | 5481007 | 8464807 | 9032819 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 293 | 18665 | 4284 | 1022 | 407 | 8274 | 5483 | 5459 |
|  | Establishments with sales of \$100,000 to \$249,999 | 689 | 118915 | 18976 | 4315 | 1356 | 40423 | 31567 | 32206 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 944 | 348361 | 49769 | 11281 | 2904 | 105648 | 87829 | 88248 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 1319 | 944895 | 119767 | 27745 | 6180 | 248045 | 235810 | 242338 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2118 | 3491531 | 382438 | 86702 | 16778 | 762417 | 921183 | 959858 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ... | 1674 | 5984212 | 574572 | 126742 | 21472 | 1072315 | 1609639 | 1720793 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 1272 | 8829240 | 738591 | 164682 | 24529 | 1341283 | 2400259 | 2599828 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . | 578 | 8194884 | 627452 | 141484 | 18854 | 1116656 | 2220768 | 2382652 |
|  | \$25,000,000 or more........ | 92 | 11230705 | 296248 | 68106 | 6804 | 785946 | 952269 | 1001437 |
|  | Establishments not operated for the entire year | 803 | 551856 | 48413 | 11700 | 2129 | 97797 | 46177 | 214861 |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9782 | 39713264 | 2860510 | 643779 | 101413 | 5578804 | 8510984 | 9247680 |
|  | Establishments operated for the entire year | 8979 | 39161408 | 2812097 | 632079 | 99284 | 5481007 | 8464807 | 9032819 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 293 | 18665 | 4284 | 1022 | 407 | 8274 | 5483 | 5459 |
|  | Establishments with sales of $\$ 100,000$ to \$249,999 |  | 118915 |  |  |  |  |  |  |
|  | Establishments with sales of | 689 | 118915 | 18976 | 4315 | 1356 | 40423 | 31567 | 32206 |
|  | \$250,000 to \$499,999 ............ | 944 | 348361 | 49769 | 11281 | 2904 | 105648 | 87829 | 88248 |
|  | Establishments with sales of \$500,000 to \$999,999. | 1319 | 944895 | 119767 | 27745 | 6180 | 248045 | 235810 | 242338 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2118 | 3491531 | 382438 |  |  |  |  |  |
|  | Establishments with sales of $\cdots \cdots \cdots$ |  | 3491531 | 382438 |  | 16778 |  |  |  |
|  | \$2,500,000 to \$4,999,999 ........ | 1674 | 5984212 | 574572 | 126742 | 21472 | 1072315 | 1609639 | 1720793 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . .$. | 1272 | 8829240 | 738591 | 164682 | 24529 | 1341283 | 2400259 | 2599828 |
|  | Establishments with sales of | 578 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . . Establishments with sales of | 578 | 8194884 | 627452 | 141484 | 18854 | 1116656 | 2220768 | 2382652 |
|  | \$25,000,000 or more...... | 92 | 11230705 | 296248 | 68106 | 6804 | 785946 | 952269 | 1001437 |
|  | Establishments not operated for the entire year | 803 | 551856 | 48413 | 11700 | 2129 | 97797 | 46177 | 214861 |
| 4218201 | Farm machinery \& equipmentfarm dealers |  |  |  |  |  |  |  |  |
|  | All establishments | 6931 | 21996353 | 1898402 | 427060 | 72177 | 3457808 | 6404218 | 6994668 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 <br> for pay <br> period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218201 | Farm machinery \& equipmentfarm dealers-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 6417 | 21621383 | 1866211 | 419114 | 70696 | 3395481 | 6360440 | 6827784 |
|  | Establishments with sales less than \$100,000 | 205 | 13219 | 2883 | 655 | 282 | 5685 | 4315 | 4272 |
|  | Establishments with sales of \$100,000 to \$249,999 | 464 | 81032 | 12311 | 2812 | 935 | 25377 | 24201 | 24089 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999...... | 675 | 250476 | 34783 | 7830 | 2068 | 73238 | 67826 | 68101 |
|  | \$500,000 to \$999,999 ............ | 913 | 653288 | 82415 | 19089 | 4364 | 168193 | 176089 | 180410 |
|  |  | 1470 | 2438528 | 272086 | 62017 | 12356 | 528237 | 717517 | 743455 |
|  | Estabishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 .$. | 1256 | 4512853 | 430490 | 95969 | 16891 | 785161 | 1338850 | 1426175 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 978 | 6807982 | 553084 | 123905 | 19005 | 986651 | 2022052 | 2194805 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ..... . . Establishments with sales of | 430 | 6002739 | 430526 | 96306 | 13423 | 737681 | 1769947 | 1925624 |
|  | \$25,000,000 or more............ | 26 | 861266 | 47633 | 10531 | 1372 | 85258 | 239643 | 260853 |
|  | Establishments not operated for the entire year | 514 | 374970 | 32191 | 7946 | 1481 | 62327 | 43778 | 166884 |
| 4218202 | Farm machinery \& equipmentwhsle distributors |  |  |  |  |  |  |  |  |
|  | All establishments | 2122 | 13486595 | 643692 | 144052 | 19867 | 1410579 | 1404776 | 1517644 |
|  | Establishments operated for the entire year | 1917 | 13374712 | 634511 | 142488 | 19512 | 1389892 | 1403753 | 1485097 |
|  | Establishments with sales less than \$100,000 | 69 | 4253 | 1022 | 273 | 94 | 1978 | 913 | 936 |
|  | Establishments with sales of \$100,000 to \$249,999 | 167 | 28116 |  | 1157 | 325 | 11696 |  |  |
|  | Establishments with sales of $\ldots \ldots$ | 167 | 28116 | 5049 | 1157 | 325 | 11696 | 5253 | 5961 |
|  | \$250,000 to \$499,999 ........... | 210 | 76888 | 11264 | 2639 | 631 | 24543 | 15623 | 15820 |
|  | \$500,000 to \$999,999 ............ | 309 | 222200 | 27960 | 6464 | 1375 | 61050 | 43794 | 45761 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 517 | 835195 | 87793 | 19671 | 3487 | 185911 | 157361 | 171748 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 316 | 1109595 | 102537 | 22042 | 3242 | 206965 | 198953 | 220072 |
|  | Establishments with sales of $\cdots \cdots$ | 316 | 1109595 | 102537 | 22042 | 3242 | 206965 | 198953 | 220072 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 206 | 1422044 | 128044 | 27621 | 3917 | 241047 | 254778 | 276254 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 87 | 1239751 | 113454 | 25485 | 3155 | 217784 | 253357 | 261148 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 36 | 8436670 | 157388 | 37136 | 3286 | 438918 | 473721 | 487397 |
|  | Establishments not operated for the entire year | 205 | 111883 | 9181 | 1564 | 355 | 20687 | 1023 | 32547 |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 729 | 4230316 | 318416 | 72667 | 9369 | 710417 | 701990 | 735368 |
|  | Establishments operated for the entire year | 645 | 4165313 | 311375 | 70477 | 9076 | 695634 | 700614 | 719938 |
|  | Establishments with sales less than \$100,000 | 19 | 1193 | 379 | 94 | 31 | 611 | 255 | 251 |
|  | Establishments with sales of \$100,000 to \$249,999 | 58 | 9767 | 1616 | 346 | 96 | 3350 | 2113 | 2156 |
|  | Establishments with sales of \$250,000 to \$499,999 | 59 | 20997 | 3722 | 812 | 205 | 7867 | 4380 | 4327 |
|  | Establishments with sales of \$500,000 to \$999,999 | 97 | 69407 | 9392 | 2192 | 441 | 18802 | 15927 | 16167 |
|  | Establishments with sales of $\quad$. ${ }^{\text {a }}$. |  |  |  | 5014 |  | 48269 |  |  |
|  | \$1,000,000 to \$2,499,999 ....... | 131 | 217808 | 22559 | 5014 | 935 | 48269 | 46305 | 44655 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 102 | 361764 | 41545 | 8731 | 1339 | 80189 | 71836 | 74546 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 88 | 599214 | 57463 | 13156 | 1607 | 113585 | 123429 | 128769 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . . Establishments with sales of | 61 | 952394 | 83472 | 19693 | 2276 | 161191 | 197464 | 195880 |
|  | $\$ 25,000,000$ or more | 30 | 1932769 | 91227 | 20439 | 2146 | 261770 | 238905 | 253187 |
|  | Establishments not operated for the entire year $\qquad$ | 84 | 65003 | 7041 | 2190 | 293 | 14783 | 1376 | 15430 |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 35674 | 139946952 | 14167699 | 3238229 | 342008 | 26426084 | 13953455 | 14863422 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with sales less than | 32423 | 137334130 | 13923137 | 3179280 | 334256 | 25934012 | 13868373 | 14492764 |
|  | $\$ 100,000$ | 1147 | 69103 | 21283 | 5132 | 1566 | 35056 | 7351 | 7261 |
|  | Establishments with sales of \$100,000 to \$249,999 | 2742 | 472052 | 110979 | 26295 | 5182 | 202343 | 46825 | 47094 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218302 | Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1007 | 1636667 | 250257 | 57017 | 7107 | 452687 | 175963 | 181752 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 627 | 2198959 | 314041 | 72350 | 7577 | 543723 | 236956 | 253158 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . | 391 | 2644640 | 353015 | 82951 | 8029 | 616955 | 273185 | 292539 |
|  | Establishments with sales of | 206 | 2970147 | 345170 | 80291 | 7005 | 583465 | 310867 | 313814 |
|  | Establishments with sales of $\$ 25,000,000$ or more $\qquad$ | 54 | 2750557 | 240877 | 55862 | 5777 | 519616 | 232076 | 260758 |
|  | Establishments not operated for the entire year | 291 | 223026 | 23001 | 4850 | 701 | 43232 | 7569 | 44325 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1636 | 4753826 | 543359 | 127730 | 13756 | 969270 | 471624 | 506332 |
|  | Establishments operated for the entire year | 1493 | 4652239 | 533873 | 125525 | 13452 | 951878 | 470846 | 485981 |
|  | Establishments with sales less than \$100,000 . . . . . . . . . . . . . . . . . . . . . . | 50 | 2862 | 736 | 191 | 77 | 1281 | 232 | 199 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 .... | 138 | 24319 | 5849 | 1409 | 272 | 10048 | 2369 | 2408 |
|  | Establishments with, sales of | 140 | 51278 | 10432 | 2419 | 416 | 18905 | 4592 | 4816 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999. Establishments with sales of | 250 | 182899 | 31377 | 7045 | 1030 | 58325 | 17723 | 18403 |
|  | \$1,000,000 to \$2,499,999. | 440 | 707026 | 101494 | 22841 | 2849 | 187037 | 68368 | 69923 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$. | 236 | 820263 | 108861 | 25739 | 2546 | 193104 | 81276 | 83854 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 147 | 1010748 | 130575 | 32819 | 3043 | 232620 | 100876 | 105243 |
|  | \$10,000,000 to \$24,999,999 | 73 | 1017328 | 106360 | 24415 | 2324 | 181690 | 107952 | 99096 |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . | 19 | 835516 | 38189 | 8647 | 895 | 68868 | 87458 | 102039 |
|  | Establishments not operated for the entire year | 143 | 101587 | 9486 | 2205 | 304 | 17392 | 778 | 20351 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2230 | 8262424 | 1093873 | 250992 | 26592 | 1991134 | 828775 | 905722 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with sales less than | 2082 | 8140985 | 1080358 | 248347 | 26195 | 1965294 | 821984 | 881748 |
|  | \$100,000 ....................... | 51 | 3251 | 963 | 224 | 66 | 1578 | 349 | 353 |
|  | Establishments with sales of \$100,000 to \$249,999 | 147 | 26451 | 6730 | 1550 | 319 | 11550 | 3526 | 3514 |
|  | Establishments with sales of \$250,000 to \$499,999 | 204 | 75872 | 15001 | 3429 | 588 | 27122 | 8034 | 8431 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . | 310 | 225322 | 39783 | 9134 | 1384 | 71917 | 26958 | 27584 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 567 | 929641 | 148763 | 34176 | 4258 | 265650 | 107595 | 111829 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 391 | 1378696 | 205180 | 46611 | 5031 | 350619 | 155680 | 169304 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 244 | 1633892 | 222440 | 50132 | 4986 | 384335 | 172309 | 187296 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 133 | 1952819 | 238810 | 55876 | 4681 | 401775 | 202915 | 214718 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 35 | 1915041 | 202688 | 47215 | 4882 | 450748 | 144618 | 158719 |
|  | Establishments not operated for the entire year | 148 | 121439 | 13515 | 2645 | 397 | 25840 | 6791 | 23974 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 11101 | 42641534 | 4279378 | 965711 | 102295 | 8140762 | 3902321 | 4203829 |
|  | Establishments operated for the entire year | 10272 | 42073098 | 4228138 | 954865 | 100876 | 8039440 | 3881877 | 4109733 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ....................... | 375 | 22662 | 6881 | 1628 | 494 | 11540 | 2225 | 2161 |
|  | Establishments with sales of \$100,000 to \$249,999 | 840 | 143135 | 33021 | 7918 | 1525 | 61334 | 11901 | 12065 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 1147 | 420424 | 76896 | 17637 | 3103 | 150552 | 38240 | 39052 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1608 | 1174550 | 183835 | 42120 | 6286 | 357896 | 112991 | 118035 |
|  | Establishments with sales of $\ldots$.... |  |  | 183835 |  |  |  | 112991 | 118035 |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 2728 | 4430566 | 606841 | 138827 | 17289 | 1133330 | 380511 | 404821 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1722 | 6007852 | 739521 | 168504 | 18098 | 1336657 | 532207 | 561330 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more. $\qquad$ | 63 | 3603222 | 152515 | 35341 | 3071 | 275267 | 313479 | 358758 |
|  | Establishments not operated for the entire year | 309 | 197181 | 16593 | 3748 | 541 | 31217 | 9542 | 39631 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7104 | 30531651 | 2772481 | 631704 | 63099 | 5335479 | 2952675 | 3158609 |
|  | Establishments operated for the entire year | 6195 | 29853993 | 2711186 | 617665 | 60915 | 5215490 | 2929239 | 3055032 |
|  | Establishments with sales less than \$100,000 | 265 | 15770 | 5166 | 1236 | 365 | 8133 | 1787 | 1738 |
|  | Establishments with sales of \$100,000 to \$249,999 | 620 | 105733 | 26216 | 6152 | 1144 | 46595 | 10898 | 10804 |
|  | Establishments with sales of \$250,000 to \$499,999 | 712 | 261407 | 51513 | 11878 | 1951 | 97260 | 25740 | 25909 |
|  | Establishments with sales of \$500,000 to \$999,999 | 984 | 715213 | 119107 | 27030 | 3853 | 229801 | 76921 | 78291 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 1497 | 2386754 | 332490 | 75336 | 8906 | 636458 | 233228 | 244593 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 936 | 3326043 | 390325 | 87512 | 9388 | 735444 | 321940 | 327914 |
|  | \$5,000,000 to \$9,999,999 | 596 | 4150782 | 433556 | 100126 | 9715 | 835089 | 407445 | 426808 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 364 | 5548683 | 502911 | 113412 | 10033 | 925938 | 570360 | 588482 |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . . . . . . | 221 | 13343608 | 849902 | 194983 | 15560 | 1700772 | 1280920 | 1350493 |
|  | Establishments not operated for the entire year | 909 | 677658 | 61295 | 14039 | 2184 | 119989 | 23436 | 103577 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 15055 | 64861321 | 5240795 | 1215121 | 140735 | 9844064 | 5107540 | 5420791 |
|  | Establishments operated for the entire year | 13736 | 63358799 | 5126828 | 1188903 | 137274 | 9630312 | 5065425 | 5213688 |
|  | Establishments with sales less than \$100,000 | 351 | 22500 | 6348 | 1551 | 484 | 10934 | 2701 | 2702 |
|  | Establishments with sales of \$100,000 to \$249,999 ............. . . | 888 | 154250 | 32489 | 7585 | 1662 | 60655 | 16764 | 17142 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 1415 | 521155 | 91222 | 21348 | 3956 | 177310 | 58178 | 59378 |
|  | \$500,000 to \$999,999 ... | 2136 | 1563073 | 240434 | 54799 | 8763 | 472166 | 176292 | 180594 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . . . . . . . . | 3790 | 6248695 | 810694 | 187165 | 25840 | 1564854 | 699256 | 724763 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 2597 | 9207691 | 1068641 | 248043 | 29617 | 2003120 | 993820 | 1033239 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1630 | 11217945 | 1186663 | 268641 | 29943 | 2205780 | 1205673 | 1259447 |
|  | Establishments with sales of |  |  |  |  |  |  | 1205673 |  |
|  | \$10,000,000 to \$24,999,999 | 694 | 10232557 | 922374 | 213323 | 21238 | 1708265 | 1006609 | 1025857 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 235 | 24190933 | 767963 | 186448 | 15771 | 1427228 | 906132 | 910566 |
|  | Establishments not operated for the entire year | 1319 | 1502522 | 113967 | 26218 | 3461 | 213752 | 42115 | 207103 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 15055 | 64861321 | 5240795 | 1215121 | 140735 | 9844064 | 5107540 | 5420791 |
|  | Establishments operated for the entire year | 13736 | 63358799 | 5126828 | 1188903 | 137274 | 9630312 | 5065425 | 5213688 |
|  | Establishments with sales less than \$100,000 | 351 | 22500 | 6348 | 1551 | 484 | 10934 | 2701 | 2702 |
|  | Establishments with sales of $\$ 100,000$ to \$249, 999 |  | 154250 | 32489 |  | 1662 |  | 16764 | 17142 |
|  | Establishments with sales of $\ldots \ldots$. | 888 | 154250 | 32489 | 7585 | 1662 | 60655 | 16764 |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 1415 | 521155 | 91222 | 21348 | 3956 | 177310 | 58178 | 59378 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 2136 | 1563073 | 240434 | 54799 | 8763 | 472166 | 176292 | 180594 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 3790 | 6248695 | 810694 | 187165 | 25840 | 1564854 | 699256 | 724763 |
|  | Establishments with sales of |  | 248 |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 2597 | 9207691 | 1068641 | 248043 | 29617 | 2003120 | 993820 | 1033239 |
|  | $\$ 5,000,000 \text { to } \$ 9,999,999$ | 1630 | 11217945 | 1186663 | 268641 | 29943 | 2205780 | 1205673 | 1259447 |
|  | \$10,000,000 to \$24,999,999 ...... | 694 | 10232557 | 922374 | 213323 | 21238 | 1708265 | 1006609 | 1025857 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 235 | 24190933 | 767963 | 186448 | 15771 | 1427228 | 906132 | 910566 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 1319 | 1502522 | 113967 | 26218 | 3461 | 213752 | 42115 | 207103 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2176 | 4367291 | 554823 | 129777 | 16136 | 1004860 | 474631 | 504136 |
|  | Establishments operated for the entire year $\qquad$ | 1979 | 4281375 | 547038 | 127850 | 15861 | 990698 | 471891 | 490095 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ...................... | 85 | 5422 | 1457 | 373 | 121 | 2623 | 556 | 567 |
|  | \$100,000 to \$249,999 .... | 180 | 31481 | 5868 | 1391 | 342 | 11068 | 4306 | 4071 |
|  | Establishments with sales of \$250,000 to \$499,999 | 301 | 110928 | 18178 | 4216 | 853 | 34962 | 12485 | 12710 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 458 | 335550 | 50666 | 11749 | 2025 | 98676 | 40398 | 42009 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . . . . . . | 499 | 797839 | 102187 | 23079 | 3588 | 195259 | 93321 | 95635 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . | 277 | 966823 | 116043 | 27125 | 3214 | 209019 | 105834 | 109755 |
|  | \$5,000,000 to \$9,999,999. | 114 | 767345 | 89309 | 19581 | 2276 | 161403 | 86244 | 90387 |
|  | Establishments with sales of | 54 | 764045 | 87210 | 20820 | 2115 | 151439 | 89684 | 03 |
|  | Establishments with sales of |  |  |  |  |  |  |  | 93 |
|  | \$25,000,000 or more...... | 11 | 501942 | 76120 | 19516 | 1327 | 126249 | 39063 | 41909 |
|  | Establishments not operated for the entire year. | 197 | 85916 | 7785 | 1927 | 275 | 14162 | 2740 | 14041 |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2917 | 13895428 | 1027321 | 239619 | 28097 | 1968660 | 1404407 | 1531024 |
|  | Establishments operated for the entire year | 2647 | 13485017 | 992060 | 231070 | 27025 | 1906186 | 1400641 | 1443163 |
|  | Establishments with sales less than \$100,000 | 32 | 2082 | 539 | 137 | 36 | 912 | 496 | 481 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999...... | 80 | 13867 | 2890 | 714 | 147 | 5091 | 2295 | 2372 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 141 | 52721 | 8428 | 1996 | 368 | 16671 | 8243 | 8556 |
|  | Establishments with sales of \$500,000 to \$999,999 | 263 | 196510 | 30651 | 6975 | 1044 | 56421 | 31413 | 31909 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 827 | 1401558 | 157227 | 37458 | 5155 | 313608 | 193798 | 200909 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 699 | 2506056 | 232868 | 54807 | 6638 | 448140 | 303275 | 316697 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 406 | 2752830 | 245431 | 55523 | 6234 | 469614 | 361000 | 374317 |
|  | Establishments with sales of | 127 | 1901240 | 127210 | 30374 | 2838 | 229767 | 203626 | 196054 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more. ........... | 72 | 4658153 | 186816 | 43086 | 4565 | 365962 | 296495 | 311868 |
|  | Establishments not operated for the entire year $\qquad$ | 270 | 410411 | 35261 | 8549 | 1072 | 62474 | 3766 | 87861 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2141 | 4750926 | 649262 | 150474 | 19335 | 1283334 | 497409 | 516948 |
|  | Establishments operated for the entire year | 2016 | 4636954 | 634415 | 146786 | 18839 | 1255256 | 486718 | 500838 |
|  | Establishments with sales less than \$100,000 | 27 | 1879 | 461 | 128 | 35 | 799 | 251 | 247 |
|  | Establishments with sales of \$100,000 to \$249,999 | 115 | 20771 | 3900 | 923 | 209 | 8203 | 2830 | 2962 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 253 | 94586 | 15899 | 3911 | 639 | 32306 | 12728 | 12843 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . .$. . . . | 413 | 297792 | 43565 | 10102 | 1565 | 91197 | 34713 | 34514 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 656 | 1060437 | 145311 | 33987 | 4659 | 298401 | 108199 | 112363 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . .$. | 331 | 1126581 | 158927 | 37193 | 4736 | 311711 | 108346 | 111738 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 170 | 1179818 | 167759 | 37400 | 4423 | 315877 | 122281 | 128296 |
|  | Establishments with sales of ..... |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to \$24,999,999 .. Establishments with sales of | 48 | 706309 | 89700 | 20402 | 2379 | 175870 | 77074 | 77732 |
|  | $\$ 25,000,000 \text { or more. . . . . . . . . . . . . }$ | 3 | 148781 | 8893 | 2740 | 194 | 20892 | 20296 | 20143 |
|  | Establishments not operated for the entire year $\qquad$ | 125 | 113972 | 14847 | 3688 | 496 | 28078 | 10691 | 16110 |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1763 | 9931630 | 574198 | 125587 | 15879 | 1114467 | 308136 | 322520 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218404 | Industrial containers \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1530 | 9416874 | 553906 | 121310 | 15283 | 1075382 | 302702 | 308676 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . . . . . .$ | 70 | 4371 | 1296 | 306 | 100 | 2266 | 295 | 315 |
|  | Establishments with sales of \$100,000 to \$249,999 | 126 | 21774 | 5083 | 1154 | 258 | 9477 | 909 | 984 |
|  | Establishments with sales of |  |  |  |  | 258 |  | 909 |  |
|  | \$250,000 to \$499,999...... | 175 | 62787 | 12529 | 2843 | 593 | 24916 | 3116 | 3192 |
|  | \$500,000 to \$999,999 ............ | 236 | 172871 | 29000 | 6429 | 1131 | 57716 | 9640 | 10141 |
|  | \$1,000,000 to \$2,499,999. | 348 | 570254 | 75123 | 16544 | 2435 | 140558 | 29850 | 31867 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 242 | 863864 | 105800 | 23895 | 3202 | 201621 | 56202 | 55761 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 186 | 1296639 | 118130 | 24676 | 2961 | 217769 | 61463 | 64733 |
|  | \$10,000,000 to \$24,999,999 | 107 | 1615813 | 136423 | 29301 | 3048 | 264663 | 83022 | 78380 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . | 40 | 4808501 | 70522 | 16162 | 1555 | 156396 | 58205 | 63303 |
|  | Establishments not operated for the entire year | 233 | 514756 | 20292 | 4277 | 596 | 39085 | 5434 | 13844 |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1552 | 6805404 | 731411 | 169645 | 16740 | 1355872 | 859508 | 882080 |
|  | Establishments operated for the entire year | 1439 | 6697862 | 719153 | 166176 | 16340 | 1334136 | 846248 | 859321 |
|  | Establishments with sales less than $\$ 100,000 .$ | 16 | 1030 | 357 | 85 | 23 | 575 | 168 | 164 |
|  | Establishments with sales of \$100,000 to \$249,999 | 70 | 12012 | 2927 | 662 | 122 | 5157 | 910 | 1057 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 99 | 36822 | 7220 | 1709 | 273 | 13812 | 4143 | 4275 |
|  | Establishments with sales of \$500,000 to \$999,999 | 172 | 128739 | 18315 | 4234 | 552 | 35209 | 14087 | 14571 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 388 | 659507 | 84314 | 19141 | 2299 | 156778 | 80989 | 83851 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 283 | 1035135 | 129132 | 30717 | 3142 | 232263 | 133062 | 137709 |
|  | Estabishments with sales of | 250 | 1744126 | 187668 | 42856 | 4166 | 341231 | 214920 | 221937 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 133 | 1943807 | 178250 | 42096 | 3619 | 325495 | 215051 | 220548 |
|  | Establishments with sales of .... | 133 | 1943807 | 178250 | 42096 | 3619 | 325495 | 215051 | 220548 |
|  | \$25,000,000 or more....... | 28 | 1136684 | 110970 | 24676 | 2144 | 223616 | 182918 | 175209 |
|  | Establishments not operated for the entire year | 113 | 107542 | 12258 | 3469 | 400 | 21736 | 13260 | 22759 |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4506 | 25110642 | 1703780 | 400019 | 44548 | 3116871 | 1563449 | 1664083 |
|  | Establishments operated for the entire year | 4125 | 24840717 | 1680256 | 395711 | 43926 | 3068654 | 1557225 | 1611595 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 121 | 7716 | 2238 | 522 | 169 | 3759 | 935 | 928 |
|  | Establishments with sales of \$100,000 to \$249,999 | 317 | 54345 | 11821 | 2741 | 584 | 21659 | 5514 | 5696 |
|  | Establishments with sales of \$250,000 to \$499,999 | 446 | 163311 | 28968 | 6673 | 1230 | 54643 | 17463 | 17802 |
|  | Establishments with sales of \$500, 000 to \$999 999 |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 594 | 431611 | 68237 | 15310 | 2446 | 132947 | 46041 | 47450 |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 1072 | 1759100 | 246532 | 56956 | 7704 | 460250 | 193099 | 200138 |
|  | Estabishments with sales of | 765 | 2709232 | 325871 | 74306 | 8685 | 600366 | 287101 | 301579 |
|  | Establishments with sales of $\$ 5,000,000 \text { to } \$ 9,999,999 \text {. }$ | 504 | 3477187 | 378366 | 88605 | 9883 | 699886 | 359765 | 379777 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots \ldots$. | 225 | 3301343 | 303581 | 70330 | 7239 | 561031 | 338152 | 360091 |
|  | \$25,000,000 or more....... | 81 | 12936872 | 314642 | 80268 | 5986 | 534113 | 309155 | 298134 |
|  | Establishments not operated for the entire year $\qquad$ | 381 | 269925 | 23524 | 4308 | 622 | 48217 | 6224 | 52488 |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 6808 | 16038492 | 1804565 | 419918 | 59878 | 3365041 | 1301673 | 1385236 |
|  | Establishments operated for the entire year | 6122 | 15569202 | 1769439 | 411750 | 58463 | 3291168 | 1286107 | 1326407 |
|  | Establishments with sales less than |  |  |  |  |  |  |  | 1326407 |
|  | \$100,000 ...................... | 357 | 21760 | 5921 | 1431 | 557 | 10483 | 2947 | 2917 |
|  | Establishments with sales of | 820 | 141100 | 30008 | 7129 | 1927 | 57491 | 17845 | 18092 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1081 | 391386 | 73174 | 17154 | 3988 | 144446 | 47976 | 48585 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42185 | Service establishment equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of $\$ 500,000 \text { to } \$ 999,999 \ldots . . .$ | 1220 | 859808 | 143265 | 33817 | 6823 | 286777 | 99516 | 101543 |
|  | Establishments with sales of $\$ 1,000,000$ to ${ }^{\text {2, }}$, 499,999 | 1288 | 2015097 | 320816 | 75206 | 11893 | 605681 | 224564 | 230781 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 721 | 2510674 | 370184 | 86749 | 11848 | 681568 | 255421 | 260946 |
|  | \$5,000,000 to \$9,999,999. | 384 | 2605014 | 348418 | 80533 | 9392 | 626302 | 245280 | 251127 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 198 | 2975650 | 321821 | 75804 | 8567 | 582844 | 304356 | 318781 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 53 | 4048713 | 155832 | 33927 | 3468 | 295576 | 88202 | 93635 |
|  | Establishments not operated for the entire year | 686 | 469290 | 35126 | 8168 | 1415 | 73873 | 15566 | 58829 |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6808 | 16038492 | 1804565 | 419918 | 59878 | 3365041 | 1301673 | 1385236 |
|  | Establishments operated for the entire year | 6122 | 15569202 | 1769439 | 411750 | 58463 | 3291168 | 1286107 | 1326407 |
|  | E \$100,000 ..................... | 357 | 21760 | 5921 | 1431 | 557 | 10483 | 2947 | 2917 |
|  | Establishments with sales of \$100,000 to \$249,999 | 820 | 141100 | 30008 | 7129 | 1927 | 57491 | 17845 | 18092 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 1081 | 391386 | 73174 | 17154 | 3988 | 144446 | 47976 | 48585 |
|  | \$500,000 to \$999,999 ..... | 1220 | 859808 | 143265 | 33817 | 6823 | 286777 | 99516 | 101543 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . . | 1288 | 2015097 | 320816 | 75206 | 11893 | 605681 | 224564 | 230781 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 721 | 2510674 | 370184 | 86749 | 11848 | 681568 | 255421 | 260946 |
|  | Establishments with sales of |  | 2605014 | 348418 | 80533 |  | 626302 |  | 251127 |
|  | \$5,000,000 to \$9,999,999 ........ | 384 | 2605014 | 348418 | 80533 | 9392 | 626302 | 245280 | 251127 |
|  | \$10,000,000 to \$24,999,999 | 198 | 2975650 | 321821 | 75804 | 8567 | 582844 | 304356 | 318781 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 53 | 4048713 | 155832 | 33927 | 3468 | 295576 | 88202 | 93635 |
|  | Establishments not operated for the entire year | 686 | 469290 | 35126 | 8168 | 1415 | 73873 | 15566 | 58829 |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1296 | 2416390 | 372536 | 87826 | 14071 | 699942 | 305220 | 335666 |
|  | Establishments operated for the entire year | 1187 | 2379146 | 368438 | 86611 | 13863 | 690313 | 304463 | 323310 |
|  |  | 53 | 3163 | 809 | 185 | 85 | 1402 | 852 | 846 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999$ | 177 | 31443 | 5913 | 1447 | 438 | 11492 | 6781 | 6984 |
|  | Establishments with sales of |  |  |  |  |  | 11492 |  |  |
|  | \$250,000 to \$499,999.... | 274 | 100118 | 15360 | 3692 | 1000 | 31776 | 18728 | 19178 |
|  | Estabishoo to \$999,999 ............ | 303 | 209948 | 30245 | 7214 | 1715 | 64009 | 28416 | 28440 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 194 | 292346 | 45629 | 10896 | 1977 | 91151 | 36795 | 36988 |
|  | Establishments with sales of |  |  | 45629 | 10856 |  | 91 | 36795 | 36988 |
|  | \$2,500,000 to \$4,999,999 .. | 79 | 269736 | 50786 | 12045 | 1831 | 89244 | 41503 | 42364 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 57 | 381972 | 72571 | 16431 | 2256 | 123064 | 42879 | 44008 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 .... | 40 | 621122 | 100952 | 23874 | 3236 | 185555 | 95421 | 107690 |
|  | $\$ 25,000,000 \text { or more. . . . . }$ | 10 | 469298 | 46173 | 10827 | 1325 | 92620 | 33088 | 36812 |
|  | Establishments not operated for the entire year | 109 | 37244 | 4098 | 1215 | 208 | 9629 | 757 | 12356 |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2356 | 4430938 | 654149 | 153460 | 22107 | 1195973 | 387593 | 409881 |
|  | Establishments operated for the entire year | 2108 | 4280203 | 638974 | 149906 | 21471 | 1166129 | 380318 | 390216 |
|  | Establishments with sales less than $\$ 100,000 .$ | 138 | 8401 | 2237 | 536 | 221 | 3983 | 907 | 857 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ............ | 286 | 48757 | 9917 | 2326 | 669 | 19034 | 4945 | 5019 |
|  | Establishments with sales of \$250,000 to \$499,999 | 355 | 128196 | 23298 | 5419 | 1310 | 45418 | 11773 | 12134 |
|  | Establishments with sales of . . . . . |  | 128196 | 23298 | 5419 |  | 45418 | 11773 | 12134 |
|  | \$500,000 to \$999,999 ............ | 388 | 272620 | 49729 | 11759 | 2399 | 94557 | 30478 | 30780 |
|  | $\$ 1,000,000 \text { to } \$ 2,499,999 \ldots$ |  | 753694 | 126223 | 29594 | 4875 | 230464 | 78633 | 80780 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218502 | Custodial, janitors' equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 272 | 949268 | 150635 | 35692 | 4834 | 275875 | 87834 | 89785 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . | 126 | 836576 | 126022 | 29483 | 3428 | 223405 | 76253 | 77879 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 59 | 841562 | 103006 | 24061 | 2556 | 181503 | 60660 | 63302 |
|  | Establishments with sales of . | 59 | 841562 | 103006 | 24061 | 2556 | 181503 | 60660 | 63302 |
|  | \$25,000,000 or more........... | 10 | 441129 | 47907 | 11036 | 1179 | 91890 | 28835 | 29680 |
|  | Establishments not operated for the entire year | 248 | 150735 | 15175 | 3554 | 636 | 29844 | 7275 | 19665 |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 699 | 4123097 | 240347 | 56352 | 6526 | 457056 | 165141 | 175557 |
|  | Establishments operated for the entire year | 631 | 3941772 | 235360 | 55353 | 6354 | 444192 | 163374 | 168185 |
|  | Establishments with sales less than \$100,000 | 37 | 2081 | 572 | 150 | 51 | 978 | 323 | 317 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ..... | 48 | 8378 | 1910 | 450 | 124 | 3424 | 1049 | 1093 |
|  | \$250,000 to \$499,999 . . . | 66 | 24162 | 4215 | 1064 | 267 | 8666 | 2451 | 2435 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . Establishments with sales of | 114 | 84248 | 12025 | 2945 | 520 | 26589 | 8421 | 8676 |
|  | \$1,000,000 to \$2,499,999. | 157 | 247613 | 34369 | 8016 | 1129 | 68858 | 27417 | 28130 |
|  | Estabishment | 102 | 357770 | 50135 | 11463 | 1447 | 97914 | 36155 | 36759 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . | 62 | 436531 | 58711 | 14066 | 1472 | 111568 | 44352 | 45296 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 24 | 368431 | 38464 | 9352 | 864 | 67219 | 30803 | 32405 |
|  | Establishments with sales of $\$ 25,000,000$ or more. ...... . | 21 | 2412558 | 34959 | 7847 | 480 | 58976 | 12403 | 13074 |
|  | Establishments not operated for the entire year | 68 | 181325 | 4987 | 999 | 172 | 12864 | 1767 | 7372 |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2457 | 5068067 | 537533 | 122280 | 17174 | 1012070 | 443719 | 464132 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with sales less than | 2196 | 4968081 | 526667 | 119880 | 16775 | 990534 | 437952 | 444696 |
|  | \$100,000...................... | 129 | 8115 | 2303 | 560 | 200 | 4120 | 865 | 897 |
|  | \$ \$100,000 to \$249,999 ........... | 309 | 52522 | 12268 | 2906 | 696 | 23541 | 5070 | 4996 |
|  | Establishments with sales of \$250,000 to \$499,999 | 386 | 138910 | 30301 | 6979 | 1411 | 58586 | 15024 | 14838 |
|  | Establishments with sales of |  |  | 30301 |  |  | 58 | 15024 | 14 |
|  | \$500,000 to \$999,999 . . . | 415 | 292992 | 51266 | 11899 | 2189 | 101622 | 32201 | 33647 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 463 | 721444 | 114595 | 26700 | 3912 | 215208 | 81719 | 84883 |
|  | Establishments with sales of |  | , | 114595 | 26 |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ... | 268 | 933900 | 118628 | 27549 | 3736 | 218535 | 89929 | 92038 |
|  | E55,000,000 to \$9,999,999 . . . . . . . | 139 | 949935 | 91114 | 20553 | 2236 | 168265 | 81796 | 83944 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 75 | 1144535 | 79399 | 18517 | 1911 | 148567 | 117472 | 115384 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 12 | 725728 | 26793 | 4217 | 484 | 52090 | 13876 | 14069 |
|  | Establishments not operated for the entire year | 261 | 99986 | 10866 | 2400 | 399 | 21536 | 5767 | 19436 |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Establishments operated for the entire year | 3519 | 23190936 | 1690162 | 384847 | 39874 | 3427275 | 3335551 | 3759211 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ...................... | 122 | 7101 | 2373 | 618 | 170 | 3850 | 797 | 771 |
|  | Establishments with sales of \$100,000 to \$249,999 | 276 | 46435 | 11741 | 2912 | 522 | 21168 | 7207 | 7215 |
|  | Establishments with sales of \$250,000 to \$499,999 | 456 | 167962 | 32267 | 7625 | 1274 | 63476 | 22402 | 23186 |
|  | Establishments with sales of $\ldots$. |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . | 581 | 424534 | 68808 | 15234 | 2334 | 138692 | 59649 | 62883 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 781 | 1266969 | 169457 | 38129 | 4992 | 342950 | 167304 | 177931 |
|  | Establishments with sales of $\cdots \cdots \cdots$ |  | 1266969 |  |  |  |  |  | 177931 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 515 | 1858479 | 230030 | 50227 | 5633 | 442703 | 263523 | 284061 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 375 | 2616998 | 254522 | 55947 | 6151 | 494916 | 339557 | 375417 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll <br> $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 243 170 | 3742089 13060369 | 295716 625248 | 69941 144214 | 6095 12703 | 556390 1363130 | 550216 1924896 | 616580 2211167 |
|  | Establishments not operated for the entire year | 484 | 491377 | 33423 | 7808 | 1031 | 69038 | 28094 | 88913 |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Establishments operated for the entire year | 3519 | 23190936 | 1690162 | 384847 | 39874 | 3427275 | 3335551 | 3759211 |
|  | Establishments with sales less than $\$ 100,000$ | 122 | 7101 | 2373 | 618 | 170 | 3850 | 797 | 771 |
|  | Establishments with sales of \$100,000 to \$249,999 | 276 | 46435 | 11741 | 2912 | 522 | 21168 | 7207 | 7215 |
|  | Establishments with sales of \$250,000 to \$499,999 | 456 | 167962 | 32267 | 7625 | 1274 | 63476 | 22402 | 23186 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 581 | 424534 | 68808 | 15234 | 2334 | 138692 | 59649 | 62883 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 781 | 1266969 | 169457 | 38129 | 4992 | 342950 | 167304 | 177931 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 515 | 1858479 | 230030 | 50227 | 5633 | 442703 | 263523 | 284061 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 375 | 2616998 | 254522 | 55947 | 6151 | 494916 | 339557 | 375417 |
|  | Establishments with sales of |  |  |  |  |  |  | - |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 243 | 3742089 | 295716 | 69941 | 6095 | 556390 | 550216 | 616580 |
|  | \$25,000,000 or more...... | 170 | 13060369 | 625248 | 144214 | 12703 | 1363130 | 1924896 | 2211167 |
|  | Establishments not operated for the entire year | 484 | 491377 | 33423 | 7808 | 1031 | 69038 | 28094 | 88913 |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2428 | 17709438 | 1162838 | 264642 | 25666 | 2349636 | 2691851 | 3095765 |
|  | Establishments operated for the entire year | 2136 | 17371744 | 1139388 | 258625 | 24887 | 2301417 | 2665536 | 3032342 |
|  | Establishments with sales less than $\$ 100,000$ | 84 | 4774 | 1650 | 440 | 116 | 2678 | 623 | 589 |
|  | Establishments with sales of \$100,000 to \$249,999 | 171 | 28854 | 7540 | 1855 | 320 | 13154 | 4751 | 4691 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 254 | 94095 | 19226 | 4398 | 734 | 37031 | 12985 | 13143 |
|  | \$500,000 to \$999,999 . . . . . | 346 | 253939 | 42855 | 9458 | 1387 | 85399 | 36261 | 38756 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 433 | 710949 | 101854 | 22802 | 2754 | 209800 | 100453 | 108011 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 318 | 1147619 | 153241 | 32709 | 3325 | 292753 | 179555 | 194628 |
|  | Establishments with sales of $\$ 5,000,000$ to \$9,999,999 | 240 | 1703421 | 159847 | 34774 | 3752 | 315448 | 222654 | 247868 |
|  | Establishments with sales of ..... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . | 159 | 2481779 | 196808 | 47132 | 3652 | 376960 | 392430 | 440453 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 131 | 10946314 | 456367 | 105057 | 8847 | 968194 | 1715824 | 1984203 |
|  | Establishments not operated for the entire year | 292 | 337694 | 23450 | 6017 | 779 | 48219 | 26315 | 63423 |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 952 | 3513978 | 344478 | 78973 | 9314 | 752493 | 436185 | 464489 |
|  | Establishments operated for the entire year | 828 | 3418764 | 339020 | 78016 | 9169 | 741089 | 434696 | 451304 |
|  | Establishments with sales less than | 24 | 1423 | 472 | 107 | 36 | 761 | 88 | 99 |
|  | Establishments with sales of \$100,000 to \$249,999 | 64 | 10530 | 2661 | 662 | 121 | 4861 | 1754 | 1797 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 123 | 45163 | 7640 | 1771 | 313 | 15897 | 5730 | 6063 |
|  | Establishments with sales of \$500,000 to \$999,999 | 148 | 106397 | 15400 | 3518 | 556 | 32332 | 15520 | 16020 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 209 | 327700 | 42474 | 9837 | 1361 | 83515 | 44667 | 46223 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 117 | 418568 | 46549 | 10213 | 1319 | 96051 | 55706 | 59864 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 78 | 524392 | 60292 | 13920 | 1593 | 117456 | 84386 | 90411 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 45 | 681069 | $51310$ | 11372 | 1322 | $95841$ | 93964 | 103147 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^4]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6080 | 28233685 | 1897111 | 436625 | 59861 | 4443020 | 3259908 | 3445812 |
|  | Establishments operated for the entire year | 5320 | 27372825 | 1841520 | 421696 | 57716 | 4317475 | 3191365 | 3268049 |
|  | Establishments with sales less than $\$ 100,000$ | 256 | 15183 | 4079 | 990 | 373 | 7972 | 2876 | 2810 |
|  | Establishments with sales of \$100,000 to \$249,999 | 553 | 93399 | 18671 | 4368 | 1189 | 39362 | 14770 | 15332 |
|  | Establishments with sales of \$250,000 to \$499,999 | 707 | 256944 | 42298 | 9393 | 2299 | 93216 | 43267 | 44472 |
|  | Establishments with sales of \$500,000 to \$999,999 | 801 | 572243 | 80325 | 17941 | 3592 | 180731 | 91799 | 91993 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ... | 1222 | 1984106 | 220712 | 49861 | 8823 | 497994 | 289370 | 291505 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 754 | 2648827 | 263662 | 58553 | 8938 | 558453 | 360780 | 367185 |
|  | Establishments with sales of | 482 | 3300248 | 241911 | 53579 | 7821 | 548207 | 447405 | 452711 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 358 | 5512828 | 334855 | 73964 | 10016 | 796424 | 667002 | 683098 |
|  | \$25,000,000 or more....... | 187 | 12989047 | 635007 | 153047 | 14665 | 1595116 | 1274096 | 1318943 |
|  | Establishments not operated for the entire year $\qquad$ | 760 | 860860 | 55591 | 14929 | 2145 | 125545 | 68543 | 177763 |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3229 | 20166025 | 1229055 | 281210 | 36337 | 3986369 | 2244711 | 2378047 |
|  | Establishments operated for the entire year | 2777 | 19697014 | 1200326 | 274582 | 35262 | 3892370 | 2222986 | 2279597 |
|  | Establishments with sales less than \$100,000. | 195 | 11355 | 2886 | 711 | 325 | 5981 | 2360 | 2389 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999$ | 325 | 54665 | 11079 | 2746 | 824 | 23879 | 10602 | 10460 |
|  | Establishments with sales of \$250,000 to \$499,999 |  |  |  |  |  |  | 28351 |  |
|  | Establishments with sales of | 410 | 150843 | 23610 | 5621 | 1494 | 56952 | 28351 | 28613 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 419 | 300043 | 39218 | 9401 | 1972 | 97371 | 51194 | 51339 |
|  | \$1,000,000 to \$2,499,999 . | 567 | 890484 | 98323 | 21616 | 3844 | 245272 | 134726 | 134523 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 348 | 1219464 | 101198 | 22621 | 3772 | 263814 | 181159 | 188804 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 231 | 1606273 | 144578 | 33422 | 4492 | 353369 | 199235 | 221246 |
|  | \$10,000,000 to \$24,999,999 ...... | 164 | 2595753 | 176361 | 39213 | 4869 | 447270 | 276733 | 283815 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 118 | 12868134 | 603073 | 139231 | 13670 | 2398462 | 1338626 | 1358408 |
|  | Establishments not operated for the entire year | 452 | 469011 | 28729 | 6628 | 1075 | 93999 | 21725 | 98450 |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3229 | 20166025 | 1229055 | 281210 | 36337 | 3986369 | 2244711 | 2378047 |
|  | Establishments operated for the entire year | 2777 | 19697014 | 1200326 | 274582 | 35262 | 3892370 | 2222986 | 2279597 |
|  | Establishments with sales less than \$100,000 | 195 | 11355 | 2886 | 711 | 325 | 5981 | 2360 | 2389 |
|  | Establishments with sales of \$100,000 to \$249,999 | 325 | 54665 | 11079 | 2746 | 824 | 23879 | 10602 | 10460 |
|  | Establishments with sales of \$250,000 to \$499,999 | 410 | 150843 | 23610 | 5621 | 1494 | 56952 | 28351 | 28613 |
|  | Establishments with sales of ..... |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . | 419 | 300043 | 39218 | 9401 | 1972 | 97371 | 51194 | 51339 |
|  | Establishments with sales of $\$ 1,000,000$ to \$2,499,999 | 567 | 890484 | 98323 | 21616 | 3844 | 245272 | 134726 | 134523 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 348 | 1219464 | 101198 | 22621 | 3772 | 263814 | 181159 | 188804 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ... | 231 | 1606273 | 144578 | 33422 | 4492 | 353369 | 199235 | 221246 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 164 | 2595753 | 176361 | 39213 | 4869 | 447270 | 276733 | 283815 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 118 | 12868134 | 603073 | 139231 | 13670 | 2398462 | 1338626 | 1358408 |
|  | Establishments not operated for the entire year $\qquad$ | 452 | 469011 | 28729 | 6628 | 1075 | 93999 | 21725 | 98450 |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9088 | 38748659 | 3229092 | 753824 | 114992 | 7356493 | 1995204 | 2099709 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42193 | Recyclable material whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 7990 | 37708196 | 3124775 | 724772 | 110766 | 7127862 | 1960309 | 1995078 |
|  | Establishments with sales less than $\$ 100,000$ | 518 | 30213 | 9244 | 2266 | 924 | 16375 | 2268 | 2317 |
|  | Establishments with sales of \$100,000 to \$249,999 | 916 | 155998 | 37503 | 8805 | 2613 | 72751 | 9778 | 10064 |
|  | Establishments with sales of |  | 155 | 37503 |  |  | 72751 | 9778 | 10.064 |
|  | \$250,000 to \$499,999...... | 1097 | 395933 | 79191 | 18205 | 4454 | 163460 | 22244 | 22916 |
|  | \$500,000 to \$999,999..... | 1343 | 960961 | 180419 | 41712 | 9046 | 373385 | 54608 | 55250 |
|  | Estabishments withe | 1703 | 2720770 | 424596 | 97178 | 18035 | 918260 | 134898 | 139064 |
|  | \$2,500,000 to \$4,999,999 . | 938 | 3278035 | 458387 | 104303 | 17929 | 1008567 | 188549 | 199109 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 677 | 4725544 | 573356 | 129477 | 19930 | 1269766 | 284443 | 308308 |
|  | Establishments with sales of |  | 25 | 573 | 129 | 19 | 1269766 | 284 | 308 |
|  | \$10,000,000 to \$24,999,999 | 497 | 7581475 | 654583 | 151641 | 19465 | 1553398 | 499059 | 500255 |
|  | E25,000,000 or more............ | 301 | 17859267 | 707496 | 171185 | 18370 | 1751900 | 764462 | 757795 |
|  | Establishments not operated for the entire year | 1098 | 1040463 | 104317 | 29052 | 4226 | 228631 | 34895 | 104631 |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9088 | 38748659 | 3229092 | 753824 | 114992 | 7356493 | 1995204 | 2099709 |
|  | Establishments operated for the entire year | 7990 | 37708196 | 3124775 | 724772 | 110766 | 7127862 | 1960309 | 1995078 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 518 | 30213 | 9244 | 2266 | 924 | 16375 | 2268 | 2317 |
|  | Establishments with sales of \$100,000 to \$249,999 | 916 | 155998 | 37503 | 8805 | 2613 | 72751 | 9778 | 10064 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 1097 | 395933 | 79191 | 18205 | 4454 | 163460 | 22244 | 22916 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1343 | 960961 | 180419 | 41712 | 9046 | 373385 | 54608 | 55250 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1703 | 2720770 | 424596 | 97178 | 18035 | 918260 | 134898 | 139064 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 938 | 3278035 | 458387 | 104303 | 17929 | 1008567 | 188549 | 199109 |
|  | \$5,000,000 to \$9,999,999. | 677 | 4725544 | 573356 | 129477 | 19930 | 1269766 | 284443 | 308308 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 497 | 7581475 | 654583 | 151641 | 19465 | 1553398 | 499059 | 500255 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 301 | 17859267 | 707496 | 171185 | 18370 | 1751900 | 764462 | 757795 |
|  | Establishments not operated for the entire year | 1098 | 1040463 | 104317 | 29052 | 4226 | 228631 | 34895 | 104631 |
| 4219301 | Iron \& steel scrap processors \& dealers |  |  |  |  |  |  |  |  |
|  | All establishments | 3480 | 18205778 | 1296382 | 312027 | 43789 | 3264863 | 1010200 | 1055403 |
|  | Establishments operated for the entire year | 3071 | 17694451 | 1247165 | 296998 | 41775 | 3152299 | 983945 | 981831 |
|  | Establishments with sales less than \$100,000 | 171 | 10084 | 2953 | 717 | 264 | 5521 | 1252 | 1294 |
|  | Establishments with sales of |  |  |  |  |  | 26473 |  |  |
|  | \$100,000 to $\$ 249,999 \ldots \ldots \ldots .$. | 345 | 58769 | 12527 | 2943 | 848 | 26473 | 5472 | 5578 |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 422 | 150767 | 26753 | 6051 | 1559 | 59589 | 12047 | 12456 |
|  | Establishments with sales of \$500,000 to \$999,999 | 488 | 350231 | 56073 | 12942 | 2759 | 128536 | 27328 | 27345 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 645 | 1027461 | 138388 | 31939 | 6046 | 330722 | 68198 | 68668 |
|  | Establishments with sales of |  | 1027461 | 138 | 31939 | 6046 | 330722 |  | 68668 |
|  | \$2,500,000 to \$4,999,999. | 371 | 1307336 | 154384 | 36014 | 6165 | 378789 | 99152 | 108296 |
|  | Estabiols,000 to \$9,999,999 . . . . . . . | 266 | 1866414 | 211369 | 47604 | 6894 | 496869 | 138147 | 150325 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 212 | 3248981 | 261343 | 63825 | 7616 | 675307 | 235825 | 235117 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 151 | 9674408 | 383375 | 94963 | 9624 | 1050493 | 396524 | 372752 |
|  | Establishments not operated for the entire year $\qquad$ | 409 | 511327 | 49217 | 15029 | 2014 | 112564 | 26255 | 73572 |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 2308 | 12550221 | 1100834 | 258643 | 36303 | 2811604 | 882998 | 899925 |
|  | Establishments operated for the entire year | 2056 | 12229840 | 1067410 | 250003 | 34934 | 2731174 | 858110 | 853008 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ....................... | 83 | 4915 | 1501 | 374 | 132 | 2732 | 565 | 559 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots \ldots . .$. | 190 | 32676 | 7127 | 1646 | 482 | 14857 | 3537 | 3597 |
|  | Establishments with sales of \$250,000 to \$499,999 | 212 | 76458 | 15390 | $3432$ | 854 | 32853 | 6466 | 6860 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42193011 | Iron \& steel scrap processors (using power processing equipment)-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . .$. | 305 | 220675 | 35284 | 8205 | 1740 | 83608 | 18269 | 17997 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 457 | 731166 | 104975 | 24146 | 4521 | 255490 | 50136 | 51537 |
|  | \$2,500,000 to \$4,999,999 | 293 | 1046087 | 126018 | 28812 | 5075 | 312173 | 79934 | 89038 |
|  | \$55,000,000 to \$9,999,999 . | 226 | 1579659 | 187747 | 42123 | 6128 | 439141 | 123517 | 134217 |
|  | Establishments with sales of | 178 | 2716447 | 232334 | 55041 | 6888 | 606374 | 207347 | 208131 |
|  | Establishments with sales of ..... |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more....... | 112 | 5821757 | 357034 | 86224 | 9114 | 983946 | 368339 | 341072 |
|  | Establishments not operated for the entire year . | 252 | 320381 | 33424 | 8640 | 1369 | 80430 | 24888 | 46917 |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |
|  | All establishments . | 1172 | 5655557 | 195548 | 53384 | 7486 | 453259 | 127202 | 155478 |
|  | Establishments operated for the entire year | 1015 | 5464611 | 179755 | 46995 | 6841 | 421125 | 125835 | 128823 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . . . . . .$. | 88 | 5169 | 1452 | 343 | 132 | 2789 | 687 | 735 |
|  | Establishments with sales of \$100,000 to \$249,999. | 155 | 26093 | 5400 | 1297 | 366 | 11616 | 1935 | 1981 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999$ | 210 | 74309 | 11363 | 2619 | 705 | 26736 | 5581 | 5596 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 183 | 129556 | 20789 | 4737 | 1019 | 44928 | 9059 | 9348 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 188 | 296295 | 33413 | 7793 | 1525 | 75232 | 18062 | 17131 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 ........ | 78 | 261249 | 28366 | 7202 | 1090 | 66616 | 19218 | 19258 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 40 | 286755 | 23622 | 5481 | 766 | 57728 | 14630 | 16108 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 34 | 532534 | 29009 | 8784 | 728 | 68933 | 28478 | 26986 |
|  | Establishments with sales of $\$ 25,000,000$ or more. .............. | 39 | 3852651 | 26341 | 8739 | 510 | 66547 | 28185 | 31680 |
|  | Establishments not operated for the entire year $\qquad$ | 157 | 190946 | 15793 | 6389 | 645 | 32134 | 1367 | 26655 |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |
|  | All establishments. | 1588 | 5592266 | 587535 | 135538 | 20596 | 1275184 | 121261 | 133560 |
|  | Establishments operated for the entire year | 1398 | 5474725 | 571710 | 130732 | 19824 | 1240396 | 119718 | 127759 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . .$. | 107 | 6177 | 1893 | 473 | 216 | 3544 | 148 | 161 |
|  | Establishments with sales of \$100,000 to \$249,999 | 151 | 24995 | 7018 | 1643 | 523 | 12661 | 807 | 821 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 176 | 63970 | 16475 | 3947 | 826 | 31050 | 1397 | 1509 |
|  | Establishments with sales of <br> \$500,000 to \$999,999 . . . . . . . . . . . . | 211 | 149359 | 36705 | 8624 | 1729 | 69835 | 5302 | 4542 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 313 | 506300 | 96288 | 22041 | 4004 | 198216 | 12128 | 12823 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 193 | 659555 | 116027 | 26312 | 4251 | 242085 | 12901 | 14070 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 135 | 951955 | 115053 | 27114 | 4049 | 277009 | 15851 | 19259 |
|  | Establishments with sales of |  | 1208986 |  |  |  | 262 |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999 \ldots \ldots$ Establishments with sales of | 80 | 1208986 | 114245 | 24675 | 2864 | 262963 | 35767 | 36704 |
|  | \$25,000,000 or more....... | 32 | 1903428 | 68006 | 15903 | 1362 | 143033 | 35417 | 37870 |
|  | Establishments not operated for the entire year $\qquad$ | 190 | 117541 | 15825 | 4806 | 772 | 34788 | 1543 | 5801 |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 4020 | 14950615 | 1345175 | 306259 | 50607 | 2816446 | 863743 | 910746 |
|  | Establishments operated for the entire year | 3521 | 14539020 | 1305900 | 297042 | 49167 | 2735167 | 856646 | 885488 |
|  | Establishments with sales less than $\$ 100,000$ | 240 | $13952$ | 4398 | 1076 | 444 | 7310 | 868 | 862 |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$ |  |  |  |  |  |  | 868 | 862 |
|  | \$100,000 to \$249,999 ...... | 420 | 72234 | 17958 | 4219 | 1242 | 33617 | 3499 | 3665 |
|  | Establishments with sales of $\$ 250,000$ $\$ 499,999 \ldots . . . . .$. | 499 | 181196 | 35963 | 8207 | 2069 | 72821 | 8800 | 8951 |
|  | Establishments with sales of |  |  | 35 |  |  |  |  |  |
|  | \$500,000 to \$999,999 .......... | 644 | 461371 | 87641 | 20146 | 4558 | 175014 | 21978 | 23363 |
|  | \$1,000,000 to \$2,499,999 ........ | 745 | 1187009 | 189920 | 43198 | 7985 | 389322 | 54572 | 57573 |

[^5]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219303 | Other recyclable material whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of <br> \$2,500,000 to \$4,999,999 | 374 | 1311144 | 187976 | 41977 | 7513 | 387693 | 76496 | 76743 |
|  | \$5,000,000 to \$9,999,999 . | 276 | 1907175 | 246934 | 54759 | 8987 | 495888 | 130445 | 138724 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 205 | 3123508 | 278995 | 63141 | 8985 | 615128 | 227467 | 228434 |
|  | \$25,000,000 or more...... | 118 | 6281431 | 256115 | 60319 | 7384 | 558374 | 332521 | 347173 |
|  | Establishments not operated for the entire year | 499 | 411595 | 39275 | 9217 | 1440 | 81279 | 7097 | 25258 |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Establishments operated for the entire year $\qquad$ | 6678 | 31443624 | 1652356 | 376635 | 48341 | 3901025 | 5125924 | 5162894 |
|  | Establishments with sales less than \$100,000. | 393 | 23917 | 6457 | 1609 | 591 | 12089 | 5533 | 5556 |
|  | Establishments with sales of \$100,000 to \$249,999. | 842 | 141504 | 27892 | 6538 | 1725 | 58992 | 30526 | 30887 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 953 | 345991 | 52294 | 12280 | 2680 | 117026 | 83356 | 84930 |
|  | \$500,000 to \$999,999 .... | 1151 | 824047 | 95887 | 23024 | 4159 | 219927 | 189175 | 191546 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . . . . . . . | 1463 | 2316156 | 206954 | 48771 | 7347 | 475621 | 477631 | 492250 |
|  | Establishments with sales of |  | 3105758 |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ........ | 885 | 3105758 | 223096 | 51711 | 6841 | 518309 | 560969 | 584326 |
|  | \$5,000,000 to \$9,999,999. | 513 | 3556496 | 223596 | 48531 | 6308 | 488435 | 663309 | 690555 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 327 | 4911722 | 259929 | 57857 | 7161 | 595268 | 938419 | 920402 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 151 | 16218033 | 556251 | 126314 | 11529 | 1415358 | 2177006 | 2162442 |
|  | Establishments not operated for the entire year | 1011 | 954929 | 50414 | 10078 | 1479 | 122797 | 33568 | 312191 |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Establishments operated for the entire year | 6678 | 31443624 | 1652356 | 376635 | 48341 | 3901025 | 5125924 | 5162894 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . }$ | 393 | 23917 | 6457 | 1609 | 591 | 12089 | 5533 | 5556 |
|  | Establishments with sales of \$100,000 to \$249,999 | 842 | 141504 | 27892 | 6538 | 1725 | 58992 | 30526 | 30887 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ...... | 953 | 345991 | 52294 | 12280 | 2680 | 117026 | 83356 | 84930 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 1151 | 824047 | 95887 | 23024 | 4159 | 219927 | 189175 | 191546 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1463 | 2316156 |  | 48771 |  |  |  |  |
|  | Establishments with sales of . ${ }^{\text {a }}$. |  | 2316156 | 206954 | 48771 | 7347 |  |  |  |
|  | \$2,500,000 to \$4,999,999 ........ | 885 | 3105758 | 223096 | 51711 | 6841 | 518309 | 560969 | 584326 |
|  | Establishments with sales of | 513 | 3556496 | 223596 | 48531 | 6308 | 488435 | 663309 | 690555 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 327 | 4911722 | 259929 | 57857 | 7161 | 595268 | 938419 | 920402 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 151 | 16218033 | 556251 | 126314 | 11529 | 1415358 | 2177006 | 2162442 |
|  | Establishments not operated for the entire year | 1011 | 954929 | 50414 | 10078 | 1479 | 122797 | 33568 | 312191 |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 7116 | 22519342 | 1579391 | 357866 | 46813 | 3757465 | 4412551 | 4749183 |
|  | Establishments operated for the entire year | 6180 | 21639660 | 1530862 | 348131 | 45384 | 3639428 | 4381504 | 4459056 |
|  | Establishments with sales less than | 373 | 22742 | 6110 | 1519 | 562 | 11451 | 5294 | 5311 |
|  | Establishments with sales of \$100,000 to \$249,999 | 799 | 134003 | 26419 | 6203 | 1632 | 55902 | 29215 | 29528 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 905 | 327762 | 49833 | 11752 | 2570 | 111777 | 78756 | 80280 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1065 | 764606 | 89411 | 21551 | 3907 | 205968 | 177581 | 179372 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 1343 | 2126168 | 194990 | 46002 | 6949 | 447565 | 446051 | 459298 |
|  | Es2,500,000 to \$4,999,999 . . . . . . |  | 2884327 | 212702 | 49193 | 6554 | 496114 | 536374 | 559495 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll <br> $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 458 | 3183231 | 211065 | 45791 | 5916 | 457424 | 619936 | 644988 |
|  | \$10,000,000 to \$24,999,999 | 297 | 4484899 | 243140 | 53780 | 6749 | 558136 | 877408 | 858374 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 117 | 7711922 | 497192 | 112340 | 10545 | 1295091 | 1610889 | 1642410 |
|  | Establishments not operated for the entire year | 936 | 879682 | 48529 | 9735 | 1429 | 118037 | 31047 | 290127 |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 573 | 9879211 | 123379 | 28847 | 3007 | 266357 | 746941 | 725902 |
|  | Establishments operated for the entire year | 498 | 9803964 | 121494 | 28504 | 2957 | 261597 | 744420 | 703838 |
|  | Establishments with sales less than $\$ 100,000 .$ | 20 | 1175 | 347 | 90 | 29 | 638 | 239 | 245 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ..... | 43 | 7501 | 1473 | 335 | 93 | 3090 | 1311 | 1359 |
|  | \$250,000 to \$499,999 .... | 48 | 18229 | 2461 | 528 | 110 | 5249 | 4600 | 4650 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 86 | 59441 | 6476 | 1473 | 252 | 13959 | 11594 | 12174 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 120 | 189988 | 11964 | 2769 | 398 | 28056 | 31580 | 32952 |
|  | \$2,500,000 to \$4,999,999 | 62 | 221431 | 10394 | 2518 | 287 | 22195 | 24595 | 24831 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 . ........ | 55 | 373265 | 12531 | 2740 | 392 | 31011 | 43373 | 45567 |
|  | Establishments with sales of $\ldots \ldots$ |  | 373265 | 12531 |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 30 | 426823 | 16789 | 4077 | 412 | 37132 | 61011 | 62028 |
|  | $\$ 25,000,000 \text { or more. . . . . . . . }$ | 34 | 8506111 | 59059 | 13974 | 984 | 120267 | 566117 | 520032 |
|  | Establishments not operated for the entire year $\qquad$ | 75 | 75247 | 1885 | 343 | 50 | 4760 | 2521 | 22064 |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Establishments operated for the entire year | 9422 | 63539967 | 2896230 | 679154 | 85922 | 6632688 | 3985884 | 4181355 |
|  | Establishments with sales less than \$100,000 | 908 | 54661 | 15584 | 3932 | 1359 | 28894 | 5380 | 5400 |
|  | Establishments with sales of ${ }^{\text {a }}$. |  | 54661 | 15584 | 3932 | 1359 | 28 | 5380 | 5400 |
|  | \$100,000 to \$249,999 . . . . . . . . . | 1622 | 273659 | 62319 | 14810 | 3590 | 125025 | 28468 | 29250 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . | 1533 | 550663 | 105239 | 24100 | 5000 | 220808 | 66511 | 65205 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1533 | 1090644 | 160607 | 36491 | 6767 | 345175 | 114888 | 117545 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 1662 | 2625715 | 310146 | 71741 | 11300 | 673325 | 255807 | 263986 |
|  | \$2,500,000 to \$4,999,999 . | 915 | 3230193 | 308768 | 70086 | 10089 | 658677 | 272313 | 286057 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 566 | 3905492 | 335896 | 75315 | 9454 | 747918 | 331795 | 346328 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 355 | 5401083 | 401692 |  | 10537 |  | 439849 |  |
|  | Establishments with sales of | 355 |  |  |  | 10537 |  |  |  |
|  | \$25,000,000 or more....... | 328 | 46407857 | 1195979 | 291628 | 27826 | 2994552 | 2470873 | 2604731 |
|  | Establishments not operated for the entire year | 2275 | 2368869 | 116012 | 31425 | 4907 | 276867 | 138098 | 207445 |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Establishments operated for the entire year | 9422 | 63539967 | 2896230 | 679154 | 85922 | 6632688 | 3985884 | 4181355 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 908 | 54661 | 15584 | 3932 | 1359 | 28894 | 5380 | 5400 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1622 | 273659 | 62319 | 14810 | 3590 | 125025 | 28468 | 29250 |
|  | Establishments with sales of | 1622 | 273 | 62319 | 14 | 3590 | 125025 | 28468 | 29 |
|  | \$250,000 to \$499,999.... | 1533 | 550663 | 105239 | 24100 | 5000 | 220808 | 66511 | 65205 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . . . . .$. | 1533 | 1090644 | 160607 | 36491 | 6767 | 345175 | 114888 | 117545 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1662 | 2625715 | 310146 | 71741 | 11300 | 673325 | 255807 | 263986 |
|  | Establishments with sales of . $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 915 | 3230193 | 308768 | 70086 | 10089 | 658677 | 272313 | 286057 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 566 | 3905492 | 335896 | 75315 | 9454 | 747918 | 331795 | 346328 |
|  | Establishments with sales of $\cdots \cdots \cdots$ |  | 3905492 |  | 7515 | 9 | 747 | 351 | 346328 |
|  | \$10,000,000 to \$24,999,999... | 355 | 5401083 | 401692 | 91051 | 10537 | 838314 | 439849 | 462853 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421990 | Other miscellaneous durable goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more. $\qquad$ | 328 | 46407857 | 1195979 | 291628 | 27826 | 2994552 | 2470873 | 2604731 |
|  | Establishments not operated for the entire year | 2275 | 2368869 | 116012 | 31425 | 4907 | 276867 | 138098 | 207445 |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 512 | 2474693 | 180103 | 41714 | 4906 | 442398 | 337463 | 344022 |
|  | Establishments operated for the entire year | 429 | 2432045 | 177779 | 41333 | 4815 | 436400 | 336609 | 337484 |
|  | Establishments with sales less than $\$ 100,000$ | 34 | 2063 | 446 | 117 | 49 | 960 | 248 | 260 |
|  | Establishments with sales of \$100,000 to \$249,999 | 56 | 9521 | 1715 | 421 | 100 | 3525 | 1527 | 1381 |
|  | Establishments with sales of \$250,000 to \$499 999 | 66 | 24165 | 4272 | 971 | 219 | 9608 | 5090 | 5208 |
|  | Establishments with sales of |  |  |  |  |  |  | 5090 | 5208 |
|  | \$500, 000 to \$9999,999.... | 65 | 48297 | 6557 | 1469 | 297 | 14801 | 10004 | 10210 |
|  | \$1,000,000 to \$2,499,999. | 74 | 117693 | 14814 | 3073 | 535 | 31663 | 22782 | 23348 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999 \text {. . }$ | 52 | 182462 | 20232 | 4636 | 705 | 44268 | 31258 | 31594 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 35 | 238512 | 22063 | 5063 | 636 | 52080 | 35351 | 32055 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 24 | 359159 | 36744 | 8066 | 861 | 75971 | 51876 | 52063 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 23 | 1450173 | 70936 | 17517 | 1413 | 203524 | 178473 | 181365 |
|  | Establishments not operated for the entire year | 83 | 42648 | 2324 | 381 | 91 | 5998 | 854 | 6538 |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2032 | 11386630 | 406277 | 92740 | 11396 | 1012052 | 433470 | 465668 |
|  | Establishments operated for the entire year | 1656 | 11103051 | 392385 | 89287 | 10787 | 974301 | 432428 | 445906 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 125 | 7360 | 2033 | 524 | 206 | 4105 | 374 | 378 |
|  | Establishments with sales of \$100,000 to \$249,999 | 208 | 34797 | 8020 | 1942 | 500 | 17851 | 3360 | 3795 |
|  | Establishments with sales of \$250,000 to \$499,999 | 200 | 72931 | 14101 | 3158 | 667 | 31797 | 11454 | 9473 |
|  | Establishments with sales of |  |  | 14101 |  |  | 31797 | 11454 | 9 |
|  | $\$ 500,000$ Establishments $\$ 999,999$ with | 231 | 164662 | 19605 | 4465 | 904 | 50356 | 8441 | 8984 |
|  | \$1,000,000 to \$2,499,999. | 334 | 527550 | 50363 | 11582 | 1834 | 124079 | 24419 | 26581 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . | 246 | 862164 | 55529 | 12730 | 1869 | 143295 | 41747 | 46343 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 164 | 1140012 | 66893 | 14426 | 2035 | 181589 | 66508 | 73543 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 91 | 1405549 | 58264 | 12031 | 1289 | 137573 | 65223 | 69995 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 57 | 6888026 | 117577 | 28429 | 1483 | 283656 | 210902 | 206814 |
|  | Establishments not operated for the entire year | 376 | 283579 | 13892 | 3453 | 609 | 37751 | 1042 | 19762 |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3382 | 21595797 | 525213 | 123862 | 18027 | 1051224 | 1043974 | 1048329 |
|  | Establishments operated for the entire year | 2657 | 20503804 | 476817 | 106569 | 15645 | 935455 | 917283 | 969495 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . . . }$ | 298 | 17592 | 5304 | 1355 | 414 | 9229 | 2144 | 2164 |
|  | Establishments with sales of \$100,000 to \$249,999 | 560 | 93784 | 19980 | 4621 | 1114 | 39356 | 10323 | 10509 |
|  | Establishments with sales of \$250,000 to \$499,999 | 504 | 181179 | 27443 | 6128 | 1388 | 61211 | 25922 | 26488 |
|  | Establishments with sales of \$500,000 to \$999,999 | 476 | 333190 | 38325 | 8534 | 1683 | 83951 | 37643 | 38383 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 445 | 693720 | 61968 | 14263 | 2609 | 133445 | 82261 | 86190 |
|  | \$2,500,000 to \$4,999,999. | 171 | 597325 | 49986 | 10941 | 1850 | 102832 | 62076 | 62753 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 113 | 753793 | 52792 | 12203 | 1380 | 106461 | 64062 | 69851 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 50 | 736431 | 55580 | 13264 | 1473 | 103505 | 48367 | 50800 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 40 | 17096790 | 165439 | 35260 | 3734 | 295465 | 584485 | 622357 |
|  | Establishments not operated for the entire year | 725 | 1091993 | 48396 | 17293 | 2382 | 115769 | 126691 | 78834 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^6]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219905 | Fire extinguishers \& fire safety equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 859 | 1091827 | 176374 | 40421 | 6363 | 312654 | 77002 | 82221 |
|  | \$100,000 . . . . . . . . . . . . . . . . . . . . | 113 | 7510 | 2191 | 549 | 195 | 4138 | 426 | 409 |
|  | Establishments with sales of \$100,000 to \$249,999 | 175 | 30683 | 8751 | 2103 | 552 | 15941 | 1853 | 1873 |
|  | Establishments with sales of \$250,000 to \$499,999 | 174 | 61935 | 17292 | 4115 | 861 | 31769 | 4165 | 3991 |
|  | Establishments with sales of \$500,000 to \$999,999 | 125 | D | D | D | f | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 151 | 237183 | 44269 | 10177 | 1561 | 77654 | 17804 | 18487 |
|  | \$2,500,000 to \$4,999,999. | 80 | 274909 | 42033 | 9501 | 1236 | 74542 | 17865 | 18948 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 27 | 175688 | 23610 | 5102 | 641 | 42782 | 15067 | 16570 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots$.... Establishments with sales of | 12 | 159288 | 10992 | 2491 | 309 | 19767 | 12252 | 14819 |
|  | \$25,000,000 or more...... | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 157 | 44592 | 4798 | 1136 | 241 | 8834 | 206 | 5493 |
| 4219906 | Other durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2680 | 5890668 | 543420 | 127038 | 15793 | 1279154 | 525117 | 595664 |
|  | Establishments operated for the entire year | 2088 | 5596250 | 525169 | 124420 | 15224 | 1236596 | 520554 | 554095 |
|  | Establishments with sales less than \$100,000 ............................ . . | 227 | 13625 | 3769 | 917 | 328 | 6974 | 1477 | 1484 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 .... | 381 | 65118 | 15031 | 3411 | 786 | 30059 | 7077 | 7325 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . . .$. | 380 | 136673 | 28890 | 6698 | 1214 | 58132 | 12604 | 12881 |
|  | Establishments with sales of \$500,000 to \$999,999 | 350 | D | D | D | g | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . $\ldots$..... | 337 | 539315 | 66921 | 15056 | 2240 | 142735 | 58199 | 58425 |
|  | \$2,500,000 to \$4,999,999 | 190 | 687593 | 65232 | 14345 | 1934 | 136086 | 52096 | 54705 |
|  | Estabish,000 to \$9,999,999. | 110 | 762674 | 87372 | 19351 | 2260 | 177347 | 72171 | 75482 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 70 | 1045754 | 65636 | 12946 | 1792 | 155719 | 105452 | 119018 |
|  | \$25,000,000 or more........ | 43 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 592 | 294418 | 18251 | 2618 | 569 | 42558 | 4563 | 41569 |
| 422 | Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |
|  | All establishments | r162 841 | r1879 940402 | '81 678408 | r19 326296 | '2398296 | 177427340 | 92209377 | 98460276 |
|  | Establishments operated for the entire year | 141303 | 1827671246 | 79688123 | 18830269 | 2323961 | 172409646 | 90460208 | 94597936 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . . }$ | 6500 | 386758 | 147275 | 36365 | 10630 | 261463 | 99993 | 94532 |
|  | Establishments with sales of \$100,000 to \$249,999 | 12462 | 2114152 | 449144 | 105846 | 27671 | 896458 | 220251 | 220336 |
|  | Establishments with sales of \$250,000 to \$499,999 | 14868 | 5407524 | 895400 | 208129 | 46938 | 1874004 | 496912 | 508573 |
|  | Establishments with sales of \$500,000 to \$999, 999 | 19260 | 13906807 | 1941074 | 450607 | 88311 | 4105176 | 1240097 | 1276774 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . | 27817 | 44918463 | 5144946 | 1187170 | 201741 | 10931883 | 3701438 | 3809809 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 19226 | 68173389 | 6359985 | 1463329 | 217975 | 13403386 | 5035331 | 5248181 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 15777 | 111425941 | 8543259 | 1964901 | 269524 | 18093417 | 7627397 | 7950871 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 13751 | 213492951 | 13467895 | 3114901 | 401686 | 28722571 | 13231798 | 13847624 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 11642 | 1367845261 | 42739145 | 10299021 | 1059485 | 94121288 | 58806991 | 61641236 |
|  | Establishments not operated for the entire year | 21538 | 52269156 | 1990285 | 496027 | 74335 | 5017694 | 1749169 | 3862340 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 15848 | 117062485 | 7730308 | 1845993 | 214350 | 14750773 | 5517381 | 5803877 |
|  | Establishments operated for the entire year | 14405 | 114823786 | 7599843 | 1811653 | 209476 | 14424286 | 5454902 | 5662427 |
|  | Establishments with sales less than \$100,000 | $646$ | $39298$ | 75238 10 | 2602 |  | $18358$ | $3120$ | $2960$ |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  |  | 2602 |  | 18358 | 3120 | 2960 |
|  | \$100,000 to \$249,999 ........... | 1362 | 231040 | 45422 | 10808 | 2655 | 87463 | 17160 | 17317 |
|  | Establishments with sales of \$250,000 to \$499,999. | 1782 | 655583 | 108321 | 25531 | 5071 | 213433 | 43628 | 44060 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4221 | Paper \& paper product whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . | 2505 | 1797546 | 276318 | 64581 | 10731 | 539924 | 111671 | 113691 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 3142 | 5031009 | 725842 | 168857 | 23405 | 1357457 | 307397 | 318635 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 .. | 1787 | 6265057 | 816587 | 189138 | 22301 | 1489957 | 379209 | 397504 |
|  | Estabiounments | 1255 | 8779606 | 970270 | 230524 | 24927 | 1778788 | 534340 | 541931 |
|  | \$10,000,000 to \$24,999,999 . | 1044 | 16144946 | 1430073 | 338595 | 34426 | 2654858 | 1056888 | 1104814 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . | 882 | 75879701 | 3216772 | 781017 | 85063 | 6284048 | 3001489 | 3121515 |
|  | Establishments not operated for the entire year | 1443 | 2238699 | 130465 | 34340 | 4874 | 326487 | 62479 | 141450 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |
|  | Establishments operated for the entire year | 2139 | 38027780 | 1538557 | 374954 | 32822 | 3017039 | 1481375 | 1489246 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 .................... | 78 | 4321 | 1235 | 288 | 109 | 2265 | 191 | 158 |
|  | \$100,000 to \$249,999 ........... | 174 | 30302 | 5967 | 1434 | 322 | 11836 | 1573 | 1628 |
|  | \$250,000 to \$499,999 ...... | 248 | 90454 | 16883 | 4058 | 696 | 32670 | 5410 | 5276 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$..... | 303 | 217376 | 32386 | 7574 | 1164 | 65035 | 12150 | 11701 |
|  | Establishments with sales of |  | 217376 | 32 |  |  | 65035 | 12150 | 11 |
|  | \$1,000,000 to \$2,499,999 .. | 367 | 586245 | 77201 | 17878 | 2277 | 149518 | 33537 | 35366 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$. | 209 | 757077 | 75247 | 17900 | 1985 | 140402 | 45903 | 46763 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 178 | 1308487 | 112778 | 27431 | 2675 | 215921 | 98422 | 92569 |
|  | \$10,000,000 to \$24,999,999 | 236 | 3838204 | 234915 | 56918 | 5333 | 466337 | 226146 | 236353 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 346 | 31195314 | 981945 | 241473 | 18261 | 1933055 | 1058043 | 1059432 |
|  | Establishments not operated for the entire year | 170 | 369707 | 8777 | 2163 | 313 | 20187 | 6936 | 13730 |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |
|  | Establishments operated for the entire year | 2139 | 38027780 | 1538557 | 374954 | 32822 | 3017039 | 1481375 | 1489246 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000....................... | 78 | 4321 | 1235 | 288 | 109 | 2265 | 191 | 158 |
|  | Establishments with sales of \$100,000 to \$249,999 | 174 | 30302 | 5967 | 1434 | 322 | 11836 | 1573 | 1628 |
|  | Establishments with sales of \$250,000 to \$499,999 | 248 | $90454$ | 16883 | 4058 | 696 | 32670 |  |  |
|  | Establishments with sales of $\ldots \ldots$ | 248 |  |  |  | 696 | 32670 | 5410 | 5276 |
|  | \$500,000 to \$999,999 . . . . | 303 | 217376 | 32386 | 7574 | 1164 | 65035 | 12150 | 11701 |
|  | Estabishments with sales of | 367 | 586245 | 77201 | 17878 | 2277 | 149518 | 33537 | 35366 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 209 | 757077 | 75247 | 17900 | 1985 | 140402 | 45903 | 46763 |
|  | Establishments with sales of |  |  |  |  |  | 140402 | 4593 |  |
|  | \$5,000,000 to \$9,999,999 . | 178 | 1308487 | 112778 | 27431 | 2675 | 215921 | 98422 | 92569 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 236 | 3838204 | 234915 | 56918 | 5333 | 466337 | 226146 | 236353 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 346 | 31195314 | 981945 | 241473 | 18261 | 1933055 | 1058043 | 1059432 |
|  | Establishments not operated for the entire year $\qquad$ | 170 | 369707 | 8777 | 2163 | 313 | 20187 | 6936 | 13730 |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8046 | 33271034 | 3308237 | 794195 | 109766 | 6178486 | 2082513 | 2186065 |
|  | Establishments operated for the entire year | 7348 | 32242767 | 3243733 | 776845 | 107147 | 6029142 | 2056903 | 2136179 |
|  | Establishments with sales less than |  | 32242767 |  |  |  |  |  |  |
|  | \$100,000 ...................... | 369 | 22585 | 5461 | 1412 | 504 | 10101 | 2050 | 1918 |
|  | Establishments with sales of \$100,000 to \$249,999 | 821 | 139907 | 26409 | 6336 | 1594 | 51626 | 11011 | 11051 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 .... | 1076 | 393521 | 64003 | 15115 | 2987 | 125630 | 25369 | 25806 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1457 | 1047104 | 167624 | 39157 | 6393 | 319932 | 64754 | 66907 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 1708 | 2708451 | 427864 | 100330 | 13935 | 777344 | 154832 | 159396 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . . . . . . |  | 2924402 | 442845 | 103571 | 12019 | 786394 | 165327 | 173984 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 <br> for pay <br> period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422130 | Industrial \& personal service paper whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$25,000,000 or more $\qquad$ | 313 | 28458394 | 1134357 | 272049 | 22100 | 2243519 | 897815 | 973551 |
|  | Establishments not operated for the entire year $\qquad$ | 575 | 840725 | 57184 | 14827 | 1942 | 156956 | 29933 | 77834 |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Establishments operated for the entire year | 6880 | 199847610 | 8224558 | 1978524 | 183810 | 19465862 | 14050378 | 15337550 |
|  | Establishments with sales less than $\$ 100,000$ | 398 | 22934 | 6470 | 1675 | 574 | 11972 | 3016 | 3048 |
|  | Establishments with sales of \$100,000 to \$249,999 ............. . . | 715 | 119495 | 27610 | 6514 | 1575 | 56549 | 15643 | 16180 |
|  | Establishments with sales of \$250,000 to \$499,999. | 795 | 287399 | 58523 | 13785 | 2534 | 123927 | 36368 | 39402 |
|  | Establishments with sales of \$500,000 to \$999,999 | 973 | 706173 | 129379 | 30282 | 4958 | 271303 | 91572 | 96161 |
|  | Establishments with sales of $\$ 1,00000$ to $\$ 2,499,999$ | 1310 | 2060372 | 300671 | 69391 | 10130 | 655621 | 235730 | 250858 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 .$. | 853 | 3014986 | 378128 | 90202 | 11833 | 833055 | 293455 | 308371 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 599 | 4224903 | 464080 | 104879 | 13398 | 1023388 | 463964 | 496561 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 461 | 7192316 | 673672 | 155174 | 18258 | 1509598 | 684137 | 711358 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 776 | 182219032 | 6186025 | 1506622 | 120550 | 14980449 | 12226493 | 13415611 |
|  | Establishments not operated for the entire year | 1173 | 3300161 | 170306 | 45599 | 6317 | 384039 | 390020 | 370294 |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Establishments operated for the entire year | 6880 | 199847610 | 8224558 | 1978524 | 183810 | 19465862 | 14050378 | 15337550 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 398 | 22934 | 6470 | 1675 | 574 | 11972 | 3016 | 3048 |
|  | Establishments with sales of \$100,000 to \$249,999 | 715 | 119495 | 27610 | 6514 | 1575 | 56549 | 15643 | 16180 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 795 | 287399 | 58523 | 13785 | 2534 | 123927 | 36368 | 39402 |
|  | \$500,000 to \$999,999 . . . . | 973 | 706173 | 129379 | 30282 | 4958 | 271303 | 91572 | 96161 |
|  | Estabishments with sales of | 1310 | 2060372 | 300671 | 69391 | 10130 | 655621 | 235730 | 250858 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 853 | 3014986 | 378128 | 90202 | 11833 | 833055 | 293455 | 308371 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 599 | 4224903 | 464080 | 104879 | 13398 | 1023388 | 463964 | 496561 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 ...... | 461 | 7192316 | 673672 | 155174 | 18258 | 1509598 | 684137 | 711358 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 776 | 182219032 | 6186025 | 1506622 | 120550 | 14980449 | 12226493 | 13415611 |
|  | Establishments not operated for the entire year $\qquad$ | 1173 | 3300161 | 170306 | 45599 | 6317 | 384039 | 390020 | 370294 |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Establishments operated for the entire year | 6880 | 199847610 | 8224558 | 1978524 | 183810 | 19465862 | 14050378 | 15337550 |
|  | Establishments with sales less than \$100,000 | 398 | 22934 | 6470 | 1675 | 574 | 11972 | 3016 | 3048 |
|  | Establishments with sales of \$100,000 to \$249,999 | 715 | 119495 | 27610 | 6514 | 1575 | 56549 | 15643 | 16180 |
|  | Establishments with sales of \$250,000 to \$499,999 | 795 | 287399 | 58523 | 13785 | 2534 | 123927 | 36368 | 39402 |
|  | Establishments with sales of \$500,000 to \$999,999 | 973 | 706173 | 129379 | 30282 | 4958 | 271303 | 91572 | 96161 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 1310 | 2060372 | 300671 | 69391 | 10130 | 655621 | 235730 | 250858 |
|  | \$2,500,000 to \$4,999,999 ....... | 853 | 3014986 | 378128 | 90202 | 11833 | 833055 | 293455 | 308371 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 599 | 4224903 | 464080 | 104879 | 13398 | 1023388 | 463964 | 496561 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 461 | 7192316 | 673672 | 155174 | 18258 | 1509598 | 684137 | 711358 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more........... | 776 | 182219032 | 6186025 | 1506622 | 120550 | 14980449 | 12226493 | 13415611 |
|  | Establishments not operated for the entire year | 1173 | 3300161 | 170306 | 45599 | 6317 | 384039 | 390020 | 370294 |

[^7]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |  |  |
|  | All establishments ..... | 3283 | 79946995 | 2290715 | 546162 | 70977 | 5352458 | 9238904 | 9838713 |
|  | Establishments operated for the entire year | 2930 | 78009986 | 2210767 | 517890 | 66881 | 5181380 | 8871523 | 9672143 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 155 | 8725 | 2690 | 657 | 223 | 4587 | 834 | 826 |
|  | Establishments with sales of \$100,000 to \$249,999 | 312 | 52358 | 12244 | 2874 | 687 | 24440 | 6807 | 6847 |
|  | Establishments with sales of \$250,000 to \$499,999 | 336 | 120297 | 23657 | 5431 | 1027 | 50518 | 13621 | 14545 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .... | 404 | 289029 | 49445 | 11445 | 2013 | 102452 | 29887 | 30453 |
|  | \$1,000,000 to \$2,499,999 . | 566 | 891985 | 128968 | 30130 | 4599 | 277453 | 91553 | 96710 |
|  | Establishments with sales of | 346 | 1206052 | 147301 | 34029 | 4730 | 322613 | 120172 | 126774 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 260 | 1838291 | 193002 | 42477 | 5935 | 425604 | 199014 | 212078 |
|  | \$10,000,000 to \$24,999,999 | 217 | 3413681 | 303763 | 68814 | 8764 | 655568 | 362077 | 377151 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 334 | 70189568 | 1349697 | 322033 | 38903 | 3318145 | 8047558 | 8806759 |
|  | Establishments not operated for the entire year | 353 | 1937009 | 79948 | 28272 | 4096 | 171078 | 367381 | 166570 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4770 | 123200776 | 6104149 | 1477961 | 119150 | 14497443 | 5201494 | 5869131 |
|  | Establishments operated for the entire year | 3950 | 121837624 | 6013791 | 1460634 | 116929 | 14284482 | 5178855 | 5665407 |
|  | Establishments with sales less than \$100,000 | 243 | 14209 | 3780 | 1018 | 351 | 7385 | 2182 | 2222 |
|  | Establishments with sales of \$100,000 to \$249,999 | 403 | 67137 | 15366 | 3640 | 888 | 32109 | 8836 | 9333 |
|  | Establishments with sales of \$250,000 to \$499,999 | 459 | 167102 | 34866 | 8354 | 1507 | 73409 | 22747 | 24857 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . | 569 | 417144 | 79934 | 18837 | 2945 | 168851 | 61685 | 65708 |
|  | \$1,000,000 to \$2,499,999. | 744 | 1168387 | 171703 | 39261 | 5531 | 378168 | 144177 | 154148 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 507 | 1808934 | 230827 | 56173 | 7103 | 510442 | 173283 | 181597 |
|  | Establishments with sales of |  |  | 230827 | 56173 |  | 510442 | 173283 | 181597 |
|  | \$5,000,000 to \$9,999,999. | 339 | 2386612 | 271078 | 62402 | 7463 | 597784 | 264950 | 284483 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 244 | 3778635 | 369909 | 86360 | 9494 | 854030 | 322060 | 334207 |
|  | Establishments with sales of \$25,000,000 or more . . . . . . . . . | 442 | 112029464 | 4836328 | 1184589 | 81647 | 11662304 | 4178935 | 4608852 |
|  | Establishments not operated for the entire year $\qquad$ | 820 | 1363152 | 90358 | 17327 | 2221 | 212961 | 22639 | 203724 |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 20707 | 124104420 | 7759577 | 1778842 | 207574 | 18455203 | 12335849 | 13581581 |
|  | Establishments operated for the entire year | 17174 | 119168227 | 7493643 | 1723880 | 200256 | 17819098 | 12145718 | 12885229 |
|  | Establishments with sales less than \$100,000. | 896 | 54343 | 14770 | 3715 | 1409 | 27596 | 8446 | 8211 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1876 | 319947 | 68608 | 16336 | 4256 | 139583 | 43370 | 43543 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499999$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 Establishments with sales of | 2122 | 770792 | 135561 | 31155 | 7247 | 288535 | 101796 | 103811 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 2646 | 1905916 | 261411 | 61031 | 11653 | 576238 | 236311 | 239187 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . . . . . . . | 3689 | 5906236 | 621617 | 142918 | 24061 | 1419386 | 702903 | 731939 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 Establishments with sales of | 2206 | 7738579 | 669485 | 150851 | 21962 | 1527388 | 831109 | 862214 |
|  | \$5,000,000 to \$9,999,999 ........ | 1619 | 11312925 | 840839 | 185848 | 24690 | 1945549 | 1172335 | 1237696 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 ...... . | 1209 | 18424541 | 1263622 | 293196 | 32714 | 2912164 | 1970402 | 2126345 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 911 | 72734948 | 3617730 | 838830 | 72264 | 8982659 | 7079046 | 7532283 |
|  | Establishments not operated for the entire year | 3533 | 4936193 | 265934 | 54962 | 7318 | 636105 | 190131 | 696352 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  |  | 5666 | 7769 | 1611443 | 78 | 45435 | 41 | 013 | 2231275 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42231 | Piece goods, notions, \& other dry goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4784 | 24782224 | 1563565 | 359830 | 43922 | 3311620 | 1997723 | 2095103 |
|  | Establishments with sales less than \$100,000. | 247 | 14353 | 4158 | 1045 | 374 | 7367 | 2026 | 1937 |
|  | Establishments with sales of \$100,000 to \$249,999 | 525 | 88369 | 20867 | 4854 | 1178 | 38882 | 12158 | 11791 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  | 38 |  |  |
|  | \$250,000 to $\$ 499,999 \ldots . . . . . . . .$. | 573 | 207950 | 41095 | 9390 | 2095 | 80416 | 27530 | 28210 |
|  | \$500,000 to \$999,999..... | 776 | 561726 | 85099 | 19731 | 3304 | 173061 | 74924 | 74498 |
|  | \$1,000,000 to \$2,499,999 . | 1025 | 1661907 | 190209 | 44669 | 6509 | 412008 | 205969 | 214372 |
|  | Establishments with sales of $\$ 2,500,000$ to \$4,999,999 | 658 | 2300045 | 223283 | 47925 | 6860 | 481491 | 270614 | 279384 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 459 | 3246419 | 253092 | 55969 | 6821 | 533049 | 329516 | 343009 |
|  | \$10,000,000 to \$24,999,999 | 315 | 4628585 | 289302 | 67438 | 7569 | 615999 | 412872 | 438851 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 206 | 12072870 | 456460 | 108809 | 9212 | 969347 | 662114 | 703051 |
|  | Establishments not operated for the entire year | 882 | 994703 | 47878 | 8059 | 1513 | 104485 | 16159 | 136172 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |
|  | Establishments operated for the entire year | 4784 | 24782224 | 1563565 | 359830 | 43922 | 3311620 | 1997723 | 2095103 |
|  | Establishments with sales less than \$100,000 | 247 | 14353 | $4158$ | 1045 | 374 | 7367 | 2026 | 1937 |
|  | Establishments with sales of |  | 14 |  |  |  |  |  |  |
|  | \$100,000 to \$249,999........... | 525 | 88369 | 20867 | 4854 | 1178 | 38882 | 12158 | 11791 |
|  | Establishments with sales of \$250,000 to \$499,999 | 573 | 207950 | 41095 | 9390 | 2095 | 80416 | 27530 | 28210 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999........... | 776 | 561726 | 85099 | 19731 | 3304 | 173061 | 74924 | 74498 |
|  | \$1,000,000 to \$2,499,999 | 1025 | 1661907 | 190209 | 44669 | 6509 | 412008 | 205969 | 214372 |
|  | Establishments with sales of | 658 | 2300045 | 223283 | 47925 | 6860 | 481491 | 270614 | 279384 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 459 | 3246419 | 253092 | 55969 | 6821 | 533049 | 329516 | 343009 |
|  | \$10,000,000 to \$24,999,999 | 315 | 4628585 | 289302 | 67438 | 7569 | 615999 | 412872 | 438851 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 206 | 12072870 | 456460 | 108809 | 9212 | 969347 | 662114 | 703051 |
|  | Establishments not operated for the entire year $\qquad$ | 882 | 994703 | 47878 | 8059 | 1513 | 104485 | 16159 | 136172 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |
|  | All establishments | 4191 | 22125937 | 1240760 | 284390 | 33068 | 2667413 | 1655778 | 1837541 |
|  | Establishments operated for the entire year | 3567 | 21311797 | 1206926 | 278149 | 31889 | 2592272 | 1641413 | 1731505 |
|  | Establishments with sales less than \$100,000 | 151 | 9025 | 2735 | 691 | 232 | 4868 | 1150 | 1059 |
|  | Establishments with sales of \$100,000 to \$249,999 | 358 | 60119 | 14157 | 3275 | 778 | 26625 | 8776 | 8504 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 378 | 138105 | 27260 | 6077 | 1350 | 54006 | 19243 | 19671 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 500,00 \text { to } \$ 999,999 . . . . . . . . . . . . . \end{aligned}$ | 568 | 410105 | 61876 | 14381 | 2309 | 126490 | 56599 | 56974 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 765 | 1235645 | 131541 | 30652 | 4506 | 290314 | 154348 | 161587 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 530 | 1841092 | 170077 | 35924 | 5174 | 375294 | 219181 | 225597 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 372 | 2640012 | 183680 | 40727 | 4806 | 396902 | 267805 | 281012 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  | 2640012 | 183680 | 40727 | 4806 | 396902 | 267805 | 281 |
|  | \$10,000,000 to \$24,999,999 | 255 | 3752926 | 207954 | 49120 | 5225 | 454018 | 319502 | 341251 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 190 | 11224768 | 407646 | 97302 | 7509 | 863755 | 594809 | 635850 |
|  | Establishments not operated for the entire year $\qquad$ | 624 | 814140 | 33834 | 6241 | 1179 | 75141 | 14365 | 106036 |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1475 | 3650990 | 370683 | 83499 | 12367 | 748692 | 358104 | 393734 |
|  | Establishments operated for the entire year | 1217 | 3470427 | 356639 | 81681 | 12033 | 719348 | 356310 | 363598 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ....................... | 96 | 5328 | 1423 | 354 | 142 | 2499 | 876 | 878 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots \ldots . . .$. | 167 | 28250 | 6710 | 1579 | 400 | 12257 | 3382 | 3287 |
|  | Establishments with sales of \$250,000 to \$499,999 | 195 | 69845 | 13835 | $3313$ | 745 | 26410 | 8287 | 8539 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4223102 | Notions \& other dry goods whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for theyear-Con.Establishments with sales of |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$500,000 to \$999,999 | 208 | 151621 | 23223 | 5350 | 995 | 46571 | 18325 | 17524 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 .. | 260 | 426262 | 58668 | 14017 | 2003 | 121694 | 51621 | 52785 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 128 | 458953 | 53206 | 12001 | 1686 | 106197 | 51433 | 53787 |
|  | Establishments with sales of | 128 | 458953 | 53206 | 12001 | 1686 | 106197 | 51433 | 53787 |
|  | \$5,000,000 to \$9,999,999 ..... | 87 | 606407 | 69412 | 15242 | 2015 | 136147 | 61711 | 61997 |
|  | \$10,000,000 to \$24,999,999. | 60 | 875659 | 81348 | 18318 | 2344 | 161981 | 93370 | 97600 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 16 | 848102 | 48814 | 11507 | 1703 | 105592 | 67305 | 67201 |
|  | Establishments not operated for the entire year | 258 | 180563 | 14044 | 1818 | 334 | 29344 | 1794 | 30136 |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |
|  | Establishments operated for the entire year | 4306 | 32436015 | 2103905 | 482019 | 59983 | 5144950 | 4089606 | 4359796 |
|  | Establishments with sales less than $\$ 100,000$ | 192 | 11548 | 3132 | 842 | 323 | 5909 | 1539 | 1501 |
|  | Establishments with sales of \$100,000 to \$249,999 | 424 | 72004 | 14960 | 3600 | 909 | 30970 | 8444 | 8839 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 534 | 191866 | 32429 | 7732 | 1746 | 71480 | 25087 | 25171 |
|  | \$500,000 to \$999,999 .... | 631 | 454140 | 62021 | 14217 | 3015 | 138375 | 53059 | 53642 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 935 | 1487715 | 166228 | 38235 | 7168 | 374267 | 180037 | 184631 |
|  | Establishments with sales of . $\quad \cdots \cdots$ |  | 1487715 | 166228 |  |  | 374267 | 180 | 184 |
|  | \$2,500,000 to \$4,999,999 | 565 | 1976846 | 172585 | 39101 | 6061 | 385038 | 231585 | 235891 |
|  | \$5,000,000 to \$9,999,999 . | 448 | 3139610 | 231919 | 51911 | 7428 | 565821 | 372690 | 390708 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 .... | 328 | 5096913 | 345443 | 82237 | 9618 | 836922 | 666832 | 733669 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 249 | 20005373 | 1075188 | 244144 | 23715 | 2736168 | 2550333 | 2725744 |
|  | Establishments not operated for the entire year $\qquad$ | 700 | 924249 | 62300 | 16576 | 2270 | 138830 | 65261 | 165424 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |
|  | Establishments operated for the entire year | 4306 | 32436015 | 2103905 | 482019 | 59983 | 5144950 | 4089606 | 4359796 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 .................... | 192 | 11548 | 3132 | 842 | 323 | 5909 | 1539 | 1501 |
|  | \$100,000 to \$249,999 .......... | 424 | 72004 | 14960 | 3600 | 909 | 30970 | 8444 | 8839 |
|  | Establishments with sales of \$250,000 to \$499,999 | 534 | 191866 | 32429 | 7732 | 1746 | 71480 | 25087 | 25171 |
|  | Establishments with sales of \$500,000 to \$999,999 | 631 | 454140 | 62021 | 14217 | 3015 | 138375 | 53059 | 53642 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 935 | 1487715 | 166228 | 38235 | 7168 | 374267 | 180037 | 184631 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . . . . . . . | 565 | 1976846 | 172585 | 39101 | 6061 | 385038 | 231585 | 235891 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 448 | 3139610 | 231919 | 51911 | 7428 | 565821 | 372690 | 390708 |
|  | Establishments with sales of . ${ }^{\text {a }}$. $\ldots$ | 448 | 3139610 |  |  |  | 565821 | 372690 | 390708 |
|  | \$10,000,000 to \$24,999,999 ...... | 328 | 5096913 | 345443 | 82237 | 9618 | 836922 | 666832 | 733669 |
|  | $\begin{aligned} & \text { statablishments with sales of } \\ & \$ 25,000,000 \text { or more........ } \end{aligned}$ | 249 | 20005373 | 1075188 | 244144 | 23715 | 2736168 | 2550333 | 2725744 |
|  | Establishments not operated for the entire year $\qquad$ | 700 | 924249 | 62300 | 16576 | 2270 | 138830 | 65261 | 165424 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8217 | 40603484 | 2799463 | 632897 | 76256 | 6694729 | 3658306 | 4184804 |
|  | Establishments operated for the entire year | 6557 | 38411155 | 2657995 | 605534 | 73114 | 6341479 | 3563693 | 3847723 |
|  | Establishments with sales less than \$100,000 | 389 | 23797 | 6137 | 1436 | 609 | 11887 | 3988 | 3931 |
|  | Establishments with sales of \$100,000 to \$249,999 | 789 | 135855 | 27584 | 6648 | 1905 | 59100 | 19171 | 19148 |
|  |  |  | 135855 |  |  |  | 59100 | 19171 | 19148 |
|  |  | 865 | 315825 | 53397 | 12139 | 2976 | 115606 | 40116 | 41041 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1010 | 724311 | 92464 | 21770 | 4442 | 212188 | 84514 | 86403 |
|  |  | 1413 | 2241156 | 218684 | 49216 | 8704 | 517293 | 239862 | 250379 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 763 | 2662423 | 218985 | 50172 | 7254 | 521465 | 244768 | 259160 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 570 | 3940231 | 294212 | 64695 | 8975 | 681533 | 370527 | 402433 |
|  | \$10,000,000 to \$24,999,999. | 451 | 6953677 | 526599 | 117070 | 13254 | 1199694 | 680322 | 731015 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 307 | 21413880 | 1219933 | 282388 | 24995 | 3022713 | 1880425 | 2054213 |
|  | Establishments not operated for the entire year $\qquad$ | 1660 | 2192329 | 141468 | 27363 | 3142 | 353250 | 94613 | 337081 |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 8217 | 40603484 | 2799463 | 632897 | 76256 | 6694729 | 3658306 | 4184804 |
|  | Establishments operated for the entire year | 6557 | 38411155 | 2657995 | 605534 | 73114 | 6341479 | 3563693 | 3847723 |
|  | Establishments with sales less than $\$ 100,000 .$ | 389 | 23797 | 6137 | 1436 | 609 | 11887 | 3988 | 3931 |
|  | Establishments with sales of \$100,000 to \$249,999 | 789 | 135855 | 27584 | 6648 | 1905 | 59100 | 19171 | 19148 |
|  | Establishments with sales of | 78 | 135855 | 27584 | 6 | 1 | 59 | 1917 | 15 |
|  | \$250,000 to \$499,999 ..... | 865 | 315825 | 53397 | 12139 | 2976 | 115606 | 40116 | 41041 |
|  | \$500,000 to \$999,999 .... | 1010 | 724311 | 92464 | 21770 | 4442 | 212188 | 84514 | 86403 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1413 | 2241156 | 218684 | 49216 | 8704 | 517293 | 239862 | 250379 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 763 | 2662423 | 218985 | 50172 | 7254 | 521465 | 244768 | 259160 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 570 | 3940231 | 294212 | 64695 | 8975 | 681533 | 370527 | 402433 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 451 | 6953677 | 526599 | 117070 | 13254 | 1199694 | 680322 | 731015 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 307 | 21413880 | 1219933 | 282388 | 24995 | 3022713 | 1880425 | 2054213 |
|  | Establishments not operated for the entire year | 1660 | 2192329 | 141468 | 27363 | 3142 | 353250 | 94613 | 337081 |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1818 | 24363745 | 1182466 | 279461 | 23630 | 3060589 | 2508794 | 2640282 |
|  | Establishments operated for the entire year | 1527 | 23538833 | 1168178 | 276497 | 23237 | 3021049 | 2494696 | 2582607 |
|  | Establishments with sales less than | 68 | 4645 | 1343 | 392 | 103 | 2433 | 893 | 842 |
|  | Establishments with sales of \$100,000 to \$249,999 | 138 | 23719 | 5197 | 1234 | 264 | 10631 | 3597 | 3765 |
|  | Establishments with sales of \$250,000 to \$499,999 | 150 | 55151 | 8640 | 1894 | 430 | 21033 | 9063 | 9389 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 229 | 165739 | 21827 | 5313 | 892 | 52614 | 23814 | 24644 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 ........ . | 316 | 515458 | 46496 | 10798 | 1680 | 115818 | 77035 | 82557 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 220 | 799265 | 54632 | 13653 | 1787 | 139394 | 84142 | 87779 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 142 | 986665 | 61616 | 13273 | 1466 | 165146 | 99602 | 101546 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 115 | 1745366 | 102278 | 26451 | 2273 | 259549 | 210376 | 222810 |
|  | Establishments with sales of \$25,000,000 or more . . . . . . . . . . . . . | 149 | 19242825 | 866149 | 203489 | 14342 | 2254431 | 1986174 | 2049275 |
|  | Establishments not operated for the entire year | 291 | 824912 | 14288 | 2964 | 393 | 39540 | 14098 | 57675 |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1818 | 24363745 | 1182466 | 279461 | 23630 | 3060589 | 2508794 | 2640282 |
|  | Establishments operated for the entire year | 1527 | 23538833 | 1168178 | 276497 | 23237 | 3021049 | 2494696 | 2582607 |
|  | Establishments with sales less than \$100,000. | 68 |  | 1343 | 392 | 103 | $2433$ | $893$ | 842 |
|  | Establishments with sales of $\quad \cdots \cdots$ |  |  |  |  | 103 | 2433 | 893 | 842 |
|  | \$100,000 to \$249,999 ............ | 138 | 23719 | 5197 | 1234 | 264 | 10631 | 3597 | 3765 |
|  | Establishments with sales of \$250,000 to \$499,999 | 150 | 55151 | 8640 | 1894 | 430 | 21033 | 9063 | 9389 |
|  | Establishments with sales of \$500,000 to \$999,999 | 229 | 165739 | 21827 | 5313 | 892 | 52614 | 23814 | 24644 |
|  | Establishments with sales of $\ldots \ldots$ |  |  | 21827 | 5313 | 88 | 115818 | 23814 | 24644 |
|  | \$1,000,000 to \$2,499,999 ........ | 316 | 515458 | 46496 | 10798 | 1680 | 115818 | 77035 | 82557 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 220 | 799265 | 54632 | 13653 | 1787 | 139394 | 84142 | 87779 |
|  | Establishments with sales of $\cdots \cdots \cdots$ |  |  |  |  |  |  |  | 87779 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 142 | 986665 | 61616 | 13273 | 1466 | 165146 | 99602 | 101546 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 115 | 1745366 | 102278 | 26451 | 2273 | 259549 | 210376 | 222810 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224101 | General-line grocery whsle, voluntary group-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 186 | 16156029 | 554986 | 135594 | 17064 | 1105622 | 989577 | 958773 |
|  | Establishments operated for the entire year | 167 | 16052262 | 552134 | 134214 | 16716 | 1100701 | 978983 | 955487 |
|  | Establishments with sales less than \$100,000. | 6 | 315 | 119 | 29 | 9 | 224 | 9 | 9 |
|  | Establishments with sales of \$100,000 to \$249,999 | 7 | 1119 | 125 | 31 | 9 | 370 | 48 | 49 |
|  | Establishments with sales of \$250,000 to \$499,999 | 16 | 5778 | 948 | 198 | 50 | 1690 | 243 | 252 |
|  | Establishments with sales of \$500,000 to \$999,999 | 14 | 10444 | 841 | 193 | 68 | 2490 | 560 | 577 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 25 | 42251 | 4323 | 1011 | 191 | 7834 | 1815 | 2140 |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 17 | 59481 | 4655 | 1117 | 254 | 10057 | 3191 | 3331 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 14 | 106706 | 7653 | 1613 | 284 | 13757 | 7053 | 7179 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 16 | 261258 | 13544 | 3216 | 527 | 33593 | 19828 | 21861 |
|  | Establishments with sales of \$25,000,000 or more | 52 | 15564910 | 519926 | 126806 | 15324 | 1030686 | 946236 | 920089 |
|  | Establishments not operated for the entire year $\qquad$ | 19 | 103767 | 2852 | 1380 | 348 | 4921 | 10594 | 3286 |
| 4224102 | General-line grocery whsle, retail cooperative |  |  |  |  |  |  |  |  |
|  | All establishments .... | 211 | 16142440 | 467726 | 112330 | 13882 | 884413 | 926900 | 945354 |
|  | Establishments operated for the entire year | 189 | 15996448 | 462271 | 109846 | 13481 | 874362 | 923221 | 942806 |
|  | Establishments with sales less than \$100,000 | 5 | 327 | 44 | 11 | 6 | 106 | 9 | 9 |
|  | Establishments with sales of \$100,000 to \$249,999 | 9 | 1574 | 540 | 132 | 24 | 881 | 111 | 125 |
|  | Establishments with sales of $\ldots \ldots$ | 9 |  | 540 | 132 | 24 | 881 | 111 | 125 |
|  | \$250,000 to \$499,999 ........... | 11 | 3631 | 590 | 119 | 36 | 1308 | 207 | 214 |
|  | \$500,000 to \$999,999 ........... | 17 | 13330 | 2031 | 365 | 84 | 3714 | 943 | 910 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 29 | 52021 | 3439 | 847 | 156 | 7562 | 3411 | 3615 |
|  | Establishments with sales of |  |  |  |  | 15 |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 30 | 112881 | 4827 | 1183 | 229 | 12213 | 9922 | 10972 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | 258336 | 17261 | 3998 | 509 | 36153 | 24287 | 24456 |
|  | Establishments with sales of | 13 | 162922 | 13135 | 2624 | 328 |  |  |  |
|  | Establishments with sales of . ${ }^{\text {a }}$. | 13 | 162922 | 13135 | 2624 | 328 | 24661 | 11795 | 12614 |
|  | \$25,000,000 or more............. | 39 | 15391426 | 420404 | 100567 | 12109 | 787764 | 872536 | 889891 |
|  | Establishments not operated for the entire year $\qquad$ | 22 | 145992 | 5455 | 2484 | 401 | 10051 | 3679 | 2548 |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 3741 | 114390817 | 4518288 | 1088219 | 137244 | 8395689 | 3722092 | 3856119 |
|  | Establishments operated for the entire year | 3117 | 108347662 | 4401916 | 1061850 | 133117 | 8171516 | 3709138 | 3777449 |
|  | Establishments with sales less than \$100,000 | 98 | 5532 | 2511 | 630 | 237 | 4680 | 1723 | 1690 |
|  | Establishments with sales of \$100,000 to \$249,999 | 172 | 28365 | 6494 | 1628 | 380 | 11821 | 2250 | 2256 |
|  | Establishments with sales of $\ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 248 | 91284 | 12485 | 2967 | 839 | 23329 | 6478 | 6440 |
|  | \$500,000 to \$999,999 ............ | 327 | 237943 | 27169 | 6115 | 1292 | 52254 | 16371 | 16271 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 521 | 850242 | 71068 | 16541 | 3357 | 148515 | 59267 | 58822 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 421 | 1524020 | 84283 | 19164 | 3699 | 193441 | 89425 | 91963 |
|  | Establishments with sales of . . . . . | 421 | 1 524020 | 84283 | 19 | 369 | 193441 | 89425 | 91963 |
|  | \$5,000,000 to \$9,999,999 ....... | 385 | 2655339 | 146915 | 34582 | 5402 | 337382 | 137912 | 143374 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 313 | 4933241 | 228609 | 54061 | 8064 | 451818 | 204417 | 207945 |
|  | $\$ 25,000,000$ or more | 632 | 98021696 | 3822382 | 926162 | 109847 | 6948276 | 3191295 | 3248688 |
|  | Establishments not operated for the entire year | 624 | 6043155 | 116372 | 26369 | 4127 | 224173 | 12954 | 78670 |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Establishments operated for the entire year | 3464 | 66567030 | 2705531 | 636616 | 82326 | 5820307 | 2677454 | 2797407 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 .................... | 86 | 5060 | 1568 | 370 | 170 | 2661 | 266 | 288 |
|  | \$100,000 to \$249,999 . . . . . . . . . . | 186 | 32205 | 5993 | 1363 | 482 | 12927 | 1565 | 1679 |
|  | Establishments with sales of \$250,000 to \$499,999 | 267 | 97839 | 15478 | 3600 | 1054 | 33629 | 4472 | 4510 |

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| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422430 | Dairy products, (except dried or canned) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$5,000,000 to \$9,999,999 Establishments with sales of | 295 | 2049684 | 153156 | 35238 | 5057 | 339406 | 57860 | 58588 |
|  | \$10,000,000 to \$24,999,999 ...... | 292 | 4594955 | 301351 | 69728 | 9393 | 660686 | 123446 | 129359 |
|  | \$ $25,000,000$ or more. . . . . . . | 246 | 24307458 | 903778 | 208022 | 21541 | 2154282 | 597077 | 621999 |
|  | Establishments not operated for the entire year | 340 | 1159619 | 39350 | 12638 | 1848 | 87570 | 17119 | 35721 |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 140 | 4900769 | 49043 | 12268 | 1642 | 157610 | 19880 | 23534 |
|  | Establishments operated for the entire year | 120 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . }$ | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 11 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 15 | 5266 | 761 | 178 | 42 | 1658 | 44 | 44 |
|  | Establishments with sales of \$500,000 to \$999,999 | 8 | 5976 | 458 | 105 | 29 | 1446 | 160 | 166 |
|  | Establishments with sales of | 16 |  |  |  | 83 |  |  |  |
|  | $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots .$. Establishments with sales of | 16 | 30090 | 1851 | 426 | 83 | 4770 | 556 | 632 |
|  | \$2,500,000 to \$4,999,999. | 6 | 24857 | 564 | 116 | 33 | 1516 | 441 | 438 |
|  | Es5,000,000 to \$9,999,999 . | 11 | 73610 | 2399 | 532 | 106 | 6077 | 2669 | 2709 |
|  | Establishments with sales of | 14 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more | 35 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 20 | D | D | D | c | D | D | D |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2722 | 29694010 | 1588086 | 367953 | 46100 | 3607381 | 836799 | 885255 |
|  | Establishments operated for the entire year | 2402 | D | D | D | k | D | D | D |
|  | Establishments with sales less than \$100,000. | 80 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 151 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 241 | 90125 | 10623 | 2462 | 602 | 22073 | 2551 | 2438 |
|  | Establishments with sales of $\$ 500,000$ to \$999 999 | 318 | 229995 | 20627 | 4836 | 1084 | 46230 | 4984 | 5276 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 .. | 475 | 780174 | 80171 | 18359 | 3394 | 172425 | 17912 | 18549 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 364 | 1283489 | 117634 | 26501 | 4218 | 259727 | 33142 | 34230 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 284 | 1976074 | 150757 | 34706 | 4951 | 333329 | 55191 | 55879 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 278 | D | D | D | i | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 211 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 320 | D | D | D | g | D | D | D |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1040 | 13809561 | 490567 | 113929 | 17792 | 1088278 | 270183 | 293622 |
|  | Establishments operated for the entire year | 942 | 13448205 | 477289 | 111246 | 17261 | 1058578 | 268078 | 285014 |
|  | Establishments with sales less than \$100,000 | $\begin{array}{r}19 \\ \hline\end{array}$ | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ........... | 32 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 62 | 22267 | 3405 | 832 | 216 | 6699 | 647 | 646 |
|  | Establishments with sales of \$500,000 to \$999,999 | 79 | 58567 | 5984 | 1404 | 325 | 13203 | 1227 | 1189 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 164 | 266366 | 23623 | 5675 | 1199 | 49099 | 4580 | 4831 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 154 | 546742 | 36870 | 8837 | 1662 | 77304 | 10942 | 11006 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 153 | 1133686 | 63291 | 14652 | 2618 | 128687 | 17913 | 20017 |
|  | Establishments with sales of |  |  | 100331 |  |  | 2060 |  |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 153 | 2383763 | 100331 | 22999 | 3798 | 226069 | 49984 | 52546 |
|  | $\$ 25,000,000$ or more...... | 126 | 9029879 | 242247 | 56476 | 7322 | 554651 | 182604 | 194604 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42244 | Poultry \& poultry product whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 98 | 361356 | 13278 | 2683 | 531 | 29700 | 2105 | 8608 |
| 422440 | Poultry \& poultry product whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 1040 | 13809561 | 490567 | 113929 | 17792 | 1088278 | 270183 | 293622 |
|  | Establishments operated for the entire year | 942 | 13448205 | 477289 | 111246 | 17261 | 1058578 | 268078 | 285014 |
|  | Establishments with sales less than \$100,000 | 19 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 32 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 62 | 22267 | 3405 | 832 | 216 | 6699 | 647 | 646 |
|  | Establishments with sales of | 72 | 22567 5857 | 3405 5984 | 1404 | 325 | 13203 | 1227 | 1189 |
|  | \$500,000 to \$999,999 . . . . Establishments with sales of | 79 | 58567 | 5984 | 1404 | 325 | 13203 | 1227 | 1189 |
|  | \$1,000,000 to \$2,499,999. | 164 | 266366 | 23623 | 5675 | 1199 | 49099 | 4580 | 4831 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 154 | 546742 | 36870 | 8837 | 1662 | 77304 | 10942 | 11006 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 153 | 1133686 | 63291 | 14652 | 2618 | 128687 | 17913 | 20017 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  |  | 153 | 2383763 | 100331 | 22999 | 3798 | 226069 | 49984 | 52546 |
|  | \$25,000,000 or more...... | 126 | 9029879 | 242247 | 56476 | 7322 | 554651 | 182604 | 194604 |
|  | Establishments not operated for the entire year $\qquad$ | 98 | 361356 | 13278 | 2683 | 531 | 29700 | 2105 | 8608 |
| 4224401 | Live poultry whsleAll establishments |  |  |  |  |  |  |  |  |
|  |  | 50 | 317047 | 17713 | 4160 | 595 | 36894 | 1853 | 2169 |
|  | Establishments operated for the entire year | 43 | 288569 | 16052 | 3843 | 546 | 32421 | 1853 | 1718 |
|  | Establishments with sales less than \$100,000 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 4 | 1705 | 174 | 41 | 13 | 452 | 22 | 37 |
|  | Establishments with sales of \$500,000 to \$999,999 | 4 | 2575 | 449 | 94 | 19 | 1028 | 61 | 62 |
|  | Establishments with sales of |  |  |  |  |  | 1 |  |  |
|  | \$1,000,000 to \$2,499,999 ........ | 8 | 13306 | 1893 | 525 | 82 | 4210 | 4 | 5 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 10 | 35722 | 4753 | 1114 | 161 | 10057 | 564 | 482 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 7 | 51722 | 4702 | 1134 | 166 | 9434 | 386 | 335 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 7 | 28478 | 1661 | 317 | 49 | 4473 | - | 451 |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 990 | 13492514 | 472854 | 109769 | 17197 | 1051384 | 268330 | 291453 |
|  | Establishments operated for the entire year | 899 | 13159636 | 461237 | 107403 | 16715 | 1026157 | 266225 | 283296 |
|  | Establishments with sales less than \$100,000 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 29 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots$. |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 58 | 20562 | 3231 | 791 | 203 | 6247 | 625 | 609 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . . .$. . . . | 75 | 55992 | 5535 | 1310 | 306 | 12175 | 1166 | 1127 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 156 | 253060 | 21730 | 5150 | 1117 | 44889 | 4576 | 4826 |
|  | Establishments with sales of . $\quad$..... |  | 253060 | 21730 |  |  | 44889 | 4576 |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 144 | 511020 | 32117 | 7723 | 1501 | 67247 | 10378 | 10524 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 146 | 1081964 | 58589 | 13518 | 2452 | 119253 | 17527 | 19682 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 152 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 124 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 91 | 332878 | 11617 | 2366 | 482 | 25227 | 2105 | 8157 |

[^8]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422460 | Fish \& seafood whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 583 | 945807 | 73439 | 16759 | 4462 | 172199 | 29599 | 29864 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 .. | 409 | 1446839 | 96916 | 22222 | 4562 | 212915 | 53224 | 56028 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 315 | 2211672 | 131062 | 29997 | 5090 | 289976 | 90188 | 89522 |
|  | \$10,000,000 to \$24,999,999 | 204 | 3044635 | 160820 | 36692 | 5147 | 341651 | 142361 | 154194 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 87 | 4621587 | 153781 | 34605 | 3862 | 341937 | 254968 | 282289 |
|  | Establishments not operated for the entire year $\qquad$ | 577 | 526703 | 28963 | 5800 | 1308 | 69753 | 5588 | 34816 |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3557 | 51326415 | 1490922 | 351742 | 50256 | 3166607 | 1047158 | 1128054 |
|  | Establishments operated for the entire year | 3150 | 50272990 | 1444851 | 341352 | 48442 | 3062396 | 1035646 | 1084266 |
|  | Establishments with sales less than \$100,000 | 70 | 4244 | 22347 | 5946 | 304 | 28302 | 135 | 120 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ..... | 171 | 28820 | 5300 | 1278 | 432 | 10631 | 979 | 938 |
|  | Establishments with sales of $\$ 250,000 \text { to } \$ 499,999 \ldots . .$ | 258 | 94142 | 12425 | 2847 | 735 | 24820 | 2937 | 2925 |
|  | Establishments with sales of \$500,000 to \$999,999 | 434 | 314312 | 31142 | 7251 | 1647 | 64183 | 7237 | 7651 |
|  | Establishments with sales of |  |  |  | 7251 |  | 64183 | 7237 | 7651 |
|  | \$1,000,000 to \$2,499,999 | 724 | 1155550 | 94153 | 22557 | 4491 | 195430 | 25942 | 27471 |
|  | \$2,500,000 to \$4,999,999 . | 442 | 1577428 | 114824 | 27210 | 4920 | 225542 | 42394 | 43734 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 405 | 2909371 | 180073 | 42511 | 6981 | 364305 | 77720 | 80296 |
|  | \$10,000,000 to \$24,999,999 | 357 | 5621231 | 285210 | 66514 | 9734 | 558622 | 145143 | 155961 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 289 | 38567892 | 699377 | 165238 | 19198 | 1590561 | 733159 | 765170 |
|  | Establishments not operated for the entire year | 407 | 1053425 | 46071 | 10390 | 1814 | 104211 | 11512 | 43788 |
| 422470 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3557 | 51326415 | 1490922 | 351742 | 50256 | 3166607 | 1047158 | 1128054 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with sales less than | 3150 | 50272990 | 1444851 | 341352 | 48442 | 3062396 | 1035646 | 1084266 |
|  | $\$ 100,000$ | 70 | 4244 | 22347 | 5946 | 304 | 28302 | 135 | 120 |
|  | Estabishments (100,00 to $249,999 . . . . . . . . .$. . | 171 | 28820 | 5300 | 1278 | 432 | 10631 | 979 | 938 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 258 | 94142 | 12425 | 2847 | 735 | 24820 | 2937 | 2925 |
|  | Establishments with sales of \$500,000 to \$999,999 | 434 | 314312 | 31142 | 7251 | 1647 | 64183 | 7237 | 7651 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 $\ldots \ldots .$. | 724 | 1155550 | 94153 | 22557 | 4491 | 195430 | 25942 | 27471 |
|  | \$2,500,000 to \$4,999,999. | 442 | 1577428 | 114824 | 27210 | 4920 | 225542 | 42394 | 43734 |
|  | Establishments with sales of | 405 | 2909371 | 180073 | 42511 | 6981 | 364305 | 77720 | 80296 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 357 | 5621231 | 285210 | 66514 | 9734 | 558622 | 145143 | 155961 |
|  | \$25,000,000 or more............ | 289 | 38567892 | 699377 | 165238 | 19198 | 1590561 | 733159 | 765170 |
|  | Establishments not operated for the entire year | 407 | 1053425 | 46071 | 10390 | 1814 | 104211 | 11512 | 43788 |
| 42248 | Fresh fruit \& vegetable whsle <br> All establishments <br> Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  |  | 6121 | 46340833 | 3021175 | 682431 | 109771 | 6240214 | 568953 | 648741 |
|  |  | 5227 | 44344854 | 2893424 | 650176 | 103413 | 5966629 | 561119 | 583689 |
|  | year <br> Establishments with sales less than | $\begin{array}{r}115 \\ \hline\end{array}$ | 6960 | 2054 | 548 | 160 | 3455 | 160 | 161 |
|  | \$100,000 . Establishments with sales of |  |  |  |  |  |  |  |  |
|  | Estabisheon to \$249,999........... | 273 | 47403 | 9250 | 2238 | 558 | 17876 | 754 | 693 |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . . . . . .$ | 397 | 146515 | 20768 | 4755 | 1148 | 42612 | 1903 | 1864 |
|  | Establishments with sales of \$500,000 to \$999,999 |  |  |  |  |  |  |  |  |
|  |  | 581 | 425999 | 49188 | 11085 | 2751 | 99927 | 5706 | 6265 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 Establishments with sales of \$2,500,000 to \$4,999,999 Establishments with sales of \$5,000,000 to \$9,999,999 Establishments with sales of \$10,000,000 to \$24,999,999 Establishments with sales of $\$ 25,000,000$ or more . | 1022 | 1704182 | 158178 | 36262 | 8574 | 333581 | 24669 | 26281 |
|  |  |  |  |  |  |  |  |  |  |
|  |  | 857 | 3049125 | 266775 | 61420 | 12360 | 549458 | 35105 | 36324 |
|  |  | 853 | 6090373 | $478 \quad 189$ | 105113 | 19019 | 978179 | 91902 | 91674 |
|  |  |  | 6090373 | 478189 | 105113 | 19019 | 978179 | 91902 | 91674 |
|  |  | 721 | 11294250 | 759129 | 167599 | 26679 | 1543132 | 198173 | 201288 |
|  |  | 408 | 21580047 | 1149893 | 261156 | 32164 | 2398409 | 202747 | 219139 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42248 | Fresh fruit \& vegetable whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 894 | 1995979 | 127751 | 32255 | 6358 | 273585 | 7834 | 65052 |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6121 | 46340833 | 3021175 | 682431 | 109771 | 6240214 | 568953 | 648741 |
|  | Establishments operated for the entire year | 5227 | 44344854 | 2893424 | 650176 | 103413 | 5966629 | 561119 | 583689 |
|  | Establishments with sales less than $\$ 100,000 ~ . . . . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 115 | 6960 | 2054 | 548 | 160 | 3455 | 160 | 161 |
|  | Establishments with sales of \$100,000 to \$249,999. | 273 | 47403 | 9250 | 2238 | 558 | 17876 | 754 | 693 |
|  | Establishments with sales of \$250,000 to \$499,999 | 397 | 146515 | 20768 | 4755 | 1148 | 42612 | 1903 | 1864 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$ | 581 | 425999 | 49188 | 11085 | 2751 | 99927 | 5706 | 6265 |
|  | Establishments with sales of |  |  |  |  |  |  |  | 6265 |
|  | \$1,000,000 to \$2,499,999. | 1022 | 1704182 | 158178 | 36262 | 8574 | 333581 | 24669 | 26281 |
|  | \$2,500,000 to \$4,999,999. | 857 | 3049125 | 266775 | 61420 | 12360 | 549458 | 35105 | 36324 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 853 | 6090373 | 478189 | 105113 | 19019 | 978179 | 91902 | 91674 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 721 | 11294250 | 759129 | 167599 | 26679 | 1543132 | 198173 | 201288 |
|  | Esta5,000,000 or more....... | 408 | 21580047 | 1149893 | 261156 | 32164 | 2398409 | 202747 | 219139 |
|  | Establishments not operated for the entire year $\qquad$ | 894 | 1995979 | 127751 | 32255 | 6358 | 273585 | 7834 | 65052 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 14623 | 186758663 | 9277467 | 2195951 | 288689 | 19494685 | 6404606 | 6746989 |
|  | Establishments operated for the entire year | 12845 | 183099511 | 9098551 | 2155858 | 282598 | 19034916 | 6320121 | 6568290 |
|  | Establishments with sales less than \$100,000 | 712 | 43921 | 14403 | 3497 | 1168 | 23460 | 2763 | 2886 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 .......... | 1374 | 233763 | 47699 | 11326 | 3361 | 95484 | 14128 | 14049 |
|  | \$250,000 to \$499,999 ........... | 1519 | 543968 | 86540 | 20008 | 5150 | 179198 | 26171 | 27284 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1597 | 1138775 | 169912 | 39662 | 8524 | 355099 | 62400 | 65642 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 2231 | 3584705 | 464321 | 107466 | 19837 | 961552 | 206231 | 212833 |
|  | \$2,500,000 to \$4,999,999. | 1442 | 5086601 | 561878 | 129607 | 20364 | 1132860 | 276031 | 280424 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1288 | 9193003 | 897851 | 209834 | 30141 | 1845054 | 477172 | 500460 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999... | 1402 | 22076457 | 1757389 | 412350 | 55195 | 3722712 | 963131 | 1023608 |
|  | Estabishments with | 1280 | 141198318 | 5098558 | 1222108 | 138858 | 10719497 | 4292094 | 4441104 |
|  | Establishments not operated for the entire year. | 1778 | 3659152 | 178916 | 40093 | 6091 | 459769 | 84485 | 178699 |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 14623 | 186758663 | 9277467 | 2195951 | 288689 | 19494685 | 6404606 | 6746989 |
|  | Establishments operated for the entire year | 12845 | 183099511 | 9098551 | 2155858 | 282598 | 19034916 | 6320121 | 6568290 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . .$ | 712 | 43921 | 14403 | 3497 | 1168 | 23460 | 2763 | 2886 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1374 | 233763 | 47699 | 11326 | 3361 |  |  | 14049 |
|  | Establishments with sales of $\ldots \ldots$ |  | 233763 | 47699 | 11326 | 3361 | 95484 | 14128 | 14049 |
|  | \$250,000 to \$499,999 ............ | 1519 | 543968 | 86540 | 20008 | 5150 | 179198 | 26171 | 27284 |
|  | Establishments with, sales of | 1597 | 1138775 | 169912 | 39662 | 8524 | 355099 | 62400 | 65642 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 2231 | 3584705 | 464321 | 107466 | 19837 | 961552 | 206231 | 212833 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . . . . . . . | 1442 | 5086601 | 561878 | 129607 | 20364 | 1132860 | 276031 | 280424 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1288 | 9193003 | 897851 | 209834 | 30141 | 1845054 | 477172 | 500460 |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 1402 | 22076457 | 1757389 | 412350 | 55195 | 3722712 | 963131 | 1023608 |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . . . . . . | 1280 | 141198318 | 5098558 | 1222108 | 138858 | 10719497 | 4292094 | 4441104 |
|  | Establishments not operated for the entire year | 1778 | 3659152 | 178916 | 40093 | 6091 | 459769 | 8448 | 17869 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1788 | 13421054 | 587048 | 136127 | 19037 | 1288846 | 550095 | 691110 |
|  | Establishments operated for the entire year | 1613 | 13065693 | 574950 | 133200 | 18559 | 1262248 | 549354 | 677568 |
|  | Establishments with sales less than \$100,000 . | 87 | 5066 | 1383 | 333 | 127 | 2458 | 476 | 526 |
|  | Establishments with sales of | 189 | 31921 | 6140 | 1585 | 390 | 12548 | 2353 | 2371 |
|  | Establishments with sales of | 189 | 31921 |  | 1585 | 390 | 12548 | 2353 | 2371 |
|  | \$250,000 to \$499,999...... | 209 | 75815 | 12387 | 2856 | 694 | 27090 | 5706 | 5735 |
|  | Es500,000 to \$999,999..... | 258 | 184190 | 31086 | 7072 | 1357 | 68657 | 12069 | 12687 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 360 | 577938 | 85730 | 20749 | 3118 | 180598 | 40791 | 43664 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ... | 202 | 707017 | 96081 | 22449 | 3036 | 195219 | 51580 | 53282 |
|  | \$5,000,000 to \$9,999,999. | 126 | 861030 | 94501 | 22230 | 3114 | 191968 | 63585 | 71334 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 104 | 1632511 | 115585 | 27063 | 3380 | 250417 | 91014 | 112876 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 78 | 8990205 | 132057 | 28863 | 3343 | 333293 | 281780 | 375093 |
|  | Establishments not operated for the entire year . | 175 | 355361 | 12098 | 2927 | 478 | 26598 | 741 | 13542 |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3290 | 20275213 | 1607505 | 400066 | 55337 | 3052927 | 477128 | 479087 |
|  | Establishments operated for the entire year | 2849 | 20013224 | 1581191 | 392603 | 53951 | 2998865 | 470289 | 468547 |
|  | Establishments with sales less than \$100,000 | 213 | 13275 | 3594 | 866 | 350 | 6517 | 441 | 436 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ............ | 383 | 63674 | 12755 | 2931 | 1113 | 24810 | 1774 | 1651 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 512 | 182968 | 28361 | 6749 | 2007 | 54478 | 3722 | 3705 |
|  | Establishments with sales of \$500,000 to \$999,999 |  |  |  |  | 2999 | 91652 | 6376 | 6547 |
|  | Establishments with sales of $\ldots \ldots$. | 383 | 268316 | 48775 | 11382 | 2999 | 91652 | 6376 | 6547 |
|  | \$1,000,000 to \$2,499,999 | 488 | 770022 | 117294 | 27850 | 5775 | 229424 | 18243 | 18080 |
|  | Estabishments with sales of | 307 | 1068539 | 147611 | 35866 | 5520 | 259923 | 16528 | 16691 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 213 | 1480551 | 180635 | 43182 | 5915 | 343976 | 24962 | 27709 |
|  | \$10,000,000 to \$24,999,999 . | 194 | 3108071 | 247612 | 62803 | 8675 | 481792 | 58661 | 59057 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 156 | 13057808 | 794554 | 200974 | 21597 | 1506293 | 339582 | 334671 |
|  | Establishments not operated for the entire year . | 441 | 261989 | 26314 | 7463 | 1386 | 54062 | 6839 | 10540 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 3150 | 29142717 | 3212389 | 739081 | 100272 | 6711763 | 719316 | 799386 |
|  | Establishments operated for the entire year | 2813 | 28668801 | 3186707 | 734683 | 99455 | 6564100 | 717025 | 765420 |
|  | Establishments with sales less than | 122 | 8400 | 2463 | 602 | 172 | 4769 | 371 | 361 |
|  | Establishments with sales of \$100,000 to \$249,999 | 269 | 46060 | 9896 | 2344 | 565 | 20769 | 2420 | 2446 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  | 20769 | 2420 | 2446 |
|  | \$250,000 to \$499,999 ............ | 249 | 89376 | 14293 | 3155 | 756 | 30680 | 3493 | 3688 |
|  | Establishments with sales of \$500,000 to \$999,999 | 311 | 229258 | 33185 | 7579 | 1473 | 74364 | 10300 | 11038 |
|  | Establishments with sales of |  |  |  |  |  | 205562 |  |  |
|  | \$1,000,000 to $\$ 2,499,999 \ldots \ldots .$. | 400 | 657511 | 99107 | 22267 | 4035 | 205562 | 26005 | 27045 |
|  | \$2,500,000 to \$4,999,999. | 311 | 1093724 | 148539 | 33433 | 5501 | 302895 | 37827 | 39090 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 379 | 2781673 | 350377 | 80664 | 11999 | 720318 | 81858 | 84573 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 465 | 7374969 | 893529 | 206052 | 28358 | 1818754 |  | 188590 |
|  | Establishments with sales of $\ldots \ldots$. |  | 7374969 | 893529 |  |  | 1818754 |  | 188590 |
|  | \$25,000,000 or more....... | 307 | 16387830 | 1635318 | 378587 | 46596 | 3385989 | 379347 | 408589 |
|  | Establishments not operated for the entire year $\qquad$ | 337 | 473916 | 25682 | 4398 | 817 | 147663 | 2291 | 33966 |
| 4224904 | Canned goods whsleAll establishments |  |  |  |  |  |  |  |  |
|  |  | 1283 | 27632847 | 753747 | 178275 | 20470 | 1632525 | 1075206 | 1025866 |
|  | Establishments operated for the entire year | 1118 | 26974246 | 713847 | 168459 | 19314 | 1561440 | 1048804 | 990146 |
|  | Establishments with sales less than \$100,000 . |  |  |  |  |  | 1561 |  |  |
|  |  | 35 | 2140 | 505 | 128 | 45 | 932 | 180 | 183 |
|  | Establishments with sales of \$100,000 to \$249,999 <br> Establishments with sales of \$250,000 to \$499,999 <br> Establishments with sales of \$500,000 to \$999,999 | 85 | 14305 | 3000 | 725 | 173 | 5588 | 1709 | 1591 |
|  |  |  |  |  |  |  |  |  |  |
|  |  | 79 | 28771 | 4308 | 928 | 233 | 9827 | 2097 | 2187 |
|  |  | 118 | 85766 | 9455 | 2315 | 484 | 19459 | 7752 | 8624 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224904 | Canned goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$. | 188 | 304292 | 22505 | 5070 | 915 | 51282 | 22399 | 24234 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999. | 131 | 478595 | 30352 | 6849 | 1069 | 72978 | 37497 | 38295 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 149 | 1054144 | 53677 | 12408 | 1842 | 127443 | 73899 | 78245 |
|  | \$10,000,000 to \$24,999,999 | 156 | 2401361 | 103594 | 25080 | 2926 | 252204 | 184731 | 183068 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 177 | 22604872 | 486451 | 114956 | 11627 | 1021727 | 718540 | 653719 |
|  | Establishments not operated for the entire year | 165 | 658601 | 39900 | 9816 | 1156 | 71085 | 26402 | 35720 |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 703 | 6331021 | 266495 | 61485 | 7303 | 599825 | 307851 | 309381 |
|  | Establishments operated for the entire | 630 | 6220497 | 253387 | 60441 | 7141 | 567738 | 282523 | 298230 |
|  | Establishments with sales less than |  |  |  |  |  |  | 282523 |  |
|  | \$100,000 ...................... | 36 | 1893 | 612 | 157 | 66 | 1132 | 132 | 139 |
|  | Esabo,000 to \$249,999..... | 42 | 7094 | 1688 | 404 | 90 | 3039 | 432 | 563 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . | 55 | 20199 | 3327 | 861 | 139 | 7427 | 1184 | 1218 |
|  | Establishments with sales of \$500,000 to \$999,999 | 64 | 43669 | 6134 | 1449 | 258 | 14372 | 3402 | 3752 |
|  | Establishments with sales of |  |  |  | 1449 |  | 14372 |  |  |
|  | \$1,000,000 to \$2,499,999. | 115 | 190146 | 20821 | 4499 | 653 | 44607 | 14100 | 14856 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999 \text {. }$ | 93 | 340481 | 28771 | 6141 | 757 | 66447 | 32411 | 31506 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 86 | 593638 | 38440 | 9151 | 1151 | 87739 | 36579 | 37750 |
|  | \$10,000,000 to \$24,999,999 | 89 | 1445872 | 70165 | 16086 | 2045 | 162834 | 80937 | 93924 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 50 | 3577505 | 83429 | 21693 | 1982 | 180141 | 113346 | 114522 |
|  | Establishments not operated for the entire year | 73 | 110524 | 13108 | 1044 | 162 | 32087 | 25328 | 11151 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4409 | 89955811 | 2850283 | 680917 | 86270 | 6208799 | 3275010 | 3442159 |
|  | Establishments operated for the entire year | 3822 | 88157050 | 2788469 | 666472 | 84178 | 6080525 | 3252126 | 3368379 |
|  | Establishments with sales less than |  | 88 |  | 666 |  | 6 | 3252 |  |
|  | \$100,000 ....................... | 219 | 13147 | 5846 | 1411 | 408 | 7652 | 1163 | 1241 |
|  | Establishments with sales of \$100,000 to \$249,999 | 406 | 70709 | 14220 | 3337 | 1030 | 28730 | 5440 | 5427 |
|  | Establishments with sales of \$250,000 to \$499,999 | 415 | 146839 | 23864 | 5459 | 1321 | 49696 | 9969 | 10751 |
|  | Establishments with sales of \$500,000 to \$999,999 | 463 | 327576 | 41277 | 9865 | 1953 | 86595 | 22501 | 22994 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 680 | 1084796 | 118864 | 27031 | 5341 | 250079 | 84693 | 84954 |
|  | Establishments with sales of $\$ 2500,000$ to $\$ 4.999,999$ | 398 | 1398245 | 110524 | 24869 | 4481 | 235398 | 100188 | 101560 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 335 | 2421967 | 180221 | 42199 | 6120 | 373610 | 196289 | 200849 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 394 | 6113673 | 326904 | 75266 | 9811 | 756711 | 372384 | 386093 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 512 | 76580098 | 1966749 | 477035 | 53713 | 4292054 | 2459499 | 2554510 |
|  | Establishments not operated for the entire year. $\qquad$ | 587 | 1798761 | 61814 | 14445 | 2092 | 128274 | 22884 | 73780 |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 10343 | 166786245 | 2306012 | 518518 | 97521 | 6037409 | 9518504 | 9689572 |
|  | Establishments operated for the entire year | 9182 | 161812448 | 2228884 | 499114 | 92578 | 5832484 | 9074492 | 9090105 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . }$ | 200 | 10971 | 4272 | 1004 | 438 | 10485 | 14767 | 14003 |
|  | Establishments with sales of \$100,000 to \$249,999 | 340 | 58611 | 11060 | 2542 | 913 | 23295 | 6842 | 7083 |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$. |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 413 | 151753 | 22497 | 5458 | 1590 | 49377 | 20913 | 22109 |
|  | Establishments with sales of \$500,000 to \$999,999 | 693 |  | 46798 | 11145 |  |  | 79468 | 83822 |
|  | Establishments with sales of $\ldots$. . . | 693 | 505387 | 46798 | 11145 | 3179 | 112701 | 79468 | 83822 |
|  | \$1,000,000 to \$2,499,999 ....... | 1462 | 2474601 | 142036 | 31382 | 7505 | 347281 | 296338 | 284233 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1599 | 5811610 | 213005 | 46614 | 10305 | 546907 | 575495 | 609527 |
|  | Establishments with sales of |  | 811610 | 213005 | 46 | 10305 | 546907 | 575495 | 609527 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 1834 | 13187759 | 383631 | 84270 | 17042 | 994263 | 1218144 | 1259977 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 1686 | 25922900 | 575408 | 128599 | 25555 | 1480842 | 1914791 | 1905519 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422520 | Livestock whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments ......... | 2090 | 24098461 | 260202 | 60243 | 27182 | 645154 | 212441 | 264903 |
|  | Establishments operated for the entire year | 1849 | 23338123 | 253221 | 58550 | 26284 | 627575 | 210971 | 247201 |
|  | Establishments with sales less than \$100,000 | 65 | 3336 | 944 | 235 | 149 | 1818 | 151 | 167 |
|  | Establishments with sales of \$100,000 to \$249,999 | 73 | 12048 | 2299 | 522 | 292 | 4720 | 1078 | 1119 |
|  | Establishments with sales of \$250,000 to \$499,999 | 92 | 33929 | 4821 | 1175 | 624 | 10043 | 1921 | 2266 |
|  | Establishments with sales of \$500,000 to \$999,999 | 152 | 111196 | 9140 | 2239 | 1131 | 20691 | 8016 | 8537 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 246 | 404587 | 16564 | 3880 | 1589 | 40981 | 12992 | 14020 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 261 | 944367 | 16832 | 3877 | 2011 | 41444 | 12984 | 15480 |
|  | \$5,000,000 to \$9,999,999 | 314 | 2296282 | 32430 | 7448 | 3933 | 87620 | 30529 | 32720 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 ..... | 412 | 6483927 | 74788 | 17705 | 8931 | 180091 | 37328 | 42693 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 234 | 13048451 | 95403 | 21469 | 7624 | 240167 | 105972 | 130199 |
|  | Establishments not operated for the entire year $\qquad$ | 241 | 760338 | 6981 | 1693 | 898 | 17579 | 1470 | 17702 |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Establishments operated for the entire year | 1236 | 19780810 | 367996 | 79712 | 11608 | 925851 | 2141970 | 2051275 |
|  | Establishments with sales less than $\$ 100,000$. | 61 | 2824 | 2159 | 479 | 173 | 6501 | 13953 | 13208 |
|  | Establishments with sales of \$100,000 to \$249,999 | 102 | 17216 | 3775 | 823 | 308 | 7598 | 1455 | 1478 |
|  | Establishments with sales of . ${ }^{\text {a }}$. |  |  |  | 823 | 308 | 7598 | 1455 | 1478 |
|  | \$250,000 to \$499,999 ..... | 116 | 41442 | 6775 | 1598 | 408 | 15449 | 3718 | 3649 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 164 | 118526 | 13729 | 3284 | 736 | 32498 | 11432 | 11474 |
|  | Establishments with sales of $\$ 1,000,00$ to $\$ 2,499,999$ | 237 | 377008 | 29955 | 6473 | 1520 | 72421 | 30321 | 27848 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 152 | 531636 | 28026 | 6442 | 1204 | 68569 | 45019 | 44135 |
|  | \$5,000,000 to \$9,999,999. | 142 | 1023978 | 42326 | 9252 | 1521 | 99538 | 77973 | 81105 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 126 | 1988760 | 56006 | 12500 | 1711 | 133953 | 134063 | 141717 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 136 | 15679420 | 185245 | 38861 | 4027 | 489324 | 1824036 | 1726661 |
|  | Establishments not operated for the entire year $\qquad$ | 448 | 2594418 | 34893 | 8160 | 2363 | 81578 | 335868 | 391181 |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Establishments operated for the entire year | 1236 | 19780810 | 367996 | 79712 | 11608 | 925851 | 2141970 | 2051275 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 61 | 2824 | 2159 | 479 | 173 | 6501 | 13953 | 13208 |
|  | Establishments with sales of \$100,000 to \$249,999 | 102 | 17216 | 3775 | 823 | 308 | 7598 |  | 1478 |
|  | Establishments with sales of $\ldots \ldots$ |  |  | 3775 | 823 | 308 | 7598 | 1455 | 1478 |
|  | \$250,000 to \$499,999 ........... | 116 | 41442 | 6775 | 1598 | 408 | 15449 | 3718 | 3649 |
|  | Estabishments with sales of | 164 | 118526 | 13729 | 3284 | 736 | 32498 | 11432 | 11474 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 237 | 377008 | 29955 | 6473 | 1520 | 72421 | 30321 | 27848 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 152 | 531636 | 28026 | 6442 | 1204 | 68569 | 45019 | 44135 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 142 | 1023978 | 42326 | 9252 | 1521 | 99538 | 77973 | 81105 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 126 | 1988760 | 56006 |  | 1711 |  |  | 141717 |
|  | Establishments with sales of . . . | 126 |  |  | 12500 | 1711 |  |  |  |
|  | \$25,000,000 or more....... | 136 | 15679420 | 185245 | 38861 | 4027 | 489324 | 1824036 | 1726661 |
|  | Establishments not operated for the entire year $\qquad$ | 448 | 2594418 | 34893 | 8160 | 2363 | 81578 | 335868 | 391181 |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 260 | 2096303 | 54276 | 13637 | 1983 | 138079 | 111982 | 120784 |
|  | Establishments operated for the entire year | 218 | 2024385 | 53101 | 13354 | 1879 | 135503 | 109261 | 111001 |
|  | Establishments with sales less than |  |  |  |  |  |  | 109261 |  |
|  | \$100,000 ...................... | 10 | 613 | 134 | 36 | 17 | 262 | 53 | 55 |
|  | Establishments with sales of \$100,000 to \$249,999 | 18 | 2717 | 726 | 175 | 39 | 1394 | 232 | 227 |
|  | Establishments with sales of \$250,000 to \$499,999 | $16$ | $5333$ | $715$ | 174 |  | 1848 | 338 | 277 |

[^9]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4225901 | Hides, skins, \& pelts whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 34 | 24608 | 3200 | 733 | 131 | 6988 | 3446 | 3478 |
|  | Establishments with sales of | 43 | 70721 | 5300 | 1219 | 214 | 11744 | 7768 | 7415 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 28 | 95731 | 6201 | 1255 | 313 | 13725 | 10947 | 10140 |
|  | Establishments with sales of $\ldots$. |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . | 25 | 184829 | 9874 | 2457 | 363 | 21582 | 12366 | 11918 |
|  | Esta, | 20 | 335158 | 7921 | 2082 | 230 | 24693 | 23782 | 27909 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 24 | 1304675 | 19030 | 5223 | 508 | 53267 | 50329 | 49582 |
|  | Establishments not operated for the entire year. | 42 | 71918 | 1175 | 283 | 104 | 2576 | 2721 | 9783 |
| 4225902 | Leaf tobacco whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 328 | 3658394 | 86300 | 19974 | 3720 | 184980 | 294291 | 331722 |
|  | Establishments operated for the entire year | 108 | 2294947 | 68556 | 15472 | 1907 | 134741 | 294145 | 318329 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . . . . .$. | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 11 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 1 |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 7 | 2689 | 556 | 166 | 15 | 1119 | 311 | 248 |
|  | \$500,000 to \$999,999.... | 14 | 8726 | 955 | 252 | 99 | 2389 | 827 | 898 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 13 | 20483 | 1769 | 437 | 105 | 4761 | 804 | 759 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 14 | 49509 | 1587 | 559 | 105 | 4130 | 2901 | 2341 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 17 | 125203 | 5309 | 1328 | 342 | 11600 | 2843 | 4242 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 14 | 210571 | 8250 | 1449 | 204 | 19243 | 3738 | 3803 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 14 | 1875697 | 49631 | 11162 | 994 | 90584 | 282686 | 306008 |
|  | Establishments not operated for the entire year $\qquad$ | 220 | 1363447 | 17744 | 4502 | 1813 | 50239 | 146 | 13393 |
| 4225903 | Wool, wool tops, \& mohair whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 80 | 202820 | 7838 | 1656 | 307 | 20068 | 22725 | 26369 |
|  | Establishments operated for the entire year | 61 | 183955 | 7478 | 1576 | 291 | 19063 | 22466 | 25135 |
|  | Establishments with sales less than \$100,000 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499999$ | 4 | 1550 | 103 | 25 | 8 | 245 | 314 | 222 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ...... | 4 | 3247 | 231 | 62 | 16 | 580 | 859 | 883 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 23 | 31058 | 2150 | 387 | 106 | 4978 | 3161 | 3071 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 15 | 49833 | 2124 | 550 | 102 | 6039 | 4653 | 5378 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 6 | 38938 | 770 | 188 | 27 | 3360 | 4357 | 4835 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 3 | 58592 | 1912 | 324 | 21 | 3572 | 8996 | 10595 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 19 | 18865 | 360 | 80 | 16 | 1005 | 259 | 1234 |
| 4225904 | Cotton whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 297 | 10618437 | 110196 | 21147 | 2595 | 336390 | 1702714 | 1616882 |
|  | Establishments operated for the entire year | 254 | 9653516 | 103976 | 19323 | 2431 | 326411 | 1389017 | 1287508 |
|  | Establishments with sales le...................... \$100,000 | 254 6 | 272 | - 87 | 21 | 10 | 157 | 4 | 4 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 .......... | 8 | 1159 | 344 | 60 | 12 | 562 | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 7 | 2479 | 603 | 78 | 12 | 1313 | 102 | 106 |
|  | Establishments with sales of \$500,000 to \$999,999 | 12 | 8065 | 1080 | 288 | 61 | 2974 | 1596 | 1575 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499$ |  |  |  |  |  |  |  |  |
|  | $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots .$. Establishments with sales of | 31 | 54677 | 3238 | 532 | 171 | 7986 | 1749 | 1533 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 31 | 114480 | 3341 | 724 | 121 | 8553 | 4817 | 5102 |
|  | Establishments with sales of | 51 | 369260 | 8749 | 1710 | 257 | 22322 | 29134 | 28891 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4225904 | Cotton whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$10,000,000 to \$24,999,999 ...... Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 45 63 | 719130 8383994 | 7565 78969 | 1459 14451 | 241 1546 | 23737 258807 | 42749 1308866 | 41624 1208673 |
|  | Establishments not operated for the entire year | 43 | 964921 | 6220 | 1824 | 164 | 9979 | 313697 | 329374 |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 719 | 5799274 | 144279 | 31458 | 5366 | 327912 | 346126 | 346699 |
|  | Establishments operated for the entire year | 595 | 5624007 | 134885 | 29987 | 5100 | 310133 | 327081 | 309302 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 39 | 1569 | 1870 | 406 | 136 | 5959 | 13818 | 13069 |
|  | Establishments with sales of \$100,000 to \$249,999 | 61 | 10904 | 2086 | 445 | 213 | 4561 | 1140 | 1150 |
|  | Establishments with sales of |  |  |  |  | 13 |  |  |  |
|  | \$250,000 to \$499,999 . . . . | 82 | 29391 | 4798 | 1155 | 309 | 10924 | 2653 | 2796 |
|  | \$500,000 to \$999,999..... | 100 | 73880 | 8263 | 1949 | 429 | 19567 | 4704 | 4640 |
|  | Estabishments with sales of | 127 | 200069 | 17498 | 3898 | 924 | 42952 | 16839 | 15070 |
|  | Establishments with sales of $\$ 2,500,00$ to $\$ 4,999,999$ | 64 | 222083 | 14773 | 3354 | 563 | 36122 | 21701 | 21174 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 43 | 305748 | 17624 | 3569 | 532 | 40674 | 29273 | 31219 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 44 | 665309 | 30358 | 7186 | 1015 | 62708 | 54798 | 57786 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 35 | 4115054 | 37615 | 8025 | 979 | 86666 | 182155 | 162398 |
|  | Establishments not operated for the entire year | 124 | 175267 | 9394 | 1471 | 266 | 17779 | 19045 | 37397 |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 15920 | 128923496 | 7241315 | 1741474 | 165768 | 14924310 | 6112219 | 6425438 |
|  | Establishments operated for the entire year | 14457 | 126610488 | 7105104 | 1700716 | 161805 | 14623331 | 6050368 | 6257170 |
|  | Establishments with sales less than \$100,000 | 628 | 38239 | 12259 | 3013 | 880 | 20874 | 6908 | 7401 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1280 | 215765 | 49733 | 11759 | 2533 | 94450 | 14204 | 14252 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 250,000$ to \$499,999. Establishments with sale | 1571 | 566350 | 111233 | 25813 | 4447 | 222015 | 39869 | 42613 |
|  | \$500,000 to \$999,999 ...... | 2069 | 1496675 | 259995 | 60789 | 8638 | 522135 | 110224 | 117286 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 3024 | 4866652 | 716671 | 166073 | 21230 | 1425916 | 358420 | 381052 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 2145 | 7627493 | 930093 | 212799 | 23520 | 1825992 | 536868 | 574782 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1723 | 12047473 | 1145726 | 270792 | 26407 | 2266112 | 790122 | 821538 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 1254 | 18935759 | 1405350 | 327906 | 30799 | 2854732 | 1175127 | 1251101 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 763 | 80816082 | 2474044 | 621772 | 43351 | 5391105 | 3018626 | 3047145 |
|  | Establishments not operated for the entire year $\qquad$ | 1463 | 2313008 | 136211 | 40758 | 3963 | 300979 | 61851 | 168268 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Establishments operated for the entire year | 4009 | 34458077 | 1713715 | 397083 | 42541 | 3591542 | 1855577 | 1929257 |
|  | Establishments with sales less than \$100,000 | 132 | 8470 | 2022 | 478 | 181 | 3966 | 862 | 801 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999$ | 263 |  | 10640 | 2558 |  |  |  |  |
|  | Establishments with sales of |  |  |  |  | 535 |  |  |  |
|  | \$250,000 to \$499,999 ............ | 325 | 118284 | 23053 | 5184 | 897 | 44512 | 7739 | 8759 |
|  | $\$ 500,000$ to $\$ 999,999 \ldots . . . . . .$. | 453 | 327180 | 51818 | 11892 | 1710 | 100715 | 26211 | 26822 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 871 | 1436746 | 181816 | 41631 | 5788 | 369934 | 113643 | 120260 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 713 | 2558115 | 264436 | 60904 | 7401 | 521133 | 195054 | 207205 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ........ | 615 | 4287517 | 342622 | 79866 | 8756 | 668197 | 280484 | 290339 |
|  | Estabisho,000 to \$24,999,999 . . . . . | 413 | 6194624 | 368588 | 83787 | 8651 | 748848 | 388599 | 418571 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 224 | 19483588 | 468720 | 110783 | 8622 | 1114952 | 839726 | 853106 |
|  | Establishments not operated for the entire year $\qquad$ | 340 | $735194$ | $29935$ | $8865$ | $1139$ | $68376$ | 22754 | 59032 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Establishments operated for the entire year | 4009 | 34458077 | 1713715 | 397083 | 42541 | 3591542 | 1855577 | 1929257 |
|  | \$100,000 . . . . . . . . . . . . . . . . . . | 132 | 8470 | 2022 | 478 | 181 | 3966 | 862 | 801 |
|  | Establishments with sales of \$100,000 to \$249,999 | 263 | 43553 | 10640 | 2558 | 535 | 19285 | 3259 | 3394 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 .... | 325 | 118284 | 23053 | 5184 | 897 | 44512 | 7739 | 8759 |
|  | \$500,000 to \$999,999 ..... | 453 | 327180 | 51818 | 11892 | 1710 | 100715 | 26211 | 26822 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 871 | 1436746 | 181816 | 41631 | 5788 | 369934 | 113643 | 120260 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 713 | 2558115 | 264436 | 60904 | 7401 | 521133 | 195054 | 207205 |
|  | \$5,000,000 to \$9,999,999. | 615 | 4287517 | 342622 | 79866 | 8756 | 668197 | 280484 | 290339 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 413 | 6194624 | 368588 | 83787 | 8651 | 748848 | 388599 | 418571 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 224 | 19483588 | 468720 | 110783 | 8622 | 1114952 | 839726 | 853106 |
|  | Establishments not operated for the entire year | 340 | 735194 | 29935 | 8865 | 1139 | 68376 | 22754 | 59032 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Establishments operated for the entire year | 10448 | 92152411 | 5391389 | 1303633 | 119264 | 11031789 | 4194791 | 4327913 |
|  | Establishments with sales less than \$100,000 | 496 | 29769 | 10237 | 2535 | 699 | 16908 | 6046 | 6600 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1017 | 172212 | 39093 | 9201 | 1998 | 75165 | 10945 | 10858 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999..... | 1246 | 448066 | 88180 | 20629 | 3550 | 177503 | 32130 | 33854 |
|  | \$500,000 to \$999,999 . . | 1616 | 1169495 | 208177 | 48897 | 6928 | 421420 | 84013 | 90464 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999. | 2153 | 3429906 | 534855 | 124442 | 15442 | 1055982 | 244777 | 260792 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1432 | 5069378 | 665657 | 151895 | 16119 | 1304859 | 341814 | 367577 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 1108 | 7759956 | 803104 | 190926 | 17651 | 1597915 | 509638 | 531199 |
|  | \$10,000,000 to \$24,999,999 | 841 | 12741135 | 1036762 | 244119 | 22148 | 2105884 | 786528 | 832530 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . | 539 | 61332494 | 2005324 | 510989 | 34729 | 4276153 | 2178900 | 2194039 |
|  | Establishments not operated for the entire year | 1123 | 1577814 | 106276 | 31893 | 2824 | 232603 | 39097 | 109236 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Establishments operated for the entire year | 10448 | 92152411 | 5391389 | 1303633 | 119264 | 11031789 | 4194791 | 4327913 |
|  | Establishments with sales less than $\$ 100,000$ | 496 | 29769 | 10237 | 2535 | 699 | 16908 | 6046 | 6600 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1017 | 172212 | 39093 | 9201 | 1998 | 75165 | 10945 | 10858 |
|  | Establishments with sales of \$250,000 to \$499,999 |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 1246 | 448066 | 88180 | 20629 | 3550 | 177503 | 32130 | 33854 |
|  | \$500,000 to \$999,999 ...... | 1616 | 1169495 | 208177 | 48897 | 6928 | 421420 | 84013 | 90464 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2153 | 3429906 | 534855 | 124442 | 15442 | 1055982 | 244777 | 260792 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1432 | 5069378 | 665657 | 151895 | 16119 | 1304859 | 341814 | 367577 |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  |  |  |  |  |  | 367577 |
|  | \$5,000,000 to \$9,999,999 .. | 1108 | 7759956 | 803104 | 190926 | 17651 | 1597915 | 509638 | 531199 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 841 | 12741135 | 1036762 | 244119 | 22148 | 2105884 | 786528 | 832530 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 539 | 61332494 | 2005324 | 510989 | 34729 | 4276153 | 2178900 | 2194039 |
|  | Establishments not operated for the entire year $\qquad$ | 1123 | 1577814 | 106276 | 31893 | 2824 | 232603 | 39097 | 109236 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ..... | 1106 | 2806880 | 407882 | 97550 | 11505 | 820782 | 167580 | 181052 |

[^10]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4226901 | Industrial gases (except LP) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1022 | 2731831 | 401456 | 95742 | 11197 | 807969 | 166085 | 177308 |
|  | Establishments with sales less than \$100,000 | 26 | 1505 | 522 | 132 | 36 | 842 | 185 | 187 |
|  | Establishments with sales of \$100,000 to \$249,999 | 82 | 14311 | 3430 | 844 | 176 | 6569 | 1385 | 1380 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999...... | 148 | 54484 | 10622 | 2482 | 450 | 22789 | 5164 | 5849 |
|  | \$500,000 to \$999,999 ........... | 177 | 128159 | 25775 | 6312 | 903 | 51187 | 11467 | 12173 |
|  | \$1,000,000 to \$2,499,999. | 279 | 444695 | 81069 | 19239 | 2355 | 166340 | 36708 | 39068 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 166 | 560972 | 100134 | 23219 | 2695 | 195195 | 34559 | 36302 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 94 | 637473 | 87775 | 21017 | 2350 | 170329 | 42558 | 44880 |
|  | \$10,000,000 to \$24,999,999 | 44 | 623400 | 76766 | 18611 | 1959 | 153937 | 30148 | 32669 |
|  | \$25,000,000 or more...... | 6 | 266832 | 15363 | 3886 | 273 | 40781 | 3911 | 4800 |
|  | Establishments not operated for the entire year | 84 | 75049 | 6426 | 1808 | 308 | 12813 | 1495 | 3744 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 10465 | 90923345 | 5089783 | 1237976 | 110583 | 10443610 | 4066308 | 4256097 |
|  | Establishments operated for the entire year | 9426 | 89420580 | 4989933 | 1207891 | 108067 | 10223820 | 4028706 | 4150605 |
|  | Establishments with sales less than \$100,000 | 470 | 28264 | 9715 | 2403 | 663 | 16066 | 5861 | 6413 |
|  | Establishments with sales of \$100,000 to \$249,999 | 935 | 157901 | 35663 | 8357 | 1822 | 68596 | 9560 |  |
|  | Establishments with sales of $\ldots \ldots$ | 935 | 157901 | 35663 | 8357 | 1822 | 68596 | 9560 | 9478 |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . . . . . .$ <br> Establishments with sales of | 1098 | 393582 | 77558 | 18147 | 3100 | 154714 | 26966 | 28005 |
|  | \$500,000 to \$999,999 ..... | 1439 | 1041336 | 182402 | 42585 | 6025 | 370233 | 72546 | 78291 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots .$. | 1874 | 2985211 | 453786 | 105203 | 13087 | 889642 | 208069 | 221724 |
|  | Establishments with sales of | 1266 | 4508406 | 565523 | 128676 | 13424 | 1109664 | 307255 | 331275 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ....... | 1014 | 7122483 | 715329 | 169909 | 15301 | 1427586 | 467080 | 486319 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 797 | 12117735 | 959996 | 225508 | 20189 | 1951947 | 756380 | 799861 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 533 | 61065662 | 1989961 | 507103 | 34456 | 4235372 | 2174989 | 2189239 |
|  | Establishments not operated for the entire year | 1039 | 1502765 | 99850 | 30085 | 2516 | 219790 | 37602 | 105492 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r11 297 | r267 623942 | r4 479853 | r1 081580 | r137829 | 12000291 | 6814285 | 6960673 |
|  | Establishments operated for the entire year | 10608 | 257176007 | 4374437 | 1051548 | 134856 | 11286455 | 6711857 | 6777187 |
|  | Establishments with sales less than $\$ 100,000$ | 258 | 13718 | 16663 | 3653 | 778 | 38566 | 41933 | 36959 |
|  | Establishments with sales of \$100,000 to \$249,999 | 405 | 67892 | 19999 | 4707 | 1009 | 43031 | 20753 | 18252 |
|  | Establishments with sales of \$250,000 to \$499,999 | 572 | 213173 | 33690 | 7925 | 1732 | 77616 | 23626 | 20826 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1004 | 738758 | 80287 | 18979 | 3765 | 191386 | 54326 | 55082 |
|  | Establishments with sales of | 2051 | 3356642 |  |  |  |  |  |  |
|  | $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots .$. Establishments with sales of | 2051 | 3356642 | 281814 | 66927 | 12333 | 684027 | 180954 | 180967 |
|  | \$2,500,000 to \$4,999,999 . . . . . | 1793 | 6436538 | 394796 | 93674 | 15122 | 949815 | 313860 | 316232 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1525 | 10762421 | 545416 | 127677 | 19137 | 1321979 | 431865 | 435895 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . . Establishments with sales of | 1459 | 22827848 | 865820 | 202762 | 29084 | 2163114 | 802577 | 819868 |
|  | $\$ 25,000,000$ or more . . . . . . | 1541 | 212759017 | 2135952 | 525244 | 51896 | 5816921 | 4841963 | 4893106 |
|  | Establishments not operated for the entire year $\qquad$ | 689 | 10447935 | 105416 | 30032 | 2973 | 713836 | 102428 | 183486 |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ........ | '7 690 | r176 719246 | r3 165900 | r754 255 | r102 489 | 8264472 | 5235427 | 5393771 |
|  | Establishments operated for the entire year | 7367 | 175067610 | 3132298 | 746039 | 101149 | 8181865 | 5219510 | 5347570 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 $\ldots$.................. | 103 | 5038 | 13082 | 2795 | 560 | 32819 | 41363 | 36445 |
|  | $\$ 100,000 \text { to } \$ 249,999 \ldots . . . . . . .$ | 159 | 26926 | 11198 | 2637 |  | 26518 | 18778 | 16362 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42271 | Petroleum bulk stations \& terminals-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$250,000 to \$499,999. | 265 | 101846 | 16039 | 3804 | 820 | 41514 | 17685 | 14476 |
|  | Estabishments with sales of $\$ 500,000$ to $\$ 999,999 . . .$. | 643 | 479530 | 47616 | 11296 | 2445 | 121282 | 42320 | 42579 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1503 | 2483826 | 194581 | 46549 | 8943 | 498417 | 141489 | 141818 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1348 | 4840322 | 287085 | 68529 | 11451 | 713666 | 257054 | 258622 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999. | 1142 | 7987626 | 414187 | 96753 | 15217 | 1021356 | 350389 | 352726 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 1080 | 16892780 | 679829 | 159540 | 23433 | 1706132 | 637267 | 649181 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 1124 | 142249716 | 1468681 | 354136 | 37793 | 4020161 | 3713165 | 3835361 |
|  | Establishments not operated for the entire year $\qquad$ | 323 | 1651636 | 33602 | 8216 | 1340 | 82607 | 15917 | 46201 |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments . | '7690 | r176 719246 | r3 165900 | 1754 255 | r102 489 | 8264472 | 5235427 | 5393771 |
|  | Establishments operated for the entire year | 7367 | 175067610 | 3132298 | 746039 | 101149 | 8181865 | 5219510 | 5347570 |
|  |  | 103 | 5038 | 13082 | 2795 | 560 | 32819 | 41363 | 36445 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 159 | 26926 | 11198 | 2637 | 487 | 26518 | 18778 | 16362 |
|  | Establishments with sales of \$250,000 to \$499,999 | 265 | 101846 | 16039 | 3804 | 820 | 41514 | 17685 | 14476 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 643 | 479530 | 47616 | 11296 | 2445 | 121282 | 42320 | 42579 |
|  | \$1,000,000 to \$2,499,999 | 1503 | 2483826 | 194581 | 46549 | 8943 | 498417 | 141489 | 141818 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . | 1348 | 4840322 | 287085 | 68529 | 11451 | 713666 | 257054 | 258622 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1142 | 7987626 | 414187 | 96753 | 15217 | 1021356 | 350389 | 352726 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 1080 | 16892780 | 679829 | 159540 | 23433 | 1706132 | 637267 | 649181 |
|  | Establishment or more . . . . . . . . . . | 1124 | 142249716 | 1468681 | 354136 | 37793 | 4020161 | 3713165 | 3835361 |
|  | Establishments not operated for the entire year | 323 | 1651636 | 33602 | 8216 | 1340 | 82607 | 15917 | 46201 |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments | '7 270 | r171 008939 | '2991345 | r713 993 | r97 752 | 7859949 | 4976010 | 5120276 |
|  | Establishments operated for the entire year | 6972 | 169470593 | 2959466 | 706282 | 96473 | 7781904 | 4962474 | 5076314 |
|  | Establishments with sales less than \$100,000. | 94 | 4707 | 11764 | 2494 | 521 | 29164 | 37774 | 32456 |
|  | Establishments with sales of \$100,000 to \$249,999 | 147 | 24642 | 10648 | 2525 | 458 | 25243 | 18647 | 16228 |
|  | Establishments with sales of \$250,000 to \$499,999 | 240 | 92263 | 14270 | 3403 | 736 | 37563 | 16842 | 13601 |
|  | Establishments with sales of \$500,000 to \$999,999 | 570 | 426557 | 40243 | 9484 | 2122 | 104090 | 36846 | 36924 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 1386 | 2301406 | 170433 | 40848 | 7960 | 442696 | 129488 | 129615 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 1279 | 4596243 | 265488 | 62975 | 10665 | 661542 | 241294 | 242938 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1106 | 7725256 | 395090 | 91960 | 14680 | 978485 | 328481 | 330947 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 1058 | 16499032 | 663394 | 155659 | 22992 | 1665723 | 617080 | 625732 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 1092 | 137800487 | 1388136 | 336934 | 36339 | 3837398 | 3536022 | 3647873 |
|  | Establishments not operated for the entire year | 298 | 1538346 | 31879 | 7711 | 1279 | 78045 | 13536 | 43962 |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 6045 | 50922994 | 1878095 | 443455 | 69499 | 4737727 | 1461304 | 1476135 |
|  | Establishments operated for the entire year | 5783 | 50464592 | 1859840 | 438426 | 68456 | 4693963 | 1449548 | 1452446 |
|  | Establishments with sales less than \$100,000 | 783 70 | $\begin{array}{r}\text { 3 } \\ \hline 22\end{array}$ | 3 587 | 836 | 171 | $8701$ | $2734$ | $2746$ |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ............ | 120 | 20294 | 4216 | 992 | 271 | 9857 | 6513 | 6740 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999$ | 207 | 80616 | 9379 | 2200 | 540 | 22818 | 7135 | 6861 |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$. |  |  |  |  |  | 22818 | 7135 | 6861 |
|  | \$500,000 to \$999,999 .. | 531 | 397925 | 33613 | 7963 | 1793 | 81301 | 25536 | 25259 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42271011 | Petroleum bulk stations (except LP)-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 1324 | 2196748 | 154988 | 37119 | 7317 | 388413 | 112932 | 113280 |
|  | \$2,500,000 to \$4,999,999 . | 1209 | 4339767 | 246417 | 58415 | 9931 | 612779 | 212165 | 215794 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1038 | 7274932 | 370736 | 86391 | 13805 | 907940 | 284922 | 295399 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 882 | 13586634 | 551155 | 127039 | 19601 | 1387831 | 419137 | 427041 |
|  | Establishments with sales of . . . |  |  |  |  |  |  |  | 427041 |
|  | \$25,000,000 or more........ | 402 | 22563954 | 485749 | 117471 | 15027 | 1274323 | 378474 | 359326 |
|  | Establishments not operated for the entire year | 262 | 458402 | 18255 | 5029 | 1043 | 43764 | 11756 | 23689 |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments . | r1 225 | r120 085945 | r1 113250 | r270 538 | '28 253 | 3122222 | 3514706 | 3644141 |
|  | Establishments operated for the entire year | 1189 | 119006001 | 1099626 | 267856 | 28017 | 3087941 | 3512926 | 3623868 |
|  | Establishments with sales less than $\$ 100,000 .$ | 24 | 985 | 8177 | 1658 | 350 | 20463 | 35040 | 29710 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . . | 27 | 4348 | 6432 | 1533 | 187 | 15386 | 12134 | 9488 |
|  | Establishments with sales of $\quad$. | 27 |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999..... | 33 | 11647 | 4891 | 1203 | 196 | 14745 | 9707 | 6740 |
|  | \$500,000 to \$999,999 .... | 39 | 28632 | 6630 | 1521 | 329 | 22789 | 11310 | 11665 |
|  | \$1,000,000 to \$2,499,999. | 62 | 104658 | 15445 | 3729 | 643 | 54283 | 16556 | 16335 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 70 | 256476 | 19071 | 4560 | 734 | 48763 | 29129 | 27144 |
|  | Establishments with sales of $\cdots \cdots$ |  | 256 | 1907 |  |  | 48763 | 29129 | 27 |
|  | \$5,000,000 to \$9,999,999 . | 68 | 450324 | 24354 | 5569 | 875 | 70545 | 43559 | 35548 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 176 | 2912398 | 112239 | 28620 | 3391 | 277892 | 197943 | 198691 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 690 | 115236533 | 902387 | 219463 | 21312 | 2563075 | 3157548 | 3288547 |
|  | Establishments not operated for the entire year. | 36 | 1079944 | 13624 | 2682 | 236 | 34281 | 1780 | 20273 |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments . | 420 | 5710307 | 174555 | 40262 | 4737 | 404523 | 259417 | 273495 |
|  | Establishments operated for the entire year $\qquad$ | 395 | 5597017 | 172832 | 39757 | 4676 | 399961 | 257036 | 271256 |
|  | Establishments with sales less than $\$ 100,000$ | 9 | 331 | 1318 | 301 | 39 | 3655 | 3589 | 3989 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 12 | 2284 | 550 | 112 | 29 | 1275 | 131 | 134 |
|  | Establishments with sales of $\ldots \ldots$ |  |  | 550 | 112 | 29 | 1275 | 131 | 134 |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 25 | 9583 | 1769 | 401 | 84 | 3951 | 843 | 875 |
|  | Establishments with sales of \$500,000 to \$999,999 | 73 | 52973 | 7373 | 1812 | 323 | 17192 | 5474 | 5655 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 117 | 182420 | 24148 | 5701 | 983 | 55721 | 12001 | 12203 |
|  | Establishments with sales of ..... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 69 | 244079 | 21597 | 5554 | 786 | 52124 | 15760 | 15684 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 36 | 262370 | 19097 | 4793 | 537 | 42871 | 21908 | 21779 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 22 | 393748 | 16435 | 3881 | 441 | 40409 | 20187 | 23449 |
|  | Establishments with sales of . . . . | 22 | 393748 |  | 3881 | 441 |  |  | 23449 |
|  | \$25,000,000 or more............ | 32 | 4449229 | 80545 | 17202 | 1454 | 182763 | 177143 | 187488 |
|  | Establishments not operated for the entire year $\qquad$ | 25 | 113290 | 1723 | 505 | 61 | 4562 | 2381 | 2239 |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Establishments operated for the entire year | 3241 | 82108397 | 1242139 | 305509 | 33707 | 3104590 | 1492347 | 1429617 |
|  | Establishments with sales less than $\$ 100,000$ | 155 | 8680 | 3581 | 858 | 218 | 5747 | 570 | 514 |
|  | Establishments with sales of \$100,000 to \$249,999. | 246 | 40966 | 8801 | 2070 | 522 | 16513 | 1975 | 1890 |
|  | Establishments with sales of $\ldots \ldots$ |  | - | 8801 | 2070 | 522 | 16 | 1975 | 1 |
|  | \$250,000 to \$499,999 ............ | 307 | 111327 | 17651 | 4121 | 912 | 36102 | 5941 | 6350 |
|  | Establishments with sales of \$500,000 to \$999,999 | 361 | 259228 | 32671 | 7683 | 1320 | 70104 | 12006 | 12503 |
|  | Establishments with sales of |  |  | 32671 | 7683 |  | 70104 | 12006 |  |
|  | \$1,000,000 to \$2,499,999 ....... | 548 | 872816 | 87233 | 20378 | 3390 | 185610 | 39465 | 39149 |
|  | Es2,500,000 to \$4,999,999 . . . . . . | 445 | 1596216 | 107711 | 25145 | 3671 | 236149 | 56806 | 57610 |

## See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals)-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$5,000,000 to \$9,999,999 | 383 | 2774795 | 131229 | 30924 | 3920 | 300623 | 81476 | 83169 |
|  | Establishment with sales of | 379 | 5935068 | 185991 | 43222 | 5651 | 456982 | 165310 | 170687 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 417 | 70509301 | 667271 | 171108 | 14103 | 1796760 | 1128798 | 1057745 |
|  | Establishments not operated for the entire year $\qquad$ | 366 | 8796299 | 71814 | 21816 | 1633 | 631229 | 86511 | 137285 |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments ... | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Establishments operated for the entire year <br> Establishments with sales less than | 3241 | 82108397 | 1242139 | 305509 | 33707 | 3104590 | 1492347 | 1429617 |
|  | Establishments with sales less than $\$ 100,000$ | 155 | 8680 | 3581 | 858 | 218 | 5747 | 570 | 514 |
|  | Establishments with sales of $\$ 100,000 \text { to } \$ 249,999 \ldots . . . . . .$ | 246 | 40966 | 8801 | 2070 | 522 | 16513 | 1975 | 1890 |
|  | Establishments with sales of \$250,000 to \$499,999 | 307 | 111327 | 17651 | 4121 | 912 | 36102 | 5941 | 6350 |
|  | Establishments with sales of \$500,000 to \$999,999 | 361 | 259228 | 32671 | 7683 | 1320 | 70104 | 12006 | 12503 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 548 | 872816 | 87233 | 20378 | 3390 | 185610 | 39465 | 39149 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 445 | 1596216 | 107711 | 25145 | 3671 | 236149 | 56806 | 57610 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 383 | 2774795 | 131229 | 30924 | 3920 | 300623 | 81476 | 83169 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . | 379 | 5935068 | 185991 | 43222 | 5651 | 456982 | 165310 | 170687 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 417 | 70509301 | 667271 | 171108 | 14103 | 1796760 | 1128798 | 1057745 |
|  | Establishments not operated for the entire year | 366 | 8796299 | 71814 | 21816 | 1633 | 631229 | 86511 | 137285 |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4850 | 69703203 | 5667069 | 1336925 | 151677 | 11472270 | 4918578 | 5262443 |
|  | Establishments operated for the entire year | 4447 | 68454954 | 5562514 | 1304856 | 148384 | 11275850 | 4813411 | 5059487 |
|  | Establishments with sales less than $\$ 100,000$ | 84 | 5083 | 1436 | 366 | 119 | 2709 | 486 | 508 |
|  | Establishments with sales of \$100,000 to \$249,999 | 167 | 28558 | 4746 | 1114 | 297 | 9927 | 3667 | 3525 |
|  | Establishments with sales of \$250,000 to \$499,999 | 244 | 87805 | 10969 | 2469 | 590 | 23935 | 9203 | 9367 |
|  | Establishments with sales of \$500,000 to \$999,999 | 338 | 243090 | 27295 |  | 1331 | 61145 | 28267 | 29203 |
|  | Establishments with sales of \$1,000,000 to \$2,499999 | 682 | 1127520 | 119109 |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . . Establishments with sales of | 682 | 1127520 | 119109 | 27253 | 4790 | 259349 | 112953 | 118866 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 701 | 2511109 | 261239 | 58553 | 8862 | 535034 | 195781 | 203034 |
|  | \$5,000,000 to \$9,999,999 . . . . . | 728 | 5257398 | 541665 | 121489 | 16533 | 1058300 | 371016 | 387938 |
|  | Establishments with sales of | 832 | 13100500 | 1239059 | 283147 | 35257 | 2423121 | 874054 | 921576 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 671 | 46093891 | 3356996 | 804288 | 80605 | 6902330 | 3217984 | 3385470 |
|  | Establishments not operated for the entire year | 403 | 1248249 | 104555 | 32069 | 3293 | 196420 | 105167 | 202956 |
| 42281 | Beer \& ale whsleAll establishments |  |  |  |  |  |  |  |  |
|  |  | 3013 | 34997239 | 3308583 | 752374 | 96284 | 6780698 | 1626132 | 1719966 |
|  | Establishments operated for the entire year $\qquad$ | 2819 | 34546369 | 3271986 | 741626 | 94763 | 6705764 | 1618040 | 1693557 |
|  | Establishments with sales less than \$100,000 . . . . . . . . . . . . . . . . . . . . . . | 38 | 2337 | 650 | 158 | 54 | 1192 | 67 | 66 |
|  | stabisnments with sal | 80 | 13723 | 1879 | 448 | 122 | 3937 | 837 | 744 |
|  | Establishments with sales of \$250,000 to \$499,999 ............. . . | 134 | 49172 | 5399 | 1269 | 352 | 11425 | 3222 | 3202 |
|  | Establishments with sales of \$500,000 to \$999,999. <br> Establishments with sales of \$1,000,000 to \$2,499,999 Establishments with sales of \$2,500,000 to \$4,999,999 Establishments with sales of \$5,000,000 to \$9,999,999 Establishments with sales of \$10,000,000 to \$24,999,999 | 191 | 137661 | 14011 | $3101$ | 709 | 30435 | $9052$ | 8572 |
|  |  |  |  | 1401 |  | 709 |  |  | 8572 |
|  |  | 410 | 683183 | 70685 | 16323 | 3040 | 152829 | 46712 | 46554 |
|  |  | 489 | 1763127 | 191553 | 42811 | 6725 | 394820 | 109146 | 108768 |
|  |  |  |  |  |  |  |  | 206258 |  |
|  |  | 534 | 3866449 | 406340 | 90415 | 12865 | 804640 | 206258 | 210599 |
|  |  | 575 | 9070457 | 912765 | 207941 | 26519 | 1797660 | 428738 | 441853 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42281 | Beer \& ale whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. Establishments with sales of $\$ 25,000,000$ or more. ............. | 368 | 18960260 | 1668704 | 379160 | 44377 | 3508826 | 814008 | 873199 |
|  | Establishments not operated for the entire year. $\qquad$ | 194 | 450870 | 36597 | 10748 | 1521 | 74934 | 8092 | 26409 |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3013 | 34997239 | 3308583 | 752374 | 96284 | 6780698 | 1626132 | 1719966 |
|  | Establishments operated for the entire year | 2819 | 34546369 | 3271986 | 741626 | 94763 | 6705764 | 1618040 | 1693557 |
|  | Establishments with sales less than \$100,000 | 38 | 2337 | 650 | 158 | 54 | 1192 | 67 | 66 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . | 80 | 13723 | 1879 | 448 | 122 | 3937 | 837 | 744 |
|  | Establishments with sales of $\$ 250000$ to $\$ 499$ | 134 | 49172 | 5399 | 1269 | 352 | 11425 | 3222 | 3202 |
|  | Establishments with sales of | 134 |  |  | 1269 | 352 | 11425 | 3222 | 3202 |
|  | \$500,000 to \$999,999 ..... | 191 | 137661 | 14011 | 3101 | 709 | 30435 | 9052 | 8572 |
|  | \$1,000,000 to \$2,499,999. | 410 | 683183 | 70685 | 16323 | 3040 | 152829 | 46712 | 46554 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 489 | 1763127 | 191553 | 42811 | 6725 | 394820 | 109146 | 108768 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 534 | 3866449 | 406340 | 90415 | 12865 | 804640 | 206258 | 210599 |
|  | \$10,000,000 to \$24,999,999 | 575 | 9070457 | 912765 | 207941 | 26519 | 1797660 | 428738 | 441853 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 368 | 18960260 | 1668704 | 379160 | 44377 | 3508826 | 814008 | 873199 |
|  | Establishments not operated for the entire year. $\qquad$ | 194 | 450870 | 36597 | 10748 | 1521 | 74934 | 8092 | 26409 |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1837 | 34705964 | 2358486 | 584551 | 55393 | 4691572 | 3292446 | 3542477 |
|  | Establishments operated for the entire year | 1628 | 33908585 | 2290528 | 563230 | 53621 | 4570086 | 3195371 | 3365930 |
|  | Establishments with sales less than \$100,000 | 46 | 2746 | 786 | 208 | 65 | 1517 | 419 | 442 |
|  | Establishments with sales of \$100,000 to \$249,999 | 87 | 14835 | 2867 | 666 | 175 | 5990 | 2830 | 2781 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 110 | 38633 | 5570 | 1200 | 238 | 12510 | 5981 | 6165 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 147 | 105429 | 13284 | 3076 | 622 | 30710 | 19215 | 20631 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 272 | 444337 | 48424 | 10930 | 1750 | 106520 | 66241 | 72312 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 212 | 747982 | 69686 | 15742 | 2137 | 140214 | 86635 | 94266 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 194 | 1390949 | 135325 | 31074 | 3668 | 253660 | 164758 | 177339 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 257 | 4030043 | 326294 | 75206 | 8738 | 625461 | 445316 | 479723 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 303 | 27133631 | 1688292 | 425128 | 36228 | 3393504 | 2403976 | 2512271 |
|  | Establishments not operated for the entire year. $\qquad$ | 209 | 797379 | 67958 | 21321 | 1772 | 121486 | 97075 | 176547 |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1837 | 34705964 | 2358486 | 584551 | 55393 | 4691572 | 3292446 | 3542477 |
|  | Establishments operated for the entire year | 1628 | 33908585 | 2290528 | 563230 | 53621 | 4570086 | 3195371 | 3365930 |
|  | Establishments with sales less than \$100,000 | 46 | 2746 | 786 | 208 | 65 | 1517 | 419 | 442 |
|  | Establishments with sales of \$100,000 to \$249,999 | 87 | 14835 | 2867 | 666 | 175 | 5990 | 2830 | 2781 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 .......... | 110 | 38633 | 5570 | 1200 | 238 | 12510 | 5981 | 6165 |
|  | Estabos,000 to \$999,999............. | 147 | 105429 | 13284 | 3076 | 622 | 30710 | 19215 | 20631 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 ........ . | 272 | 444337 | 48424 | 10930 | 1750 | 106520 | 66241 | 72312 |
|  | Establishments with sales of . $\ldots$. |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 212 | 747982 | 69686 | 15742 | 2137 | 140214 | 86635 | 94266 |
|  | Es $\$ 5,000,000$ to \$9,999,999 . . . . . . . | 194 | 1390949 | 135325 | 31074 | 3668 | 253660 | 164758 | 177339 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 257 | 4030043 | 326294 | 75206 | 8738 | 625461 | 445316 | 479723 |
|  | $\$ 25,000,000$ or more.............. | 303 | 27133631 | 1688292 | 425128 | 36228 | 3393504 | 2403976 | 2512271 |
|  | Establishments not operated for the entire year | 209 | 797379 | 67958 | 21321 | 1772 | 121486 | 97075 | 176547 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1715 | 34325562 | 2348175 | 580900 | 54751 | 4672282 | 3249786 | 3527673 |
|  | Establishments operated for the entire year | 1571 | D | D | D | 1 | D | D | D |
|  | Estob,000 ................... | 44 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 83 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  | D | D | D | c | D |  |  |
|  | \$250,000 to \$499,999.... | 108 | D | D | D | c | D | D | D |
|  | \$500,000 to \$999,999............ | 140 | 100710 | 12931 | 2983 | 608 | 29961 | 18732 | 20249 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 251 | 412644 | 46525 | 10448 | 1668 | 102753 | 63588 | 69731 |
|  | Establishments with sales of $\ldots \ldots$ | 251 | 41264 | 465 | 10448 | 1668 | 102753 | 63588 | 69731 |
|  | \$2,500,000 to \$4,999,999 . . . . . | 202 | 714956 | 68831 | 15531 | 2102 | 138169 | 84324 | 91806 |
|  | \$5,000,000 to \$9,999,999. | 188 | 1351195 | 134106 | 30758 | 3621 | 251253 | 162156 | 174821 |
|  | Establishments with sales of $\$ 10,000,000$ to $24,999,999$ | 255 | D | D | D | i | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 300 | 26922592 | 1684551 | 424234 | 36067 | 3386832 | 2398357 | 2506811 |
|  | Establishments not operated for the entire year | 144 | D | D | D | g | D | D | D |
| 4228202 | Wine \& distilled alcoholic beverage (State operated) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 122 | 380402 | 10311 | 3651 | 642 | 19290 | 42660 | 14804 |
|  | Establishments operated for the entire year | 57 | D | D | D | e | D | D | D |
|  | Establishments with sales less than \$100,000 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 7 | 4719 | 353 | 93 | 14 | 749 | 483 | 382 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 21 | 31693 | 1899 | 482 | 82 | 3767 | 2653 | 2581 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 10 | 33026 | 855 | 211 | 35 | 2045 | 2311 | 2460 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 . | 6 | 39754 | 1219 | 316 | 47 | 2407 | 2602 | 2518 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 .... | 2 | D | D | D | b | D | D | D |
|  | $\$ 25,000,000$ or more | 3 | 211039 | 3741 | 894 | 161 | 6672 | 5619 | 5460 |
|  | Establishments not operated for the entire year | 65 | D | D | D | e | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 34063 | 213618778 | 11321311 | 2681563 | 378531 | 24701041 | 13733701 | 14986289 |
|  | Establishments operated for the entire year | 27906 | 209196369 | 11010323 | 2608071 | 365048 | 23996681 | 13518937 | 14252285 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 2024 | 118398 | 33659 | 8236 | 3045 | 59814 | 15302 | 15297 |
|  | Establishments with sales of \$100,000 to \$249,999 | 3552 | 600865 | 129244 | 30121 | 7981 | 255700 | 73087 | 74689 |
|  | Establishments with sales of \$250,000 to \$499,999 | 3836 | 1393363 | 227290 | 52658 | 12179 | 486787 | 167172 | 170728 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 4632 | 3323264 | 468278 | 107867 | 23476 | 1002058 | 394537 | 404512 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . . . . . . . . | 5726 | 9163576 | 1107684 | 253406 | 45153 | 2381670 | 1053177 | 1076026 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 3242 | 11393484 | 1167404 | 268213 | 42189 | 2491847 | 1217296 | 1267060 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 2085 | 14555976 | 1250412 | 285917 | 41182 | 2631675 | 1423404 | 1498965 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 10,000,000 \\ & \text { to }\end{aligned} 24,999,999 . . . .$. | 1692 | 26233585 | 1866931 | 430569 |  | 4028098 | 2425374 | 2548256 |
|  | Establishments with sales of | 1117 | 142413858 | 4759421 | 1171084 | 130802 | 10659032 | 6 749588 |  |
|  | \$25,000,000 or more . . . . . . | 1117 | 142413858 | 4759421 | 1171084 | 130802 | 10659032 | 6749588 | 7196752 |
|  | Establishments not operated for the entire year | 6157 | 4422409 | 310988 | 73492 | 13483 | 704360 | 214764 | 734004 |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7378 | 53634309 | 2562527 | 618653 | 74508 | 5777566 | 4103160 | 4400820 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42293 | Flower, nursery stock, \& florists' supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 198 | 1333459 | 169862 | 39158 | 6732 | 341757 | 116297 | 125643 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 108 | 1592878 | 187965 | 43021 | 6832 | 384044 | 125671 | 133648 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 30 | 1499943 | 146236 | 35249 | 4747 | 335841 | 119089 | 128247 |
|  | Establishments not operated for the entire year | 583 | 194372 | 21557 | 4909 | 1125 | 45939 | 5338 | 28495 |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3900 | 8002830 | 1026750 | 238920 | 44939 | 2115948 | 656683 | 714977 |
|  | Establishments operated for the entire year | 3317 | 7808458 | 1005193 | 234011 | 43814 | 2070009 | 651345 | 686482 |
|  | Establishments with sales less than $\$ 100,000$ | 212 | 12725 | 3394 | 775 | 360 | 6218 | 1792 | 1718 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999.... | 439 | 74700 | 15116 | 3544 | 1216 | 31223 | 7791 | 8360 |
|  | \$250,000 to \$499,999 .... | 514 | 183146 | 30546 | 7153 | 2089 | 66925 | 18957 | 19576 |
|  | Establishments with sales of \$500,000 to \$999,999 | 642 | 459745 | 73769 | 16940 | 4438 | 155317 | 44165 | 44358 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 784 | 1265602 | 186230 | 43482 | 9086 | 377041 | 112266 | 115924 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 390 | 1386260 | 192075 | 44689 | 8314 | 371643 | 105317 | 109008 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 198 | 1333459 | 169862 | 39158 | 6732 | 341757 | 116297 | 125643 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 108 | 1592878 | 187965 | 43021 | 6832 | 384044 | 125671 | 133648 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more............ | 30 | 1499943 | 146236 | 35249 | 4747 | 335841 | 119089 | 128247 |
|  | Establishments not operated for the entire year | 583 | 194372 | 21557 | 4909 | 1125 | 45939 | 5338 | 28495 |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |
|  | Establishments operated for the entire year | 1376 | 49746535 | 1567184 | 370882 | 54921 | 3165973 | 1747761 | 2087565 |
|  | Establishments with sales less than \$100,000. | 14 | 921 | 283 | 59 | 19 | 412 | 70 | 82 |
|  | Establishments with sales of \$100,000 to \$249,999 | 30 | 5808 | 1175 | 264 | 52 | 2122 | 621 | 630 |
|  | Establishments with sales of \$250,000 to \$499,999 | 68 | 25766 | 2583 | 549 | 160 | 5335 | 2458 | 2591 |
|  | Establishments with sales of $\ldots$ |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ........... | 73 | 51179 | 4022 | 883 | 216 | 8290 | 4701 | 5556 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 187 | 299929 | 19161 | 4375 | 925 | 38702 | 22831 | 25554 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 205 | 751331 | 39848 | 8766 | 1812 | 84855 | 62216 | 67177 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 211 | 1507292 | 58294 | 13821 | 2579 | 114751 | 92063 | 94148 |
|  | Establishments with sales of ..... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 279 | 4564972 | 177232 | 39320 | 7283 | 345920 | 266389 | 287605 |
|  | Establishments with sales of \$25,000,000 or more . . . . . . . . . . . . . | 309 | 42539337 | 1264586 | 302845 | 41875 | 2565586 | 1296412 | 1604222 |
|  | Establishments not operated for the entire year | 185 | 522237 | 22479 | 12281 | 2125 | 53210 | 93340 | 25055 |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |
|  | Establishments operated for the entire year | 1376 | 49746535 | 1567184 | 370882 | 54921 | 3165973 | 1747761 | 2087565 |
|  | Establishments with sales less than \$100,000 | 14 | 921 | 283 | 59 | 19 | 412 | 70 | 82 |
|  | Establishments with sales of \$100,000 to \$249,999 | 30 |  | 1175 | 264 | 52 | 2122 | 621 | 630 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  | 52 |  | 621 | 630 |
|  | \$250,000 to \$499,999 ............ | 68 | 25766 | 2583 | 549 | 160 | 5335 | 2458 | 2591 |
|  | \$500,000 to \$999,999 ............ | 73 | 51179 | 4022 | 883 | 216 | 8290 | 4701 | 5556 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 187 | 299929 | 19161 | 4375 | 925 | 38702 | 22831 | 25554 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 205 | 751331 | 39848 | 8766 | 1812 | 84855 | 62216 | 67177 |
|  | Establishments with sales of \$5,000,000 to \$9 999,999 | 211 | 1507292 | 58294 | 13821 | 2579 | $114751$ | 92063 | 94148 |
|  | \$s,000,000 to \$9,999,999 $\ldots \ldots \ldots$ |  | 1507292 | 58294 | 13821 |  | 114751 | 92063 | 94148 |
|  | \$10,000,000 to \$24,999,999. | 279 | 4564972 | 177232 | 39320 | 7283 | 345920 | 266389 | 287605 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42299 | Other miscellaneous nondurable goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |
|  | Establishments operated for the entire year | 11048 | 58621795 | 2715636 | 617582 | 88024 | 6140473 | 4152525 | 4198586 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 1228 | 71685 | 21157 | 5317 | 1839 | 37295 | 9151 | 9111 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1988 | 332630 | 73571 | 16948 | 4324 | 145785 | 43377 | 44010 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1887 | 680483 | 110026 | 25177 | 5549 | 241165 | 89637 | 91244 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999.... | 1974 | 1394509 | 196248 | 44778 | 9496 | 430040 | 187250 | 193952 |
|  | Estabishments with | 1970 | 3091129 | 375053 | 82904 | 15102 | 835873 | 409914 | 418074 |
|  | Estabishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$. | 877 | 3054478 | 321280 | 71662 | 10544 | 702042 | 342602 | 362355 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . Establishments with sales of | 536 | 3779086 | 327211 | 71453 | 9687 | 711061 | 392766 | 411470 |
|  | \$10,000,000 to \$24,999,999 | 394 | 5865653 | 448243 | 97953 | 12986 | 957726 | 548608 | 573595 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 194 | 40352142 | 842847 | 201390 | 18497 | 2079486 | 2129220 | 2094775 |
|  | Establishments not operated for the entire year. | 3719 | 1950305 | 132208 | 22146 | 4788 | 296029 | 40577 | 432814 |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |
|  | Establishments operated for the entire year | 11048 | 58621795 | 2715636 | 617582 | 88024 | 6140473 | 4152525 | 4198586 |
|  | Establishments with sales less than $\$ 100,000$ | 1228 | 71685 | 21157 | 5317 | 1839 | 37295 | 9151 | 9111 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . . | 1988 | 332630 | 73571 | 16948 | 4324 | 145785 | 43377 | 44010 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . | 1887 | 680483 | 110026 | 25177 | 5549 | 241165 | 89637 | 91244 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1974 | 1394509 | 196248 | 44778 | 9496 | 430040 | 187250 | 193952 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 1970 | 3091129 | 375053 | 82904 | 15102 | 835873 | 409914 | 418074 |
|  | E2,500,000 to \$4,999,999. | 877 | 3054478 | 321280 | 71662 | 10544 | 702042 | 342602 | 362355 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 536 | 3779086 | 327211 | 71453 | 9687 | 711061 | 392766 | 411470 |
|  | Establishments with sales of |  |  |  |  |  | 711 | 352766 | 411 |
|  | \$10,000,000 to \$24,999,999 .... | 394 | 5865653 | 448243 | 97953 | 12986 | 957726 | 548608 | 573595 |
|  | $\$ 25,000,000 \text { or more. . . . . . . }$ | 194 | 40352142 | 842847 | 201390 | 18497 | 2079486 | 2129220 | 2094775 |
|  | Establishments not operated for the entire year $\qquad$ | 3719 | 1950305 | 132208 | 22146 | 4788 | 296029 | 40577 | 432814 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4583 | 9596493 | 985525 | 218513 | 33019 | 2495938 | 1215468 | 1380002 |
|  | Establishments operated for the entire year | 3641 | 9149332 | 957697 | 213230 | 31927 | 2421288 | 1202956 | 1270983 |
|  | Establishments with sales less than \$100,000. | 402 | 23915 | 6301 | 1543 | 657 | 12416 | 3630 | 3688 |
|  | Establishments with sales of \$100,000 to \$249,999 | 617 | 103013 | 21612 | 5108 | 1418 | 45814 | 16124 | 16491 |
|  | Establishments with sales of \$250,000 to \$499,999 | 617 | 221336 | 36417 | 8456 | 1893 |  | 34226 | 35122 |
|  | Establishments with sales of $\ldots \ldots$ |  | 221336 | 36417 | 8456 | 1893 |  | 34226 |  |
|  | \$500,000 to \$999,999 ..... | 682 | 481539 | 70696 | 16166 | 3499 | 162752 | 74495 | 77009 |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 679 | 1072287 | 146164 | 32361 | 5722 | 332515 | 164981 | 169002 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 Establishments with sales of | 299 | 1041633 | 123225 | 27589 | 4072 | 283557 | 134575 | 145856 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 171 | 1188537 | 116747 | 25667 | 3482 | 271861 | 142955 | 154486 |
|  | Establishments with sales of $\$ 10,000,00$ to $\$ 24,999,999 . . .$. . | 125 | 1894271 | 184689 | 38211 | 4710 | 428557 | 213353 | 226251 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 49 | 3122801 | 251846 | 58129 | 6474 | 798778 | 418617 | 443078 |
|  | Establishments not operated for the entire year | 942 | 447161 | 27828 | 5283 | 1092 | 74650 | 12512 | 109019 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3248 | 34597404 | 729329 | 171128 | 20477 | 1467410 | 1511757 | 1586453 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 422 | WHOLESALE TRADE-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229902 | ```General merchandise (nondurable goods) whsle- Con.``` |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2367 | 34135776 | 696700 | 164983 | 19021 | 1402181 | 1503861 | 1460214 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 288 | 16764 | 5376 | 1300 | 394 | 8694 | 2229 | 2156 |
|  | Establishments with sales of \$100,000 to \$249,999 | 485 | 80081 | 18059 | 4041 | 999 | 33347 | 10633 | 10752 |
|  | Establishments with sales of \$250,000 to \$499,999 | 453 | 166282 | 25224 | 5832 | 1345 | 53899 | 20469 | 20834 |
|  | Establishments with sales of \$500,000 to \$999,999 | 406 | 286755 | 37821 | 8672 | 1776 | 78596 | 36632 | 38017 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 400 | 610775 | 66143 | 14388 | 2476 | 142437 | 68541 | 70802 |
|  | Establishments with sales of | 141 | 484664 | 46770 | 10162 | 1385 | 94199 | 42400 | 45541 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 81 | 553156 | 55783 | 12544 | 1738 | 105600 | 40636 | 42294 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 60 | 889583 | 75173 | 17163 | 2194 | 152092 | 78910 | 73479 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 53 | 31047716 | 366351 | 90881 | 6714 | 733317 | 1203411 | 1156339 |
|  | Establishments not operated for the entire year | 881 | 461628 | 32629 | 6145 | 1456 | 65229 | 7896 | 126239 |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 446 | 802397 | 77465 | 16774 | 2966 | 182076 | 91231 | 111979 |
|  | Establishments operated for the entire year | 351 | 726666 | 71582 | 16018 | 2831 | 167982 | 88843 | 88483 |
|  | Establishments with sales less than $\$ 100,000 .$ | 29 | 1665 | 458 | 106 | 46 | 777 | 337 | 299 |
|  | Establishments with sales of \$100,000 to \$249,999 | 60 | 10243 | 2405 | 569 | 152 | 4921 | 1372 | 1356 |
|  | Establishments with sales of | 60 | 1024 | 2405 | 569 | 152 | 4 | 1372 | 1356 |
|  | \$250,000 to $\$ 499,999 \ldots . . . . . . . .$. | 45 | 15725 | 2551 | 623 | 139 | 5598 | 2197 | 2090 |
|  | \$500,000 to \$999,999..... | 60 | 42354 | 5461 | 1108 | 241 | 11875 | 5828 | 5674 |
|  | \$1,000,000 to \$2,499,999. | 82 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 37 | 123490 | 10059 | 2062 | 266 | 23716 | 13204 | 14419 |
|  | Establishments with sales of |  | 123 | 10059 |  | 26 | 23716 | 13204 |  |
|  | \$5,000,000 to \$9,999,999 | 26 | 186350 | 15665 | 3493 | 491 | 37378 | 23154 | 21337 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 10 | 153329 | 7065 | 1600 | 202 | 18550 | 19282 | 20090 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 95 | 75731 | 5883 | 756 | 135 | 14094 | 2388 | 23496 |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 6490 | 15575806 | 1055525 | 233313 | 36350 | 2291078 | 1374646 | 1552966 |
|  | Establishments operated for the entire year | 4689 | 14610021 | 989657 | 223351 | 34245 | 2149022 | 1356865 | 1378906 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 509 | 29341 | 9022 | 2368 | 742 | 15408 | 2955 | 2968 |
|  | Establishments with sales of \$100,000 to \$249,999 | 826 | 139293 | 31495 | 7230 | 1755 | 61703 | 15248 | 15411 |
|  | Establishments with sales of \$250,000 to \$499,999 | 772 | 277140 | 45834 | 10266 | 2172 | 96630 | 32745 | 33198 |
|  | Establishments with sales of . ${ }^{\text {a }}$. |  |  | , 83 |  |  |  |  |  |
|  | $\$ 500,000$ to $\$ 999,999 \ldots . . . . . . . .$. | 826 | 583861 | 82270 | 18832 | 3980 | 176817 | 70295 | 73252 |
|  | \$1,000,000 to \$2,499,999 ....... | 809 | D | D | D | i | D | D | D |
|  | Establishments with sales of | 400 | 1404691 | 141226 | 31849 | 4821 | 300570 | 152423 | 156539 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 258 | 1851043 | 139016 | 29749 | 3976 | 296222 | 186021 | 193353 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 199 | 2928470 | 181316 | 40979 | 5880 | 358527 | 237063 | 253775 |
|  | Establishments with sales of \$25,000,000 or more | 90 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 1801 | 965785 | 65868 | 9962 | 2105 | 142056 | 17781 | 174060 |
|  | MERCHANT WHOLESALERS |  |  |  |  |  |  |  |  |
|  | All establishments ....... | r376 330 | '2 333131187 | r158 373291 | r36 705674 | r4 591092 | 329085927 | 214621484 | 230839579 |
|  |  |  | 2275866380 |  |  |  |  |  |  |
|  | year Establishments with sales less than | 329427 | 2275866380 | 154238135 | 35713893 | 4450584 | 320317158 | 211636258 | 222145781 |
|  | $\$ 100,000$ | 15843 | 956543 | 304882 | 75085 | 24531 | 536180 | 179599 | 184080 |
|  | E100,000 to \$249,999 ........... | 32886 | 5618628 | 1247854 | 295017 | 73710 | 2424779 | 726424 | 737155 |
|  | Establishments with sales of \$250,000 to $\$ 499,999 \ldots \ldots . . .$. | 41407 | 15075877 | 2821868 | 653267 | 136750 | 5644277 | 1889672 | 1930904 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42111 | Automobile \& other motor vehicle whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more .............. | 458 | 87485108 | 1453411 | 347962 | 33170 | 4337428 | 4860465 | 4957063 |
|  | Establishments not operated for the entire year. | 841 | 2497916 | 70460 | 17497 | 2713 | 207577 | 61689 | 244973 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Establishments operated for the entire year | 5813 | 111419906 | 3250179 | 759905 | 93467 | 7744632 | 8062174 | 8345328 |
|  | Establishments with sales less than \$100,000 | 217 | 13069 | 3861 | 928 | 305 | 6832 | 1969 | 1906 |
|  | \$100,000 to \$249,999 ........... | 445 | 76734 | 15797 | 3730 | 986 | 33057 | 11057 | 10841 |
|  | \$250,00 to \$499,999 ..... | 466 | 170090 | 24289 | 5465 | 1369 | 55948 | 24115 | 24371 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 642 | 464799 | 55332 | 13018 | 2726 | 123249 | 62470 | 62785 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 1,000,000 \text { to } \$ 2,499,999 \ldots \ldots \ldots \end{aligned}$ | 1130 | 1857596 | 170191 | 39551 | 7355 | 369035 | 239713 | 256119 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . . . . . . . | 837 | 2961236 | 235886 | 53667 | 8535 | 496675 | 471691 | 527227 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 801 | 5713452 | 410614 | 95129 | 13429 | 784249 | 816945 | 892635 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 817 | 12677822 | 880798 | 200455 | 25592 | 1538159 | 1573749 | 1612381 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 458 | 87485108 | 1453411 | 347962 | 33170 | 4337428 | 4860465 | 4957063 |
|  | Establishments not operated for the entire year | 841 | 2497916 | 70460 | 17497 | 2713 | 207577 | 61689 | 244973 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3331 | 79437563 | 911926 | 222524 | 25772 | 3707653 | 3709763 | 3981633 |
|  | Establishments operated for the entire year | 2823 | 77531973 | 885049 | 216205 | 24823 | 3575631 | 3690230 | 3870175 |
|  | Establishments with sales less than \$100,000 . . . . . . . . . . . . . . . . . . . . . | 150 | 8538 | 2740 | 669 | 216 | 4804 | 1213 | 1181 |
|  | Establishments with sales of \$100,000 to \$249,999 | 289 | 49660 | 10126 | 2428 | 669 | 22648 | 6422 | 6204 |
|  | Establishments with sales of \$250,000 to \$499,999 | 292 | 106020 | 14228 | 3267 | 877 | 35189 | 13320 |  |
|  | Establishments with sales of $\ldots$ | 292 | 106020 | 14228 | 3267 | 877 | 35189 | 13320 |  |
|  | \$500,000 to \$999,999 .......... | 382 | 276133 | 30162 | 7166 | 1586 | 73995 | 31116 | 31133 |
|  | \$1,000,000 to \$2,499,999. | 595 | 963543 | 68280 | 15712 | 3284 | 174037 | 94550 | 101759 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . .$. | 420 | 1474150 | 80261 | 18939 | 3172 | 206982 | 242195 | 289253 |
|  | Establishments with sales of |  | 147450 |  |  |  | 206982 | 242195 | 289253 |
|  | \$5,000,000 to \$9,999,999 | 320 | 2208708 | 86441 | 20658 | 3248 | 228311 | 285859 | 338670 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 229 | 3511298 | 104727 | 23153 | 3404 | 258605 | 231147 | 233984 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 146 | 68933923 | 488084 | 124213 | 8367 | 2571060 | 2784408 | 2854812 |
|  | Establishments not operated for the entire year . $\qquad$ | 508 | 1905590 | 26877 | 6319 | 949 | 132022 | 19533 | 111458 |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 347 | D | D | D | h | D | D | D |
|  | Establishments operated for the entire | 306 | D | D | D | h | D | D | D |
|  | year ${ }_{\text {Establishments with }}$ |  |  |  | D | h | D |  |  |
|  | \$100,000 ...................... | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . | 20 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 29 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  | D |  | D |
|  | \$500,000 to \$999,999 ............ | 39 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 50 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 48 | D | D | D | f | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 41 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 50 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\ldots$ |  |  | D | D | g | D |  |  |
|  | \$25,000,000 or more........... | 20 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 41 | D | D | D | c | D | D | D |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ..... | 428 | 7133116 | 216730 | 49437 | 6188 | 593040 | 535182 | 534493 |
|  | Establishments operated for the entire year | 372 | 7074574 | 214099 | 48791 | 6044 | 588089 | 533702 | 520794 |
|  | Establishments with sales less than $\$ 100,000$ | 14 | 925 | 254 | 52 | 22 | 446 | 221 | 175 |
|  | Establishments with sales of \$100,000 to \$249,999 | 43 | 7892 | 1599 | 401 | 86 | 2883 | 1226 | 1151 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 23 | 8310 | 1008 | 228 | 63 | 1934 | 1641 | 1737 |
|  | \$500,000 to \$999,999 .... | 45 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 78 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 44 | 153027 | 13350 | 2737 | 427 | 26332 | 16061 | 17403 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 44 | 322909 | 22059 | 5208 | 689 | 39677 | 36884 | 39146 |
|  | E10,000,000 to \$24,999,999 | 45 | 762149 | 44987 | 9746 | 1369 | 81346 | 92449 | 95413 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 36 | 5651733 | 116135 | 26298 | 2746 | 407540 | 360834 | 341092 |
|  | Establishments not operated for the entire year | 56 | 58542 | 2631 | 646 | 144 | 4951 | 1480 | 13699 |
| 4211104 | Medium truck \& tractor (14,001 lb to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 480 | D | D | D | i | D | D | D |
|  | Establishments operated for the entire year | 425 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 14 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots . . . .$. | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  | D | D | D | b |  |  |  |
|  | \$250,000 to \$499,999 ..... | 26 | D | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 ........... | 40 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 109 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 74 | D | D | D | g | D | D | D |
|  | Establishments with sales of |  |  |  |  | $g$ |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 69 | D | D | D | g | D | D | D |
|  | \$10,000,000 to \$24,999,999 ...... | 49 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 20 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 55 | D | D | D | c | D | D | D |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2068 | 22058292 | 1799190 | 415301 | 52127 | 2898790 | 3107815 | 3262391 |
|  | Establishments operated for the entire year | 1887 | 21661094 | 1768661 | 406890 | 50813 | 2850427 | 3078221 | 3171822 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 30 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 69 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  | D |  |  |  |  |
|  | \$250,000 to \$499,999 .......... | 96 | D | D | D | e | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 136 | 97415 | 13497 | 2988 | 568 | 25156 | 15837 | 16520 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 Establishments with sales of | 298 | 494927 | 59215 | 13587 | 2264 | 111340 | 83369 | 89166 |
|  | \$2,500,000 to \$4,999,999 ........ | 251 | 898701 | 98007 | 22241 | 3324 | 177337 | 147579 | 153880 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . .$. | 327 | 2379485 | 235516 | 53192 | 7333 | 398054 | 375540 | 388483 |
|  | Establishments with sales of $\cdots \cdots$ | 327 | 2379485 | 235516 |  |  | 398054 | 375540 |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 444 | 6928792 | 607349 | 140477 | 17478 | 979144 | 1040479 | 1058669 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 236 | 10812797 | 745960 | 172432 | 19399 | 1142364 | 1407027 | 1456542 |
|  | Establishments not operated for the entire year. $\qquad$ | 181 | 397198 | 30529 | 8411 | 1314 | 48363 | 29594 | 90569 |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |
|  | All establishments | '10 596 | '40 856802 | r3 428913 | r799 934 | '121 664 | 7054127 | 6453745 | 6743051 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211202 | Motor vehicle supplies \& new parts-jobbers-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4827 | 20378343 | 1554578 | 366138 | 55285 | 3162811 | 3161903 | 3241187 |
|  | Estabishments with sales less than | 273 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 597 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 822 | 299785 | 51922 | 12455 | 2797 | 101847 | 66736 | 67834 |
|  | Establishments with sales of $\ldots$. |  |  |  |  |  |  |  | 67834 |
|  | \$500,000 to \$999,999 ...... | 1095 | 791236 | 130085 | 31673 | 6309 | 252852 | 179031 | 185868 |
|  | \$1,000,000 to \$2,499,999 | 1113 | 1738800 | 265279 | 62080 | 11040 | 515938 | 368327 | 382190 |
|  | \$2,500,000 to \$4,999,999 . | 435 | D | D | D | i | D | D | D |
|  | \$5,000,000 to \$9,999,999 . | 220 | D | D | D | i | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999$ Establishments with sales of | 144 | D | D | D | i | D | D | D |
|  | \$25,000,000 or more. . . . . . | 128 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 905 | 382619 | 52118 | 11721 | 2439 | 104740 | 32250 | 113573 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 507 | 1070443 | 144518 | 34077 | 4376 | 251648 | 121008 | 134082 |
|  | Establishments operated for the entire year $\qquad$ | 440 | 1023586 | 137213 | 32364 | 4163 | 238005 | 118120 | 122412 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . .$ | 16 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 51 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 .... | 55 | 20315 | 3529 | 812 | 149 | 6693 | 2491 | 2701 |
|  | Establishments with sales of | 81 | 60895 | 8712 | 2060 | 344 | 17502 | 6536 | 6444 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ... | 116 | 187427 | 29708 | 6786 | 1057 | 52360 | 24663 | 25309 |
|  | \$2,500,000 to \$4,999,999. | 62 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 50 | D | D | D | g | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$ \$10,000,000 to \$24,999,999 $\ldots \ldots$. | 7 | D | D | D | c | D | D | D |
|  | \$25,000,000 or more. . . . . . . | 2 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 67 | 46857 | 7305 | 1713 | 213 | 13643 | 2888 | 11670 |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1738 | 6627456 | 566057 | 128741 | 18318 | 1148391 | 890895 | 958659 |
|  | Establishments operated for the entire year | 1550 | 6538130 | 557226 | 126395 | 17925 | 1128859 | 885714 | 931791 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . . }$ | 50 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 122 |  | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 195 | 72871 | 12377 | 2842 | 629 | 25603 | 9022 | 9562 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .......... | 208 | 154169 | 22910 | 5288 | 976 | 47034 | 19412 | 19358 |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 377 | 629532 | 85789 | 19105 | 3206 | 169514 | 85342 | 85682 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 288 | 982418 | 118562 | 27209 | 4040 | 227642 | 131567 | 135968 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 182 | 1226835 | 126629 | 28110 | 3761 | 248439 | 159068 | 165887 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 95 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 33 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 188 | 89326 | 8831 | 2346 | 393 | 19532 | 5181 | 26868 |
| 421130 | Tire \& tube whsleAll establishments |  |  |  |  |  |  |  |  |
|  |  | 1738 | 6627456 | 566057 | 128741 | 18318 | 1148391 | 890895 | 958659 |
|  | Establishments operated for the entire year Establishments with sales less than \$100,000 <br> Establishments with sales of \$100,000 to \$249,999 Establishments with sales of \$250,000 to \$499,999 | 1550 | 6538130 | 557226 | 126395 | 17925 | 1128859 | 885714 | 931791 |
|  |  | 50 | D | D | D | b | D | D | D |
|  |  |  |  | D | D | c | D | D |  |
|  |  | 122 | D | D | D | c | D | D | D |
|  |  | 195 | 72871 | 12377 | 2842 | 629 | 25603 | 9022 | 9562 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421130 | Tire \& tube whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$500,000 to \$999,999 | 208 | 154169 | 22910 | 5288 | 976 | 47034 | 19412 | 19358 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 377 | 629532 | 85789 | 19105 | 3206 | 169514 | 85342 | 85682 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 288 | 982418 | 118562 | 27209 | 4040 | 227642 | 131567 | 135968 |
|  | Es,000,000 to \$9,999,999. | 182 | 1226835 | 126629 | 28110 | 3761 | 248439 | 159068 | 165887 |
|  | \$10,000,000 to \$24,999,999 | 95 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 33 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 188 | 89326 | 8831 | 2346 | 393 | 19532 | 5181 | 26868 |
| 42114 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Establishments operated for the entire year | 6386 | 5067025 | 946289 | 221783 | 44373 | 1918247 | 717155 | 731489 |
|  | Establishments with sales less than | 810 | 51415 | 13420 | 3269 | 1289 | 26499 | 10751 | 10795 |
|  | Establishments with sales of $\$ 100000$ to $\$ 249999$ |  |  |  |  |  |  |  |  |
|  |  | 1517 | 258603 | 57221 | 13858 | 4158 | 123487 | 48632 | 49606 |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . .$ | 1505 | 541411 | 112344 | 27138 | 6708 | 240857 | 91266 | 94032 |
|  | Estab,000 to \$999,999..... | 1316 | 923295 | 191827 | 45414 | 9934 | 397152 | 142539 | 147864 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 922 | 1390232 | 277490 | 64719 | 11709 | 542828 | 186810 | 190917 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 |  | $713218$ | 140684 | 31333 | 5088 | 264386 | 73602 | 77094 |
|  | Establishments with sales of $\ldots \ldots$ | 211 | 713218 | 140684 | 31333 | 5088 | 264386 | 73602 | 77094 |
|  | \$5,000,000 to \$9,999,999 . | 62 | 404343 | 60513 | 14741 | 1979 | 120707 | 41005 | 42938 |
|  | Establishment | 37 | 548228 | 67453 | 15570 | 2385 | 148672 | 64649 | 73690 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 6 | 236280 | 25337 | 5741 | 1123 | 53659 | 57901 | 44553 |
|  | Establishments not operated for the entire year | 719 | 205082 | 25487 | 6363 | 1434 | 55612 | 27795 | 62656 |
| 421140 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Establishments operated for the entire year | 6386 | 5067025 | 946289 | 221783 | 44373 | 1918247 | 717155 | 731489 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 810 | 51415 | 13420 | 3269 | 1289 | 26499 | 10751 | 10795 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1517 | 258603 | 57221 | 13858 | 4158 | 123487 | 48632 | 49606 |
|  | Establishments with sales of $\ldots \ldots$ | 1517 | 258603 | 57221 | 13858 | 4158 | 123487 | 48632 | 49606 |
|  | \$250,000 to \$499,999 ..... | 1505 | 541411 | 112344 | 27138 | 6708 | 240857 | 91266 | 94032 |
|  | Estabishmente $\$ 50000$ to $\$ 999,999 \ldots . . . . . . . .$. | 1316 | 923295 | 191827 | 45414 | 9934 | 397152 | 142539 | 147864 |
|  | Establishments with sales of | 922 | 1390232 | 277490 | 64719 | 11709 | 542828 | 186810 | 190917 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 211 | 713218 | 140684 | 31333 | 5088 | 264386 | 73602 | 77094 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 62 | 404343 | 60513 | 14741 | 1979 | 120707 | 41005 | 42938 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 37 | 548228 | 67453 | 15570 | 2385 | 148672 | 64649 | 73690 |
|  | Establishments with sales of $\ldots \ldots$ | 37 |  |  | 15570 | 2385 |  |  | 73690 |
|  | \$25,000,000 or more............ | 6 | 236280 | 25337 | 5741 | 1123 | 53659 | 57901 | 44553 |
|  | Establishments not operated for the entire year $\qquad$ | 719 | 205082 | 25487 | 6363 | 1434 | 55612 | 27795 | 62656 |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 11912 | 38998409 | 4272437 | 971161 | 132093 | 9054605 | 4730169 | 5138286 |
|  | Establishments operated for the entire year | 10325 | 38009171 | 4168353 | 950209 | 128480 | 8830976 | 4685205 | 4910427 |
|  | Establishments with sales less than $\$ 100,000$ | 668 | $40688$ | 11552 | 2843 | 1066 | 20785 | 5629 | 5582 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1192 | 203016 | 46321 | 10954 | 2862 | 92003 | 29734 | 29901 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 1439 | 521301 | 98629 | 22574 | 5094 | 205997 | 78882 | 81489 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 1848 | 1333037 | 210020 | 48240 | 9258 | 444009 | 182779 | 188707 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 2184 | 3459858 | 480117 | 109086 | 17861 | 1024147 | 468777 | 487279 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 1242 | 4389163 | 553889 | 125541 | 18103 | 1155828 | 595499 | 618436 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212 | Furniture \& home furnishings whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$5,000,000 to \$9,999,999 Establishments with sales of \$10,000,000 to \$24,999,999 Establishments with sales of $\$ 25,000,000$ or more. | 889 610 253 | 6106619 9315073 12640416 | 697058 944489 1126278 | 158387 215060 257 524 | 20706 26296 27234 | 1452079 1955109 2481019 | 775044 1092458 1456403 | 803511 1172676 1522846 |
|  | Establishments not operated for the entire year $\qquad$ | 1587 | 989238 | 104084 | 20952 | 3613 | 223629 | 44964 | 227859 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 4880 | 17259071 | 1970278 | 447186 | 56493 | 3763785 | 1465326 | 1624613 |
|  | Establishments operated for the entire year | 4249 | 16812942 | 1919657 | 436275 | 54884 | 3664048 | 1449250 | 1531956 |
|  | Establishments with sales less than $\$ 100,000 .$ | 212 | 13551 | 4056 | 993 | 304 | 7009 | 1514 | 1514 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 462 | 78912 | 19164 | 4483 | 1011 | 36065 | 9896 | 10016 |
|  | Establishments with sales of \$250,000 to \$499,999 | 540 | 195245 | 37658 | 8600 | 1804 | 74759 | 23915 | 24612 |
|  | Establishments with sales of \$500,000 to \$999,999 | 741 | 536614 | 86667 | 19879 | 3619 | 174809 | 62504 | 64480 |
|  | \$1,000,000 to \$2,499,999 ....... | 950 | 1505127 | 211078 | 47910 | 7612 | 435597 | 169636 | 175433 |
|  | Establishments with sales of $\$ 2,500,00$ to $\$ 4,999,999$ | 568 | 2009641 | 262785 | 60447 | 8752 | 516837 | 228336 | 239191 |
|  | Establishments with sales of $\$ 5,000,00$ to $\$ 9,999,999$. | 400 | 2733620 | 333965 | 76408 | 9586 | 637970 | 278515 | 288810 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 257 | 3950421 | 418682 | 94215 | 11049 | 783336 | 322259 | 345703 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 119 | 5789811 | 545602 | 123340 | 11147 | 997666 | 352675 | 382197 |
|  | Establishments not operated for the entire year | 631 | 446129 | 50621 | 10911 | 1609 | 99737 | 16076 | 92657 |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4880 | 17259071 | 1970278 | 447186 | 56493 | 3763785 | 1465326 | 1624613 |
|  | Establishments operated for the entire year | 4249 | 16812942 | 1919657 | 436275 | 54884 | 3664048 | 1449250 | 1531956 |
|  | Establishments with sales less than <br> \$100,000 | 212 | 13551 | 4056 | 993 | 304 | 7009 | 1514 | 1514 |
|  | Establishments with sales of \$100,000 to \$249,999 | 462 | 78912 | 19164 | 4483 | 1011 | 36065 | 9896 | 10016 |
|  | Establishments with sales of \$250,000 to \$499,999 | 540 | 195245 | 37658 | 8600 | 1804 | 74759 | 23915 | 24612 |
|  | Establishments with sales of \$500,000 to \$999,999 | 741 | 536614 | 86667 | 19879 | 3619 | 174809 | 62504 | 64480 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 950 | 1505127 | 211078 | 47910 | 7612 | 435597 | 169636 | 175433 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 568 | 2009641 | 262785 | 60447 | 8752 | 516837 | 228336 | 239191 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 400 | 2733620 | 333965 | 76408 | 9586 | 637970 | 278515 | 288810 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 257 | 3950421 | 418682 | 94215 | 11049 | 783336 | 322259 | 345703 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 119 | 5789811 | 545602 | 123340 | 11147 | 997666 | 352675 | 382197 |
|  | Establishments not operated for the entire year $\qquad$ | 631 | 446129 | 50621 | 10911 | 1609 | 99737 | 16076 | 92657 |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2275 | 5670483 | 524847 | 123314 | 19322 | 1206312 | 772059 | 847641 |
|  | Establishments operated for the entire year | 1942 | 5510008 | 512164 | 120552 | 18780 | 1175472 | 763775 | 797363 |
|  | Establishments with sales less than | 124 | 7655 | 2253 | 534 | 182 | 4093 | 1101 | 1090 |
|  | Establishments with sales of \$100,000 to \$249,999 .......... . . . . | 256 | 43672 | 10954 | 2560 | 575 | 21393 | 6733 | 6738 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 267 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 354 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 449 | 700815 | 84681 | 18849 | 3382 | 199832 | 112673 | 118099 |
|  | Establishments with sales of $\cdots \cdots$ |  |  | 84681 |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ... | 234 | 816323 | 92505 | 21359 | 3522 | 202533 | 137572 | 143688 |
|  | Establishments with sales of | 152 | 1037484 | 98578 | 22950 | 3338 | 223462 | 154278 | 156506 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000 ~ t o ~ \$ 24,999,999 ~ . ~ . ~ . ~ . ~$ | 79 | 1251060 | 95746 | 23143 | 3265 | 221234 | 154799 | 169074 |
|  | $\$ 25,000,000$ or more . $\qquad$ | 27 | 1301830 | 72743 | 18576 | 1993 | 181812 | 136934 | 141268 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS— Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212101 | Household \& lawn furniture whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 333 | 160475 | 12683 | 2762 | 542 | 30840 | 8284 | 50278 |
| 4212102 | Office \& business furniture whsle <br> All establishments $\qquad$ | 2605 | 11588588 | 1445431 | 323872 | 37171 | 2557473 | 693267 | 776972 |
|  | Establishments operated for the entire year | 2307 | 11302934 | 1407493 | 315723 | 36104 | 2488576 | 685475 | 734593 |
|  | Establishments with sales less than $\$ 100,000$ | 88 | 5896 | 1803 | 459 | 122 | 2916 | 413 | 424 |
|  | Establishments with sales of \$100,000 to \$249,999 | 206 | 35240 | 8210 | 1923 | 436 | 14672 | 3163 | 3278 |
|  | \$250,000 to \$499,999 ..... | 273 | D | D | D | f | D | D | D |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 500,000 \text { to } \$ 999,999 \text {..... } \end{aligned}$ | 387 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999 \text {. }$ | 501 | 804312 | 126397 | 29061 | 4230 | 235765 | 56963 | 57334 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . | 334 | 1193318 | 170280 | 39088 | 5230 | 314304 | 90764 | 95503 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 248 | 1696136 | 235387 | 53458 | 6248 | 414508 | 124237 | 132304 |
|  | \$10,000,000 to \$24,999,999 | 178 | 2699361 | 322936 | 71072 | 7784 | 562102 | 167460 | 176629 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 92 | 4487981 | 472859 | 104764 | 9154 | 815854 | 215741 | 240929 |
|  | Establishments not operated for the entire year | 298 | 285654 | 37938 | 8149 | 1067 | 68897 | 7792 | 42379 |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7032 | 21739338 | 2302159 | 523975 | 75600 | 5290820 | 3264843 | 3513673 |
|  | Establishments operated for the entire year | 6076 | 21196229 | 2248696 | 513934 | 73596 | 5166928 | 3235955 | 3378471 |
|  | Establishments with sales less than $\$ 100,000$ | 456 | 27137 | 7496 | 1850 | 762 | 13776 | 4115 | 4068 |
|  | Establishments with sales of \$100,000 to \$249,999 | 730 | 124104 | 27157 | 6471 | 1851 | 55938 | 19838 | 19885 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . .$ <br> Establishments with sales of | 899 | 326056 | 60971 | 13974 | 3290 | 131238 | 54967 | 56877 |
|  | \$500,000 to \$999,999..... | 1107 | 796423 | 123353 | 28361 | 5639 | 269200 | 120275 | 124227 |
|  | Establishments with sales of $\$ 1,000,000$ to 2 , | 1234 | 1954731 | 269039 | 61176 | 10249 | 588550 | 299141 | 311846 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 674 | 2379522 | 291104 | 65094 | 9351 | 638991 | 367163 | 379245 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 489 | 3372999 | 363093 | 81979 | 11120 | 814109 | 496529 | 514701 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 353 | 5364652 | 525807 | 120845 | 15247 | 1171773 | 770199 | 826973 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 134 | 6850605 | 580676 | 134184 | 16087 | 1483353 | 1103728 | 1140649 |
|  | Establishments not operated for the entire year | 956 | 543109 | 53463 | 10041 | 2004 | 123892 | 28888 | 135202 |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7032 | 21739338 | 2302159 | 523975 | 75600 | 5290820 | 3264843 | 3513673 |
|  | Establishments operated for the entire year | 6076 | 21196229 | 2248696 | 513934 | 73596 | 5166928 | 3235955 | 3378471 |
|  | Establishments with sales less than \$100,000 | 456 | 27137 | 7496 | 1850 | 762 | 13776 | 4115 | 4068 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 730 | 124104 | 27157 | 6471 | 1851 | 55938 | 19838 | 19885 |
|  | Establishments with sales of \$250,000 to \$499,999 | 899 | 326056 | 60971 | 13974 | 3290 | 131238 | 54967 | 56877 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 1107 | 796423 | 123353 | 28361 | 5639 | 269200 | 120275 | 124227 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1234 | 1954731 | 269039 | 61176 | 10249 | 588550 | 299141 | 311846 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 674 | 2379522 | 291104 | 65094 | 9351 | 638991 | 367163 | 379245 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 489 | 3372999 | 363093 | 81979 | 11120 | 814109 | 496529 | 514701 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 353 | 5364652 | 525807 | 120845 | 15247 | 1171773 | 770199 | 826973 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more. .... | 134 | 6850605 | 580676 | 134184 | 16087 | 1483353 | 1103728 | 1140649 |
|  | Establishments not operated for the entire year $\qquad$ | 956 | 543109 | 53463 | 10041 | 2004 | 123892 | 28888 | 135202 |

[^11]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 1039 | 3796559 | 377858 | 84585 | 12020 | 975373 | 742824 | 765646 |
|  | Establishments operated for the entire year | 901 | 3730292 | 372567 | 83573 | 11827 | 962417 | 736264 | 745188 |
|  | Establishments with sales less than \$100,000 | 74 | 4237 | 1162 | 302 | 151 | 2182 | 720 | 704 |
|  | Establishments with sales of $\$ 100,000$ to \$249,999 | 125 | 21028 | 4658 | 1160 | 342 | 10127 | 4245 | 4210 |
|  | \$250,000 to \$499,999 ..... | 129 | 46965 | 8808 | 2052 | 465 | 20738 | 9238 | 9480 |
|  | Establishments with sales of <br> \$500,000 to \$999,999 ............. . | 162 | 117375 | 16310 | 3752 | 784 | 40492 | 22751 | 23228 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 156 | 239841 | 29208 | 6496 | 1166 | 74306 | 44605 | 45461 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 104 | 367925 | 38126 | 8162 | 1192 | 101501 | 75911 | 79072 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 61 | 419781 | 42545 | 9706 | 1477 | 115949 | 73902 | 74123 |
|  | \$10,000,000 to \$24,999,999 | 56 | 835662 | 78303 | 18370 | 2137 | 208006 | 173985 | 179867 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 34 | 1677478 | 153447 | 33573 | 4113 | 389116 | 330907 | 329043 |
|  | Establishments not operated for the entire year . | 138 | 66267 | 5291 | 1012 | 193 | 12956 | 6560 | 20458 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1532 | 4438939 | 448387 | 103114 | 15921 | 957461 | 570809 | 622187 |
|  | Establishments operated for the entire year | 1340 | 4340441 | 441315 | 101601 | 15519 | 940649 | 568084 | 602273 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . .$. | 132 | 7776 | 2242 | 526 | 227 | 4172 | 820 | 841 |
|  | Establishments with sales of \$100,000 to \$249,999 | 204 | 33961 | 8145 | 1937 | 557 | 15708 | 4105 | 4089 |
|  | Establishments with sales of \$250,000 to \$499,999 | 226 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 239 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 244 | 381676 | 60931 | 14207 | 2445 | 123804 | 47466 | 50085 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 112 | 397552 | 56502 | 11842 | 1782 | 116710 | 55272 | 56441 |
|  | \$5,000,000 to \$9,999,999 | 83 | 573909 | 59375 | 13267 | 1924 | 127753 | 80465 | 81466 |
|  |  | 65 | 984923 | 73039 | 16595 | 2517 | 171788 | 119656 | 134312 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 35 | 1707837 | 131512 | 31827 | 3641 | 280526 | 228080 | 242831 |
|  | Establishments not operated for the entire year. $\qquad$ | 192 | 98498 | 7072 | 1513 | 402 | 16812 | 2725 | 19914 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2270 | 7941902 | 862372 | 197779 | 25505 | 1753939 | 1044359 | 1447472 |
|  | Establishments operated for the entire year | 1970 | D | D | D | j | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . .$. | 87 | 5457 | 1483 | 377 | 115 | 2552 | 834 | 856 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 123 | 21463 | 4393 | 1002 | 272 | 8443 | 3130 | 2950 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 218 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 367 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 463 | 747027 | 90296 | 20666 | 3128 | 194333 | 103528 | 108072 |
|  | Establishments with sales of \$2 500 , 000 to $\$ 4999999$ | 291 | 1029683 | 117562 | 26997 | 3546 | 240853 | 146764 | 148036 |
|  | Establishments with sales of |  | 1029683 | 117562 | 26997 | 3546 | 240853 |  | 148036 |
|  | \$5,000,000 to \$9,999,999... | 222 | 1539313 | 160953 | 36105 | 4389 | 335363 | 200375 | 211949 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 161 | 2487335 | 270800 | 63321 | 7639 | 527423 | 321249 |  |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 38 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 300 | D | D | D | f | D | D | D |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2191 | 5561938 | 613542 | 138497 | 22154 | 1604047 | 906851 | 978368 |

[^12]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS— Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212204 | Other home furnishings whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1865 | D | D | D | j | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . }$ | 163 | 9667 | 2609 | 645 | 269 | 4870 | 1741 | 1667 |
|  | Establishments with sales of \$100,000 to \$249,999 | 278 | 47652 | 9961 | 2372 | 680 | 21660 | 8358 | 8636 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 326 | 118007 | 20850 | 4743 | 1138 | 48001 | 23174 | 23891 |
|  | Estabishments with sales of | 339 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$. | 371 | 586187 | 88604 | 19807 | 3510 | 196107 | 103542 | 108228 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 167 | 584362 | 78914 | 18093 | 2831 | 179927 | 89216 | 95696 |
|  | E5,000,000 to \$9,999,999 . | 123 | 839996 | 100220 | 22901 | 3330 | 235044 | 141787 | 147163 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 71 | 1056732 | 103665 | 22559 | 2954 | 264556 | 155309 | 174688 |
|  | \$25,000,000 or more...... | 27 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 326 | D | D | D | f | D | D | D |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11142 | 61302570 | 4167547 | 968604 | 125574 | 8236772 | 5224999 | 5555412 |
|  | Establishments operated for the entire year | 9440 | 60130370 | 4068766 | 945675 | 122036 | 8037322 | 5159746 | 5379377 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 372 | 22613 | 6953 | 1652 | 589 | 11757 | 2378 | 2342 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ............ | 848 | 144234 | 33899 | 7861 | 1927 | 62762 | 14219 | 14666 |
|  | Establishments with sales of \$250,000 to \$499,999 ...... | 1089 | 398352 | 77604 | 17655 | 3848 | 150563 | 41353 | 42341 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 1308 | 942741 | 153802 | 34140 | 6743 | 302600 | 96109 | 98806 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 1995 | 3225870 | 413275 | 92208 | 15427 | 828284 | 346244 | 358709 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1351 | 4779473 | 511138 | 116294 | 16283 | 1029842 | 534362 | 536985 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1042 | 7354829 | 696909 | 156673 | 21215 | 1408154 | 838238 | 864152 |
|  | Establishments with sales of |  |  |  |  |  | 1 |  |  |
|  | \$10,000,000 to \$24,999,999 | 963 | 14830278 | 1069131 | 242854 | 29135 | 2075584 | 1466304 | 1519950 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 472 | 28431980 | 1106055 | 276338 | 26869 | 2167776 | 1820539 | 1941426 |
|  | Establishments not operated for the entire year............................ | 1702 | 1172200 | 98781 | 22929 | 3538 | 199450 | 65253 | 176035 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5636 | 46426349 | 2598366 | 618903 | 75730 | 5000401 | 3784463 | 4003845 |
|  | Establishments operated for the entire year | 4930 | 45844641 | 2556916 | 608590 | 74140 | 4920639 | 3746303 | 3921792 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 168 | 10024 | 3341 | 784 | 280 | 5308 | 994 | 947 |
|  | Establishments with sales of \$100,000 to \$249,999 | 330 |  |  |  |  | 24228 |  |  |
|  |  | 330 | 57398 | 13402 | 3197 | 791 | 24228 | 5010 | 5565 |
|  | \$250,000 to \$499,999 ............ | 465 | 171397 | 33424 | 7774 | 1758 | 62325 | 15898 | 16364 |
|  | Establishments with sales of \$500,000 to \$999,999 | 555 | 400298 | 61105 | 13743 | 2941 | 117374 | 40492 | 41972 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 Establishments with sales of | 924 | 1499279 | 182782 | 41182 | 7073 | 354593 | 151404 | 157436 |
|  | \$2,500,000 to \$4,999,999 ....... | 713 | 2527743 | 240152 | 54792 | 7951 | 471930 | 257762 | 257731 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 655 | D | D | D | j | D | D | D |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  | D |  | j |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 722 | D | D | D | j | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 398 | 25201148 | 873330 | 224173 | 20492 | 1680083 | 1608680 | 1719982 |
|  | Establishments not operated for the entire year. $\qquad$ | 706 | 581708 | 41450 | 10313 | 1590 | 79762 | 38160 | 82053 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5636 | 46426349 | 2598366 | 618903 | 75730 | 5000401 | 3784463 | 4003845 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4930 | 45844641 | 2556916 | 608590 | 74140 | 4920639 | 3746303 | 3921792 |
|  | Establishments with sales less than \$100,000. | 168 | 10024 | 3341 | 784 | 280 | 5308 | 994 | 947 |
|  | Establishments with sales of \$100,000 to \$249,999 | 330 | 57398 | 13402 | 3197 | 791 | 24228 | 5010 | 5565 |
|  | Establishments with sales of \$250,000 to \$499,999 | 465 | 171397 | 33424 | 7774 | 1758 | 62325 | 15898 | 16364 |
|  | Establishments with sales of \$500,000 to \$999,999 | 555 | 400298 | 61105 | 13743 | 2941 | 117374 | 40492 | 41972 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 924 | 1499279 | 182782 | 41182 | 7073 | 354593 | 151404 | 157436 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 713 | 2527743 | 240152 | 54792 | 7951 | 471930 | 257762 | 257731 |
|  | Establishments with sales of $\ldots \ldots .$. |  |  |  |  |  |  | 257762 |  |
|  | \$5,000,000 to \$9,999,999. | 655 | D | D | D | j | D | D | D |
|  | \$10,000,000 to \$24,999,999 | 722 | D | D | D | j | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 398 | 25201148 | 873330 | 224173 | 20492 | 1680083 | 1608680 | 1719982 |
|  | Establishments not operated for the entire year $\qquad$ | 706 | 581708 | 41450 | 10313 | 1590 | 79762 | 38160 | 82053 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 1425 | 13795098 | 440679 | 111306 | 11000 | 809598 | 569650 | 593504 |
|  | Establishments operated for the entire year | 1265 | D | D | D | j | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 54 | 3237 | 1025 | 243 | 93 | 1662 | 140 | 150 |
|  | Establishments with sales of \$100,000 to \$249,999 | 111 | 19056 | 4445 | 1083 | 266 | 8255 | 1066 | 1072 |
|  | Establishments with sales of $\ldots \ldots$ | 11 | 10 | 4445 | 1083 | 266 | 8255 | 1066 | 1 |
|  | \$250,000 to \$499,999..... | 126 | 46509 | 7684 | 1815 | 451 | 15706 | 1405 | 1511 |
|  | \$500,000 to \$999,999 ...... | 139 | 100221 | 13179 | 2931 | 655 | 25663 | 4669 | 4960 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 224 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 201 | 708984 | 43141 | 10158 | 1348 | 90915 | 34377 | 31596 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 150 | 1050051 | 56462 | 13034 | 1540 | 113047 | 57063 | 54249 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 166 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 94 | 8835362 | 159805 | 44923 | 2671 | 273049 | 289865 | 313032 |
|  | Establishments not operated for the entire year | 160 | D | D | D | e | D | D | D |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1499 | 13188854 | 780649 | 176782 | 24380 | 1583785 | 1408289 | 1522629 |
|  | Establishments operated for the entire year | 1338 | D | D | D | j | D | D | D |
|  | Establishments with sales less than | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 63 | 11003 | 2354 | 591 | 166 | 4174 | 1514 | 1921 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 74 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 111 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 256 | D | D | D |  |  |  |  |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$. | 256 |  |  | D | g | D | D | D |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 203 | D | D | D | h | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 220 | D | D | D | h | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 250 | 3941169 | 258738 | 57343 | 7343 | 505266 | 459145 | 492713 |
|  | Establishments with sales of . . . . . |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more...... | 133 | 6243669 | 240213 | 56489 | 6236 | 505533 | 542652 | 582956 |
|  | Establishments not operated for the entire year $\qquad$ | 161 | D | D | D | e | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 2712 | 19442397 | 1377038 | 330815 | 40350 | 2607018 | 1806524 | 1887712 |
|  | Establishments operated for the entire year | 2327 | D | D | D | k | D | D | D |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . . .$. | 86 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 100.000$ to $\$ 249.999 \ldots . . . . .$. | 156 | 27339 |  | 1523 | 359 | 11799 | 2430 |  |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$. |  | 27339 |  |  | 359 |  |  |  |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots$ | 265 |  |  |  |  |  |  | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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Table 1. Sales Size of Establishments: 1997-Con.
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| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS - <br> Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214 | Professional \& commercial equipment \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | All establishments | 38366 | 237178097 | 21339923 | 4950844 | '532 717 | 40976760 | 18662447 | 20505089 |
|  | Establishments operated for the entire year | 33421 | 229934856 | 20675139 | 4784182 | 515307 | 39693464 | 18439867 | 19733504 |
|  | Establishments with sales less than $\$ 100,000 .$ | 1721 | 104763 | 33394 | 8236 | 2506 | 57517 | 35253 | 40203 |
|  | Establishments with sales of \$100,000 to \$249,999 | 3768 | 641697 | 168109 | 39912 | 8187 | 302660 | 64632 | 65010 |
|  | Establishments with sales of \$250,000 to \$499,999 | 4646 | 1682471 | 393223 | 91032 | 15891 | 715306 | 172274 | 176137 |
|  | Establishments with sales of \$500,000 to \$999,999 | 5532 | 3959657 | 821734 | 190107 | 28752 | 1503751 | 371620 | 379281 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . Establishments with sales of | 7215 | 11520438 | 2158846 | 492553 | 65256 | 3905617 | 1084832 | 1127784 |
|  | \$2,500,000 to \$4,999,999. | 4078 | 14321114 | 2345189 | 535498 | 63198 | 4194344 | 1295650 | 1347651 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 2884 | 20073717 | 2992811 | 681859 | 72537 | 5306204 | 1823496 | 1949751 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 2125 | 32597435 | 3911844 | 896510 | 89480 | 7046650 | 2813954 | 3003813 |
|  | Estab,000,000 or more....... | 1452 | 145033564 | 7849989 | 1848475 | 169500 | 16661415 | 10778156 | 11643874 |
|  | Establishments not operated for the entire year | 4945 | 7243241 | 664784 | 166662 | 17410 | 1283296 | 222580 | 771585 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1207 | 8347662 | 656569 | 148769 | 16320 | 1601725 | 898918 | 920883 |
|  | Establishments operated for the entire year | 1084 | 8246570 | 644835 | 146307 | 15964 | 1580130 | 894315 | 897182 |
|  | Establishments with sales less than \$100,000 | 42 | 2736 | 796 | 205 | 66 | 1414 | 319 | 291 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999........... | 88 | 14902 | 3819 | 891 | 201 | 6725 | 1446 | 1463 |
|  | \$250,000 to \$499,999 .... | 131 | 48090 | 9663 | 2110 | 411 | 19121 | 5957 | 6462 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 156 | 113138 | 19959 | 4563 | 768 | 41073 | 12226 | 12348 |
|  | Establishments with sales of |  |  |  |  | 1997 |  |  |  |
|  | Establishments with sales of $\ldots$. ${ }^{\text {a }}$. | 237 | 388029 | 62539 | 14098 | 1997 | 124360 | 51527 | 54843 |
|  | \$2,500,000 to \$4,999,999. | 132 | 471977 | 64238 | 14373 | 1840 | 123017 | 56484 | 58241 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 5,000,000 \text { to } \$ 9,999,999 \text {. } \end{aligned}$ | 123 | 894556 | 107396 | 24236 | 2682 | 211286 | 114948 | 118113 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 104 | 1602866 | 143448 | 33160 | 3364 | 275063 | 186755 | 197220 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more...... | 71 | 4710276 | 232977 | 52671 | 4635 | 778071 | 464653 | 448201 |
|  | Establishments not operated for the entire year. | 123 | 101092 | 11734 | 2462 | 356 | 21595 | 4603 | 23701 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1207 | 8347662 | 656569 | 148769 | 16320 | 1601725 | 898918 | 920883 |
|  | Establishments operated for the entire year | 1084 | 8246570 | 644835 | 146307 | 15964 | 1580130 | 894315 | 897182 |
|  | Establishments with sales less than $\$ 100,000 .$ | 42 | 2736 | 796 | 205 | 66 | 1414 | 319 | 291 |
|  | Establishments with sales of \$100,000 to \$249,999 | 88 | 14902 | 3819 | 891 | 201 | 6725 | 1446 | 1463 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 131 | 48090 | 9663 | 2110 | 411 | 19121 | 5957 | 6462 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 156 | 113138 | 19959 | 4563 | 768 | 41073 | 12226 | 12348 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 237 | 388029 | 62539 | 14098 | 1997 | 124360 | 51527 | 54843 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... Establishments with sales of | 132 | 471977 | 64238 | 14373 | 1840 | 123017 | 56484 | 58241 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 123 | 894556 | 107396 | 24236 | 2682 | 211286 | 114948 | 118113 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 104 |  |  |  |  |  |  |  |
|  | Establishments with sales of . . . . | 104 | 1602866 | 143448 | 33160 | 3364 | 275063 | 186755 | 197220 |
|  | $\$ 25,000,000$ or more...... | 71 | 4710276 | 232977 | 52671 | 4635 | 778071 | 464653 | 448201 |
|  | Establishments not operated for the entire year $\qquad$ | 123 | 101092 | 11734 | 2462 | 356 | 21595 | 4603 | 23701 |
| 42142 | Office equipment whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | r6 291 | '24 496462 | '3 709687 | '865 277 | '110 654 | 6786849 | 2182436 | 2289966 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
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| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421430 | Computer \& computer peripheral equipment \& software whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 1898 | 1363826 | 286404 | 66319 | 8567 | 498827 | 84864 | 86084 |
|  | \$1,000,000 to \$2,499,999 ....... | 2560 | 4135116 | 741133 | 165938 | 18703 | 1286946 | 261388 | 269209 |
|  | Establishments with sales of $\$ 2,500000$ to \$4,999,999 | 1611 | 5707030 | 834621 | 189408 | 19873 | 1464103 | 349907 | 350391 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1213 | 8501947 | 1106597 | 245602 | 23589 | 1904882 | 555124 | 580506 |
|  | Estabishments with sales of | 1051 | 16302110 | 1643136 | 369803 | 35195 | 2899671 | 968170 | 1032595 |
|  | Establishments with sales of \$25,000,000 or more. ..... | 865 | 99964831 | 4386298 | 1021183 | 87922 | 8611045 | 6521483 | 7291120 |
|  | Establishments not operated for the entire year $\qquad$ | 2203 | 5337940 | 414377 | 97582 | 8711 | 788403 | 102230 | 432929 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11806 | 131914692 | 7857231 | 1794896 | 176584 | 14678915 | 8534297 | 9671282 |
|  | Establishments operated for the entire year | 10059 | 126876000 | 7506477 | 1711515 | 169308 | 14006672 | 8434864 | 9271209 |
|  | Establishments with sales less than \$100,000 | 347 | 19956 | 7825 | 1919 | 569 | 12754 | 15992 | 12682 |
|  | Establishments with sales of \$100,000 to \$249,999 ............. . . | 788 | 133747 | 35544 | 8794 | 1620 | 60631 | 10973 | 10943 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1105 | 403617 | 97069 | 22521 | 3703 | 165662 | 40795 | 40782 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1504 | 1082467 | 200512 | 46533 | 6498 | 356292 | 74830 | 75331 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ... | 2091 | 3388897 | 525568 | 118591 | 14487 | 923862 | 236133 | 242606 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1391 | 4933953 | 630658 | 142751 | 15935 | 1119294 | 322393 | 322789 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1054 | 7429728 | 845074 | 185474 | 19050 | 1464561 | 515619 | 538310 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 969 | 15077252 | 1353834 | 303762 | 29391 | 2406168 | 923228 | 985857 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 810 | 94406383 | 3810393 | 881170 | 78055 | 7497448 | 6294901 | 7041909 |
|  | Establishments not operated for the entire year $\qquad$ | 1747 | 5038692 | 350754 | 83381 | 7276 | 672243 | 99433 | 400073 |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |
|  | All establishments | 4861 | 83034207 | 3215540 | 782321 | 77346 | 6840403 | 6008852 | 6837354 |
|  | Establishments operated for the entire year | 4098 | 79908365 | 3078336 | 745911 | 73852 | 6546354 | 5930420 | 6585482 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 122 | 7054 | 3783 | 867 | 231 | 6260 | 14881 | 11562 |
|  | Establishments with sales of \$100,000 to \$249,999 | 253 | 42760 | 10912 | 2830 | 530 | 19897 | 5164 | 5182 |
|  | Establishments with sales of \$250,000 to \$499,999 | 413 | 151271 | 31500 | 7809 | 1192 | 58385 | 15838 | 15788 |
|  | Establishments with sales of | 4 | 151 |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 540 | 396997 | 63268 | 15272 | 2200 | 118725 | 32102 | 33147 |
|  | \$1,000,000 to \$2,499,999 ....... | 808 | 1308268 | 165074 | 37132 | 4880 | 313931 | 105019 | 110878 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 605 | 2143902 | 216814 | 49277 | 5868 | 418979 | 155211 | 157964 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 450 | 3139721 | 280114 | 61295 | 6632 | 532411 | 243151 | 260941 |
|  | Establishments with sales of .... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 .... | 471 | 7271653 | 487002 | 115724 | 12151 | 971741 | 504969 | 563026 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 436 | 65446739 | 1819869 | 455705 | 40168 | 4106025 | 4854085 | 5426994 |
|  | Establishments not operated for the entire year | 763 | 3125842 | 137204 | 36410 | 3494 | 294049 | 78432 | 251872 |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |
|  | All establishments ... | 6945 | 48880485 | 4641691 | 1012575 | 99238 | 7838512 | 2525445 | 2833928 |
|  | Establishments operated for the entire year | 5961 | 46967635 | 4428141 | 965604 | 95456 | 7460318 | 2504444 | 2685727 |
|  | Establishments with sales less than | 5 |  |  |  |  |  |  |  |
|  | ( \$100,000....................... | 225 | 12902 | 4042 | 1052 | 338 | 6494 | 1111 | 1120 |
|  | \$100,000 to \$249,999 ........... | 535 | 90987 | 24632 | 5964 | 1090 | 40734 | 5809 | 5761 |
|  | Establishments with sales of \$250,000 to \$499,999 | 692 | 252346 | 65569 | 14712 | 2511 | 107277 | 24957 | 24994 |
|  | Establishments with sales of \$500,000 to \$999,999 |  | 685470 | 137244 | 31261 |  | 237567 | 42728 | 42184 |

See footnotes at end of table.

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 see Appendix C]


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 see Appendix C]


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 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsleCon. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 273 | 18310825 | 1399067 | 347258 | 28515 | 2989531 | 1873413 | 1937115 |
|  | Establishments not operated for the entire year . $\qquad$ | 1152 | 1104813 | 127324 | 34607 | 3685 | 267262 | 73648 | 183125 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 7850 | 35599345 | 3918018 | 932702 | 93520 | 7816953 | 3699838 | 3994021 |
|  | Establishments operated for the entire year | 6698 | 34494532 | 3790694 | 898095 | 89835 | 7549691 | 3626190 | 3810896 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . .$. | 407 | 24897 | 7962 | 1992 | 565 | 14003 | 12914 | 21349 |
|  | Establishments with sales of \$100,000 to \$249,999 | 899 | 153227 | 39461 | 9236 | 1777 | 72580 | 17043 | 17213 |
|  | Establishments with sales of \$250,000 to \$499,999 | 958 | 344784 | 75658 | 17293 | 2811 | 145773 | 36456 | 37340 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1038 | 737313 | 144730 | 32408 | 4590 | 278291 | 73946 | 77367 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1402 | 2217035 | 383589 | 86262 | 11271 | 744985 | 228598 | 237538 |
|  | Establishments with sales of | 753 | 2641194 | 413399 | 91424 | 10383 | 786450 | 283369 | 303218 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 569 | 3966916 | 556383 | 129802 | 13516 | 1056517 | 424606 | 468776 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 399 | 6098341 | 770445 | 182420 | 16407 | 1461561 | 675845 | 710980 |
|  | Establishments with sales of $\$ 25,000,000$ or more . ............. | 273 | 18310825 | 1399067 | 347258 | 28515 | 2989531 | 1873413 | 1937115 |
|  | Establishments not operated for the entire year . | 1152 | 1104813 | 127324 | 34607 | 3685 | 267262 | 73648 | 183125 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments. | 6859 | 31745475 | 3363241 | 805891 | 79839 | 6757373 | 3269780 | 3522027 |
|  | Establishments operated for the entire year | 5802 | 30679467 | 3240772 | 772479 | 76278 | 6501205 | 3197666 | 3344005 |
|  | Establishments with sales less than \$100,000 | 349 | 21441 | 6947 | 1752 | 485 | 12228 | 12431 | 20865 |
|  | Establishments with sales of \$100,000 to \$249,999. | 784 | 133959 | 34421 | 8013 | 1517 | 63337 | 14988 | 15074 |
|  | Establishments with sales of \$250,000 to \$499,999 | 855 | 307591 | 68034 | 15407 | 2469 | 130289 | 32378 | 33306 |
|  | Establishments with sales of \$500,000 to \$999,999 | 933 | 661699 | 132587 | 29758 | 4126 | 253829 | 66493 | 69682 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1201 | 1896117 | 330593 | 74492 | 9757 | 638451 | 183979 | 191408 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 $\ldots \ldots \ldots$ Establishments with sales of | 628 | 2197826 | 345639 | 75776 | 8641 | 654969 | 239142 | 255067 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 469 | 3276994 | 449363 | 106022 | 11008 | 855425 | 355234 | 390386 |
|  | Establishments with sales of | 328 | 5032750 | 612046 | 145353 | 12927 | 1169208 | 562933 | 585183 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 255 | 17151090 | 1261142 | 315906 | 25348 | 2723469 | 1730088 | 1783034 |
|  | Establishments not operated for the entire year $\qquad$ | 1057 | 1066008 | 122469 | 33412 | 3561 | 256168 | 72114 | 178022 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 991 | 3853870 | 554777 | 126811 | 13681 | 1059580 | 430058 | 471994 |
|  | Establishments operated for the entire year | 896 | 3815065 | 549922 | 125616 | 13557 | 1048486 | 428524 | 466891 |
|  | Establishments with sales less than \$100,000 | 58 | 3456 | 1015 | 240 | 80 | 1775 | 483 | 484 |
|  | Establishments with sales of \$100,000 to \$249,999 | 115 | 19268 | 5040 | 1223 | 260 | 9243 | 2055 | 2139 |
|  | Establishments with sales of \$250,000 to \$499,999 | 103 | 37193 | 7624 | 1886 | 342 | 15484 | 4078 | 4034 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .......... | 105 | 75614 | 12143 | 2650 | 464 | 24462 | 7453 | 7685 |
|  | \$1,000,000 to \$2,499,999. | 201 | 320918 | 52996 | 11770 | 1514 | 106534 | 44619 | 46130 |
|  |  | 125 | 443368 | 67760 | 15648 | 1742 | 131481 | 44227 | 48151 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 100 | 689922 | 107020 | 23780 | 2508 | 201092 | 69372 | 78390 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 71 | 1065591 | 158399 | 37067 | 3480 | 292353 | 112912 | 125797 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 18 | 1159735 | 137925 | 31352 | 3167 | 266062 | 143325 | 154081 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS— Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214502 | Dental equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 95 | 38805 | 4855 | 1195 | 124 | 11094 | 1534 | 5103 |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1551 | 5713821 | 783497 | 184716 | 26022 | 1739475 | 714418 | 790403 |
|  | Establishments operated for the entire year | 1390 | 5590262 | 770708 | 181398 | 25548 | 1711221 | 705462 | 763693 |
|  | \$100,000 . . . . . . . . . . . . . . . . . | 103 | 6502 | 1926 | 450 | 136 | 3490 | 612 | 598 |
|  | Establishments with sales of \$100,000 to \$249,999 | 182 | 30504 | 7488 | 1736 | 396 | 14795 | 3670 | 3720 |
|  | Establishments with sales of \$250,000 to \$499,999 | 183 | 67224 | 14876 | 3592 | 733 | 28404 | 6852 | 7184 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .... | 235 | 170198 | 34528 | 8352 | 1567 | 69194 | 21252 | 21498 |
|  | \$1,000,000 to \$2,499,999. | 289 | 460124 | 89207 | 20031 | 3645 | 177131 | 53585 | 55125 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . | 169 | 592319 | 98473 | 23072 | 3469 | 203647 | 68257 | 70555 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 109 | 745478 | 130659 | 29409 | 3983 | 259867 | 90602 | 98941 |
|  | \$10,000,000 to \$24,999,999 | 84 | 1293848 | 187591 | 42554 | 5274 | 396972 | 209861 | 223762 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 36 | 2224065 | 205960 | 52202 | 6345 | 557721 | 250771 | 282310 |
|  | Establishments not operated for the entire year | 161 | 123559 | 12789 | 3318 | 474 | 28254 | 8956 | 26710 |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1551 | 5713821 | 783497 | 184716 | 26022 | 1739475 | 714418 | 790403 |
|  | Establishments operated for the entire year | 1390 | 5590262 | 770708 | 181398 | 25548 | 1711221 | 705462 | 763693 |
|  | Establishments with sales less than \$100,000 . . . . . . . . . . . . . . . . . . . . . . . . | 103 | 6502 | 1926 | 450 | 136 | 3490 | 612 | 598 |
|  | Establishments with sales of | 103 | 6502 | 1 | 450 | 136 | 3490 | 612 | 598 |
|  | \$100,000 to \$249,999 ..... | 182 | 30504 | 7488 | 1736 | 396 | 14795 | 3670 | 3720 |
|  | \$250,000 to \$499,999 ..... | 183 | 67224 | 14876 | 3592 | 733 | 28404 | 6852 | 7184 |
|  | Establishments with sales of \$500,000 to \$999,999 | 235 | 170198 | 34528 | 8352 | 1567 | 69194 | 21252 | 21498 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ... | 289 | 460124 | 89207 | 20031 | 3645 | 177131 | 53585 | 55125 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999. | 169 | 592319 | 98473 | 23072 | 3469 | 203647 | 68257 | 70555 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 109 | 745478 | 130659 | 29409 | 3983 | 259867 | 90602 | 98941 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 84 | 1293848 | 187591 | 42554 | 5274 | 396972 | 209861 | 223762 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 36 | 2224065 | 205960 | 52202 | 6345 | 557721 | 250771 | 282310 |
|  | Establishments not operated for the entire year | 161 | 123559 | 12789 | 3318 | 474 | 28254 | 8956 | 26710 |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2350 | 8745477 | 1105863 | 260762 | 28627 | 2253535 | 1107130 | 1154100 |
|  | Establishments operated for the entire year | 2134 | 8657306 | 1087312 | 254472 | 27855 | 2221935 | 1099470 | 1135120 |
|  | Establishments with sales less than \$100,000 | 133 | 7889 | 2206 | 560 | 184 | 3979 | 1148 | 1056 |
|  | Establishments with sales of \$100,000 to \$249,999 | 217 | 37400 | 8357 | 2011 | 476 | 16237 | 5034 | 5131 |
|  | Establishments with sales of \$250,000 to \$499,999 | 299 | 107134 | 22386 | 5116 | 910 | 42297 | 12245 | 12525 |
|  | Establishments with sales of \$500,000 to \$999,999 | 390 | 279264 | 51932 | 12289 | 1966 | 103836 | 35829 | 36415 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to $\$ 2,499,999 \ldots \ldots .$. Establishments with sales of | 508 | 793896 | 138705 | 31781 | 4245 | 276744 | 93798 | 99653 |
|  | E2,500,000 to \$4,999,999 ........ | 265 | 932290 | 145440 | 32682 | 3919 | 282528 | 109536 | 118204 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 155 | 1056032 | 167897 | 38772 | 4225 | 313978 | 117914 | 122603 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 109 | 1751659 | 227708 | 54002 | 5039 | 449662 | 199439 | 221825 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 58 | 3691742 | 322681 | 77259 | 6891 | 732674 | 524527 | 517708 |
|  | Establishments not operated for the entire year | 216 | $88171$ | 18551 | 6290 | 772 | 31600 | 7660 | 18980 |

[^13]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4215 | Metal \& mineral (except petroleum) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 9179 | 89663972 | 5482095 | 1259654 | 143753 | 11240447 | 11156053 | 11753117 |
|  | Establishments with sales less than \$100,000 . . . . . . . . . . . . . . . . . . . . . . | 265 | 15541 | 4699 | 1112 | 388 | 7986 | 1351 | 1273 |
|  | Establishments with sales of \$100,000 to \$249,999 | 588 | 101232 | 23983 | 5674 | 1303 | 45489 | 9043 | 9201 |
|  | Establishments with sales of \$250,000 to \$499,999. | 804 | 292831 | 55958 | 12716 | 2565 | 109353 | 29623 | 30011 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1154 | 837738 | 136098 | 31561 | 5297 | 269221 | 87679 | 89079 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1957 | 3166515 | 420995 | 94389 | 13847 | 837808 | 347522 | 362465 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1378 | 4929798 | 571995 | 128082 | 16666 | 1125291 | 571854 | 602142 |
|  | Establishments with sales of $\$ 5,000000$ to $\$ 9,999,999$ | 1165 | 8167885 | 810506 | 182223 | 21354 | 1585553 | 1090956 | 1144005 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 1073 | 16733440 | 1313244 | 302068 | 33006 | 2711504 | 2450520 | 2540803 |
|  | Establishments with sales of $\$ 25,000,000$ or more. ............ | 795 | 55418992 | 2144617 | 501829 | 49327 | 4548242 | 6567505 | 6974138 |
|  | Establishments not operated for the entire year | 900 | 1889229 | 113776 | 27671 | 3211 | 220066 | 83956 | 212754 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments .. | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Establishments operated for the entire year | 8656 | 81311017 | 5294485 | 1215299 | 139885 | 10813483 | 10717776 | 11306684 |
|  | Establishments with sales less than | 237 | 14147 | 4272 | 1012 | 352 | 7259 | 1241 | 1148 |
|  | Establishments with sales of \$100,000 to \$249,999 | 549 | 94337 | 22055 | 5228 | 1197 | 42052 | 8430 | 8614 |
|  | Establishments with sales of \$250,000 to \$499,999 | 758 | 276805 | 53078 | 11991 | 2428 | 102466 | 27700 | 27970 |
|  | Establishments with sales of \$500,000 to \$999,999. | 1100 | 799214 | 129680 | 29846 | 5086 | 255464 | 84029 | 84904 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1867 | 3019418 | 408446 | 91604 | 13463 | 805666 | 338316 | 351793 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 1300 | 4648299 | 551176 | 123298 | 16079 | 1075712 | 551499 | 580341 |
|  | E5,000,000 to \$9,999,999 ........ | 1109 | 7780572 | 787155 | 176815 | 20792 | 1531144 | 1053183 | 1105400 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 1013 | 15761705 | 1277810 | 294307 | 32376 | 2621484 | 2411138 | 2497212 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 723 | 48916520 | 2060813 | 481198 | 48112 | 4372236 | 6242240 | 6649302 |
|  | Establishments not operated for the entire year | 831 | 1813674 | 110538 | 26962 | 3143 | 212942 | 83649 | 206867 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments ... | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Establishments operated for the entire year | 8656 | 81311017 | 5294485 | 1215299 | 139885 | 10813483 | 10717776 | 11306684 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 237 | 14147 | $4272$ | $1012$ | 352 | $7259$ | 1241 | 1148 |
|  | Establishments with sales of \$100,000 to \$249,999 | 549 | 94337 | 22055 | 5228 | 1197 | 42052 | 8430 | 8614 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 758 | 276805 | 53078 | 11991 | 2428 | 102466 | 27700 | 27970 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1100 | 799214 | 129680 | 29846 | 5086 | 255464 | 84029 | 84904 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1867 | 3019418 | 408446 | 91604 | 13463 | 805666 | 338316 | 351793 |
|  | Establishments with sales of |  |  | 551176 |  |  |  |  |  |
|  | \$2,500,000 to $\$ 4,999,999 \ldots \ldots .$. Establishments with sales of | 1300 | 4648299 | 551176 | 123298 | 16079 | 1075712 | 551499 |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 1109 | 7780572 | 787155 | 176815 | 20792 | 1531144 | 1053183 | 1105400 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 1013 | 15761705 | 1277810 | 294307 | 32376 | 2621484 | 2411138 | 2497212 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 723 | 48916520 | 2060813 | 481198 | 48112 | 4372236 | 6242240 | 6649302 |
|  | Establishments not operated for the entire year $\qquad$ | 831 | 1813674 | 110538 | 26962 | 3143 | 212942 | 83649 | 206867 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 7595 | 66113409 | 4485391 | 1037061 | 120653 | 9133012 | 8873016 | 9359046 |
|  | Establishments operated for the entire year | 6941 | 64934893 | 4411975 | 1019358 | 118164 | 8983083 | 8804151 | 9172762 |
|  | Establishments with sales less than | 694 |  |  |  |  |  |  |  |
|  | \$100,000 ...................... | 188 | 11362 | 3358 | 802 | 276 | 5788 | 1069 | 1031 |
|  | \$100,000 to \$249,999........... | 414 | 70859 | 16963 | 3947 | 893 | 32229 | 5857 | 5895 |
|  | Establishments with sales of \$250,000 to \$499,999 |  | 209324 | 41190 | 9376 | 1879 | 78080 | 20778 | 20915 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^14]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42152 | Coal \& other mineral \& ore whsle -Con. <br> Establishments not operated for the entire year $\qquad$ | 69 | 75555 | 3238 | 709 | 68 | 7124 | 307 | 5887 |
| 421520 | Coal \& other mineral \& ore whsle <br> All establishments $\qquad$ | r592 | r8 428510 | r190 848 | r45 064 | r3 936 | 434088 | 438584 | 452320 |
|  | Establishments operated for the entire year Establishments with sales less than | 523 | 8352955 | 187610 | 44355 | 3868 | 426964 | 438277 | 446433 |
|  | \$100,000 ..................... | 28 | 1394 | 427 | 100 | 36 | 727 | 110 | 125 |
|  | \$100,000 to \$249,999........... | 39 | 6895 | 1928 | 446 | 106 | 3437 | 613 | 587 |
|  | Estabishments with sales of | 46 | 16026 | 2880 | 725 | 137 | 6887 | 1923 | 2041 |
|  | E500,000 to \$999,999 .... | 54 | 38524 | 6418 | 1715 | 211 | 13757 | 3650 | 4175 |
|  | Estabishments with sales of | 90 | 147097 | 12549 | 2785 | 384 | 32142 | 9206 | 10672 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 78 | 281499 | 20819 | 4784 | 587 | 49579 | 20355 | 21801 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 56 | 387313 | 23351 | 5408 | 562 | 54409 | 37773 | 38605 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. . | 60 | 971735 | 35434 | 7761 | 630 | 90020 | 39382 | 43591 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 72 | 6502472 | 83804 | 20631 | 1215 | 176006 | 325265 | 324836 |
|  | Establishments not operated for the entire year | 69 | 75555 | 3238 | 709 | 68 | 7124 | 307 | 5887 |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 333 | 4987710 | 102575 | 23851 | 2117 | 240527 | 153763 | 168070 |
|  | Establishments operated for the entire year | 288 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 13 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 22 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 20 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 23 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 45 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 39 | D | D | D | e | D | D | D |
|  | Establishments with sales of | 35 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 40 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 51 | 3788553 | 51315 | 11967 | 748 | 114234 | 104280 | 111334 |
|  | Establishments not operated for the entire year $\qquad$ | 45 | D | D | D | b | D | D | D |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | ${ }^{\prime} 259$ | r3 440800 | '88 273 | '21 213 | r1819 | 193561 | 284821 | 284250 |
|  | Establishments operated for the entire year | 235 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 17 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 26 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 31 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 45 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  | D | c | D | D | D |
|  | \$2,500,000 to \$4,999,999 ....... | 39 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 21 | D | D | D | e | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to $\$ 24,999,999$ Establishments with sales of | 20 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\ldots . .$. | 21 | 2713919 | 32489 | 8664 | 467 | 61772 | 220985 | 213502 |
|  | Establishments not operated for the entire year | 24 | D | D | D | , | D | D | D |

[^15]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 27347 | 182334876 | 14793391 | 3462691 | 345230 | 30237421 | 17186313 | 18711743 |
|  | Establishments operated for the entire year | 24191 | 177751531 | 14324227 | 3365173 | 335569 | 29325833 | 17061759 | 18008685 |
|  | Establishments with sales less than | 962 | 59055 | 17198 | 4250 | 1371 | 29635 | 7075 | 6916 |
|  | Establishments with sales of \$100,000 to \$249,999 | 2203 | 379206 | 94669 | 22856 | 4942 | 170793 | 44501 | 45902 |
|  | Establishments with sales of \$250,000 to \$499,999 | 2915 | 1061745 | 235106 | 54257 | 9227 | 434439 | 122609 | 124611 |
|  | Establishments with sales of \$500,000 to \$999,999 |  | 2683590 | 497868 | 115352 | 17059 | 934923 | 295153 | 302176 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 |  | 8749928 | 1406652 | 322851 | 42248 | 2636220 | 969084 | 1007748 |
|  | Establishments with sales of |  | 8749928 | 1406652 | 322851 | 42248 | 2636220 | 969084 | 1007748 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 3426 | 12086662 | 1643554 | 377678 | 45316 | 3026190 | 1413204 | 1467108 |
|  | \$5,000,000 to \$9,999,999 . | 2586 | 18295019 | 2042242 | 468246 | 50063 | 3798511 | 1983094 | 2033623 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 1867 | 28336170 | 2708414 | 626357 | 61743 | 5159388 | 3057072 | 3220221 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 1119 | 106100156 | 5678524 | 1373326 | 103600 | 13135734 | 9169967 | 9800380 |
|  | Establishments not operated for the entire year $\qquad$ | 3156 | 4583345 | 469164 | 97518 | 9661 | 911588 | 124554 | 703058 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8857 | 38350174 | 3756249 | 887946 | 101739 | 7002760 | 4590972 | 4873800 |
|  | Establishments operated for the entire year | 7927 | 37453186 | 3674463 | 871936 | 99755 | 6846561 | 4561852 | 4676762 |
|  | Establishments with sales less than $\$ 100,000$. | 313 | 19307 | 5762 | 1417 | 436 | 9553 | 2236 | 2227 |
|  | Establishments with sales of \$100,000 to \$249,999 | 663 | 114700 | 27460 | 6751 | 1429 | 49594 | 15617 | 15819 |
|  | Establishments with sales of \$250,000 to \$499,999 | 871 | 317530 | 66487 | 15060 | 2605 | 121317 | 39908 | 40557 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  | 317530 | 66487 | 15060 |  | 121317 | 39908 | 40557 |
|  | \$500,000 to \$999,999.... | 1190 | 859876 | 145646 | 34542 | 5013 | 271857 | 107786 | 111863 |
|  | \$1,000,000 to \$2,499,999. | 1854 | 3027027 | 456745 | 105466 | 14335 | 853032 | 394312 | 400960 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1248 | 4403467 | 554061 | 130751 | 16849 | 1007832 | 610062 | 613581 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 963 | 6773721 | 722816 | 169231 | 19032 | 1305376 | 887497 | 872722 |
|  | \$10,000,000 to \$24,999,999 | 606 | 9005210 | 857497 | 202261 | 20861 | 1547932 | 1203185 | 1248554 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 219 | 12932348 | 837989 | 206457 | 19195 | 1680068 | 1301249 | 1370479 |
|  | Establishments not operated for the entire year $\qquad$ | 930 | 896988 | 81786 | 16010 | 1984 | 156199 | 29120 | 197038 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8857 | 38350174 | 3756249 | 887946 | 101739 | 7002760 | 4590972 | 4873800 |
|  | Establishments operated for the entire year | 7927 | 37453186 | 3674463 | 871936 | 99755 | 6846561 | 4561852 | 4676762 |
|  | Establishments with sales less than \$100,000 . . . . . . . . . . . . . . . . . . . . . . | 313 | 19307 | 5762 | 1417 | 436 | 9553 | 2236 | 2227 |
|  | Establishments with sales of \$100,000 to \$249,999 | 663 | 114700 | 27460 | 6751 | 1429 | 49594 | 15617 | 15819 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to $\$ 499,999 \ldots . . . . . . . .$. | 871 | 317530 | 66487 | 15060 | 2605 | 121317 | 39908 | 40557 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 1190 | 859876 | 145646 | 34542 | 5013 | 271857 | 107786 | 111863 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1854 | 3027027 |  |  | 14335 |  |  |  |
|  | Establishments with sales of $\ldots \ldots \ldots$ | 1854 | 3027027 | 456745 | 105466 | 14335 | 853032 | 394312 | 400960 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 1248 | 4403467 | 554061 | 130751 | 16849 | 1007832 | 610062 | 613581 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 963 | 6773721 | 722816 | 169231 | 19032 | 1305376 | 887497 | 872722 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . . | 606 | 9005210 | 857497 | 202261 | 20861 | 1547932 | 1203185 | 1248554 |
|  | $\$ 25,000,000$ or more | 219 | 12932348 | 837989 | 206457 | 19195 | 1680068 | 1301249 | 1370479 |
|  | Establishments not operated for the entire year $\qquad$ | 930 | 896988 | 81786 | 16010 | 1984 | 156199 | 29120 | 197038 |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3237 | 39717526 | 1709097 | 393253 | 42999 | 5131249 | 3715334 | 4023015 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS— Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42162 | Electrical appliance, television \& radio set whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2886 | 39077961 | 1682496 | 387861 | 42227 | 5055139 | 3664182 | 3882873 |
|  | Establishments with sales less than \$100,000 | 113 | 6944 | 1987 | 497 | 170 | 3614 | 991 | 941 |
|  | Establishments with sales of \$100,000 to \$249,999 | 261 | 45688 | 10990 | 2636 | 645 | 21554 | 6489 | 6677 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 334 | 121807 | 25196 | 6045 | 1106 | 50867 | 20906 | 20832 |
|  | Establishments with sales of \$500,000 to \$999,999 | 434 | 307243 | 46027 | 10892 | 1831 | 104080 | 42728 | 43241 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 615 | 989753 | 123226 | 28752 | 4583 | 273836 | 138640 | 142067 |
|  | Establishments with sales of |  |  |  | 28752 |  | 273836 | 138640 | 142067 |
|  | \$2,500,000 to \$4,999,999. | 381 | 1359172 | 133290 | 30958 | 4190 | 288548 | 194197 | 198137 |
|  | \$5,000,000 to \$9,999,999. | 316 | 2224879 | 187623 | 42306 | 5174 | 414797 | 281859 | 296648 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 233 | 3605211 | 245891 | 57151 | 6797 | 577314 | 452166 | 473155 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 199 | 30417264 | 908266 | 208624 | 17731 | 3320529 | 2526206 | 2701175 |
|  | Establishments not operated for the entire year $\qquad$ | 351 | 639565 | 26601 | 5392 | 772 | 76110 | 51152 | 140142 |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3237 | 39717526 | 1709097 | 393253 | 42999 | 5131249 | 3715334 | 4023015 |
|  | Establishments operated for the entire year | 2886 | 39077961 | 1682496 | 387861 | 42227 | 5055139 | 3664182 | 3882873 |
|  | Establishments with sales less than \$100,000 | 113 | 6944 | 1987 | 497 | 170 | 3614 | 991 | 941 |
|  | Establishments with sales of \$100,000 to \$249,999 |  | 45688 | 10990 |  | 645 | 21554 | 6489 | 6677 |
|  | Establishments with sales of . . . . . | 261 | 45688 | 10990 | 2636 | 645 | 21554 | 6489 | 6677 |
|  | \$250,000 to \$499,999..... | 334 | 121807 | 25196 | 6045 | 1106 | 50867 | 20906 | 20832 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . | 434 | 307243 | 46027 | 10892 | 1831 | 104080 | 42728 | 43241 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 615 | 989753 | 123226 | 28752 | 4583 | 273836 | 138640 | 142067 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 381 | 1359172 | 133290 | 30958 | 4190 | 288548 | 194197 | 198137 |
|  | Establishments with sales of |  |  | 133290 | 30 |  | 288548 | 194 | 198 |
|  | \$5,000,000 to \$9,999,999 . | 316 | 2224879 | 187623 | 42306 | 5174 | 414797 | 281859 | 296648 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 233 | 3605211 | 245891 | 57151 | 6797 | 577314 | 452166 | 473155 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 199 | 30417264 | 908266 | 208624 | 17731 | 3320529 | 2526206 | 2701175 |
|  | Establishments not operated for the entire year | 351 | 639565 | 26601 | 5392 | 772 | 76110 | 51152 | 140142 |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 15253 | 104267176 | 9328045 | 2181492 | 200492 | 18103412 | 8880007 | 9814928 |
|  | Establishments operated for the entire year | 13378 | 101220384 | 8967268 | 2105376 | 193587 | 17424133 | 8835725 | 9449050 |
|  | Establishments with sales less than | 13378 | 101220384 | 8967268 | 2105376 |  | 17424133 | 8835725 | 9449050 |
|  | \$100,000 ...................... | 536 | 32804 | 9449 | 2336 | 765 | 16468 | 3848 | 3748 |
|  | \$100,000 to \$249,999 . . . . . . . . . . | 1279 | 218818 | 56219 | 13469 | 2868 | 99645 | 22395 | 23406 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 1710 | 622408 | 143423 | 33152 | 5516 | 262255 | 61795 | 63222 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 2091 | 1516471 | 306195 | 69918 | 10215 | 558986 | 144639 | 147072 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 2929 | 4733148 | 826681 | 188633 | 23330 | 1509352 | 436132 | 464721 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 2,500,000 \text { to } \$ 4,999,999 \ldots . . . . . . \end{aligned}$ | 1797 | 6324023 | 956203 | 215969 | 24277 | 1729810 | 608945 | 655390 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 |  |  |  |  |  |  |  |  |
|  | Establishments with sales of . ${ }^{\text {a }}$. $\ldots$ | 1307 | 9296419 | 1131803 | 256709 | 25857 | 2078338 | 813738 | 864253 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 1028 | 15725749 | 1605026 | 366945 | 34085 | 3034142 | 1401721 | 1498512 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 701 | 62750544 | 3932269 | 958245 | 66674 | 8135137 | 5342512 | 5728726 |
|  | Establishments not operated for the entire year | 1875 | 3046792 | 360777 | 76116 | 6905 | 679279 | 44282 | 365878 |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 15253 | 104267176 | 9328045 | 2181492 | 200492 | 18103412 | 8880007 | 9814928 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421690 | Other electronic parts \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 13378 | 101220384 | 8967268 | 2105376 | 193587 | 17424133 | 8835725 | 9449050 |
|  | Establishments with sales less than $\$ 100,000$ | 536 | 32804 | 9449 | 2336 | 765 | 16468 | $3848$ | 3748 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999.... | 1279 | 218818 | 56219 | 13469 | 2868 | 99645 | 22395 | 23406 |
|  | \$250,000 to \$499,999 .... | 1710 | 622408 | 143423 | 33152 | 5516 | 262255 | 61795 | 63222 |
|  | Establishments with sales of \$500,000 to \$999,999 | 2091 | 1516471 | 306195 | 69918 | 10215 | 558986 | 144639 | 147072 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 2929 | 4733148 | 826681 | 188633 | 23330 | 1509352 | 436132 | 464721 |
|  | \$2,500,000 to \$4,999,999. | 1797 | 6324023 | 956203 | 215969 | 24277 | 1729810 | 608945 | 655390 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1307 | 9296419 | 1131803 | 256709 | 25857 | 2078338 | 813738 | 864253 |
|  | Establishments with sales of | 1028 | 15725749 | 605026 | 366945 | 34085 | 3034142 | 1401721 | 8 |
|  | Establishments with sales of | 1028 | 15725749 | 605026 | 366945 | 34085 | 3034142 | 1401721 | 498512 |
|  | \$25,000,000 or more...... | 701 | 62750544 | 3932269 | 958245 | 66674 | 8135137 | 5342512 | 5728726 |
|  | Establishments not operated for the entire year $\qquad$ | 1875 | 3046792 | 360777 | 76116 | 6905 | 679279 | 44282 | 365878 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6722 | 36812342 | 4566622 | 1092431 | 98210 | 8446176 | 3042985 | 3439839 |
|  | Establishments operated for the entire year | 5827 | 35061449 | 4295799 | 1035140 | 93425 | 7946678 | 3030862 | 3307777 |
|  | Establishments with sales less than \$100,000 | 255 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 |  | D | D | D |  |  | D | D |
|  | Establishments with sales of $\ldots \ldots$. | 631 | D | D | D | g | D | D | D |
|  | \$250,000 to \$499,999... | 846 | 305570 | 74903 | 17209 | 2958 | 136813 | 25955 | 26850 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . .$. | 1004 | 723988 | 161343 | 37515 | 5581 | 289499 | 59149 | 60436 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ... | 1355 | 2173231 | 445293 | 103763 | 12656 | 790322 | 180519 | 192205 |
|  | \$2,500,000 to \$4,999,999 . | 739 | 2580876 | 496543 | 112998 | 12464 | 853430 | 216738 | 237677 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 432 | 3044698 | 481767 | 112345 | 10956 | 849692 | 264451 | 274341 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 327 | 4911377 | 683160 | 157843 | 13899 | 1229533 | 456556 | 523952 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . | 238 | 21196210 | 1920416 | 485766 | 33085 | 3739655 | 1817597 | 1981546 |
|  | Establishments not operated for the entire year | 895 | 1750893 | 270823 | 57291 | 4785 | 499498 | 12123 | 132062 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8531 | 67454834 | 4761423 | 1089061 | 102282 | 9657236 | 5837022 | 6375089 |
|  | Establishments operated for the entire year | 7551 | 66158935 | 4671469 | 1070236 | 100162 | 9477455 | 5804863 | 6141273 |
|  | Establishments with sales less than \$100,000 | 281 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 648 | D | D | D | g | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 864 | 316838 | 68520 | 15943 | 2558 | 125442 | 35840 | 36372 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1087 | 792483 | 144852 | 32403 | 4634 | 269487 | 85490 | 86636 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2.499,999$ |  |  |  |  |  |  |  |  |
|  | Establishments with sales of $\ldots \ldots .$. | 1574 | 2559917 | 381388 | 84870 | 10674 | 719030 | 255613 | 272516 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 1058 | 3743147 | 459660 | 102971 | 11813 | 876380 | 392207 | 417713 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 875 | 6251721 | 650036 | 144364 | 14901 | 1228646 | 549287 | 589912 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . | 701 | 10814372 | 921866 | 209102 | 20186 | 1804609 | 945165 | 974560 |
|  | \$25,000,000 or more. . . . . . . | 463 | 41554334 | 2011853 | 472479 | 33589 | 4395482 | 3524915 | 3747180 |
|  | Establishments not operated for the entire year | 980 | 1295899 | 89954 | 18825 | 2120 | 179781 | 32159 | 233816 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 17533 | 57253744 | 6391596 | 1466209 | 186312 | 12167748 | 8709596 | 9185806 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Sales sizes of establishments by 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 $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 15898 | 55712069 | 6250860 | 1434705 | 181180 | 11879976 | 8557677 | 8807374 |
|  | Establishments with sales less than \$100,000 | 460 | 29521 | 8061 | 2026 | 650 | 14082 | 5458 | 5441 |
|  | \$100,000 to \$249,999 ..... | 1254 | 215728 | 46098 | 10441 | 2416 | 88232 | 39121 | 40321 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . | 1949 | 712071 | 128557 | 29400 | 5679 | 248105 | 120125 | 123729 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 2762 | 2007907 | 317553 | 73062 | 12022 | 610395 | 333756 | 344024 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots . .$. | 4455 | 7138966 | 968836 | 222918 | 31489 | 1842974 | 1127810 | 1174593 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 2512 | 8799434 | 1153537 | 265540 | 33082 | 2178296 | 1394509 | 1436021 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 5,000,000$ to $\$ 9,999,999$ Establishments with sales of | 1523 | 10565258 | 1327374 | 302510 | 35131 | 2461065 | 1678123 | 1739705 |
|  | \$10,000,000 to \$24,999,999 | 748 | 11069218 | 1240981 | 281453 | 31922 | 2329292 | 1737731 | 1777673 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 235 | 15173966 | 1059863 | 247355 | 28789 | 2107535 | 2121044 | 2165867 |
|  | Establishments not operated for the entire year | 1635 | 1541675 | 140736 | 31504 | 5132 | 287772 | 151919 | 378432 |
| 42171 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8170 | 28781646 | 3292606 | 751220 | 99338 | 6261960 | 4524746 | 4826428 |
|  | Establishments operated for the entire year | 7476 | 27829434 | 3222745 | 732954 | 96375 | 6113937 | 4407241 | 4577772 |
|  | Establishments with sales less than \$100,000 | 235 | 14765 | 4033 | 962 | 341 | 7003 | 3172 | 3237 |
|  | Establishments with sales of \$100,000 to \$249,999 | 704 | 121570 | 25210 | 5661 | 1337 | 48239 | 24228 | 25382 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999..... | 1117 | 406042 | 71562 | 16402 | 3219 | 136888 | 72351 | 74702 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . | 1356 | 967329 | 157929 | 35799 | 6092 | 300653 | 166639 | 172664 |
|  | Estabishments with sales of | 1853 | 2951104 | 463203 | 105212 | 15283 | 869721 | 476424 | 501349 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 2,500,000$ to $\$ 4,999,999 . \ldots \ldots .$. Establishments with sales of | 1077 | 3781129 | 554406 | 125970 | 16173 | 1029654 | 627986 | 653098 |
|  | \$5,000,000 to \$9,999,999. | 695 | 4835654 | 682291 | 153767 | 18290 | 1264221 | 845611 | 886368 |
|  | Establishment so $\$ 24,999,999 . . . .$. | 309 | 4580574 | 579395 | 127380 | 15844 | 1104758 | 809411 | 825524 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 130 | 10171267 | 684716 | 161801 | 19796 | 1352800 | 1381419 | 1435448 |
|  | Establishments not operated for the entire year $\qquad$ | 694 | 952212 | 69861 | 18266 | 2963 | 148023 | 117505 | 248656 |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8170 | 28781646 | 3292606 | 751220 | 99338 | 6261960 | 4524746 | 4826428 |
|  | Establishments operated for the entire year | 7476 | 27829434 | 3222745 | 732954 | 96375 | 6113937 | 4407241 | 4577772 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . .$. | 235 | 14765 | 4033 | 962 | 341 | 7003 | 3172 | 3237 |
|  | Establishments with sales of \$100,000 to \$249,999 | 704 | 121570 | 25210 | 5661 | 1337 | 48239 | 24228 | 25382 |
|  | Establishments with sales of $\ldots \ldots$ |  | 121570 |  |  |  |  |  |  |
|  | \$250, 000 to $\$ 4999,999 . . .$. | 1117 | 406042 | 71562 | 16402 | 3219 | 136888 | 72351 | 74702 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 1356 | 967329 | 157929 | 35799 | 6092 | 300653 | 166639 | 172664 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1853 | 2951104 | 463203 | 105212 | 15283 | 869721 | 476424 | 501349 |
|  | Establishments with sales of |  | 2 781129 |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 1077 | 3781129 | 554406 | 125970 | 16173 | 1029654 | 627986 | 653098 |
|  | Estabishments with sales of | 695 | 4835654 | 682291 | 153767 | 18290 | 1264221 | 845611 | 886368 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 309 | 4580574 | 579395 | 127380 | 15844 | 1104758 | 809411 | 825524 |
|  | $\qquad$ | 130 | 10171267 | 684716 | 161801 | 19796 | 1352800 | 1381419 | 1435448 |
|  | Establishments not operated for the entire year $\qquad$ | 694 | 952212 | 69861 | 18266 | 2963 | 148023 | 117505 | 248656 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 3261 | 10850765 | 1133400 | 263937 | 33270 | 2206346 | 1516634 | 1625338 |
|  | Establishments operated for the entire year $\qquad$ | 2797 | 10567364 | 1103552 | 257697 | 32183 | 2145647 | 1501625 | 1554875 |
|  | Establishments with sales less than |  |  |  |  |  |  |  | 1554875 |
|  | \$100,000 ....................... | 100 | 6424 | 1840 | 528 | 142 | 3176 | 979 | 973 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots \ldots . . . . . . . .$. | 226 | 38787 | 8293 | 1871 | 424 | 15291 | 6196 | 6512 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4396 | 13980930 | 1536885 | 354418 | 41760 | 2890472 | 2121008 | 2137873 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 96 | 6432 | 1658 | 427 | 130 | 3034 | 976 | 952 |
|  | Establishments with sales of \$100,000 to \$249,999 | 237 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 390 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 |  | D | D | D | h | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1478 | 2396433 | 277541 | 64542 | 8899 | 535582 | 370654 | 382186 |
|  | Establishments with sales of <br> \$2,500,000 to \$4,999,999 | 787 | 2735446 | 319518 | 73134 | 8717 | 608244 | 426089 | 429519 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 420 | 2890327 | 323902 | 73789 | 7934 | 601458 | 403482 | 407707 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 228 | 3414793 | 347546 | 79748 | 8135 | 638425 | 491832 | 493663 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 39 | 1816257 | 151632 | 35902 | 3425 | 281853 | 312409 | 303978 |
|  | Establishments not operated for the entire year | 348 | 204477 | 22349 | 4675 | 751 | 46615 | 15438 | 46512 |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1358 | 3435926 | 406356 | 91959 | 11193 | 762355 | 531770 | 549655 |
|  | Establishments operated for the entire year | 1229 | 3334341 | 387678 | 89636 | 10862 | 729920 | 527803 | 536854 |
|  | Establishments with sales less than $\$ 100,000$ | 29 | 1900 | 530 | 109 | 37 | 869 | 331 | 279 |
|  | Establishments with sales of \$100,000 to \$249,999 | 87 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to $\$ 499,999 \ldots \ldots \ldots .$. Establishments with sales of | 132 | D | D | D | e | D | D | D |
|  | \$500,000 to \$999,999 ............ | 223 | D | D | D | $f$ | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 423 | 666881 | 83690 | 19501 | 2549 | 158963 | 111947 | 114844 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 201 | 697350 | 93900 | 21613 | 2565 | 168243 | 113471 | 118511 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 $\ldots \ldots .$. | 87 | 579424 | 79142 | 18175 | 2092 | 133465 | 91983 | 92875 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 38 | 537593 | 68428 | 15022 | 1652 | 124668 | 78163 | 77600 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 9 | 621235 | 21338 | 5713 | 388 | 65207 | 91399 | 92668 |
|  | Establishments not operated for the entire year | 129 | 101585 | 18678 | 2323 | 331 | 32435 | 3967 | 12801 |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1358 | 3435926 | 406356 | 91959 | 11193 | 762355 | 531770 | 549655 |
|  | Establishments operated for the entire year | 1229 | 3334341 | 387678 | 89636 | 10862 | 729920 | 527803 | 536854 |
|  | Establishments with sales less than $\$ 100,000$ | 29 | 1900 | 530 | 109 | 37 | 869 | 331 | 279 |
|  | Establishments with sales of \$100,000 to \$249,999 | 87 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to $\$ 499,999 \ldots . . . . . . . .$. Establishments with sales of | 132 | D | D | D | e | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 223 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 423 | 666881 | 83690 | 19501 | 2549 | 158963 | 111947 | 114844 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 201 | 697350 | 93900 | 21613 | 2565 | 168243 | 113471 | 118511 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 87 | 579424 | 79142 | 18175 | 2092 | 133465 | 91983 | 92875 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . . Establishments with sales of | 38 | 537593 | 68428 | 15022 | 1652 | 124668 | 78163 | 77600 |
|  | $\$ 25,000,000$ or more | 9 | 621235 | 21338 | 5713 | 388 | 65207 | 91399 | 92668 |
|  | Establishments not operated for the entire year | 129 | 101585 | 18678 | 2323 | 331 | 32435 | 3967 | 12801 |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 64951 | 223849297 | 24766878 | 5670011 | 674287 | 46667259 | 37837176 | 41093543 |

[^16]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218 | Machinery, equipment, \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 58839 | 219692075 | 24331372 | 5569812 | 659461 | 45818727 | 37620260 | 40039230 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | $2057$ | 125805 | $35971$ | $8666$ | $2920$ | $61591$ | $20363$ | $20183$ |
|  | Establishments with sales of \$100,000 to \$249,999 | 4943 | 854377 | 185133 | 43758 | 9995 | 349329 | 125435 | 127048 |
|  | Establishments with sales of $\$ 250,000$ to \$499,999 |  | 2630473 | 483015 | 111536 | 21731 | 943476 | 370162 | 375755 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  | 93 | 370162 | 375755 |
|  | \$500,000 to \$999,999 ..... | 9800 | 7095038 | 1132042 | 259293 | 44070 | 2233488 | 1009886 | 1041552 |
|  | \$1,000,000 to \$2,499,999. | 14660 | 23835554 | 3398481 | 777668 | 110889 | 6526630 | 3473079 | 3635226 |
|  | Estabishments with sales of | 9618 | 34033770 | 4437995 | 1007662 | 125138 | 8208508 | 5351609 | 5644686 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 6407 | 44367514 | 5209747 | 1185983 | 133971 | 9511151 | 7580275 | 8108696 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 3179 | 46788860 | 5001106 | 1141379 | 118116 | 9022020 | 8739127 | 9352939 |
|  | \$25,000,000 or more...... | 1018 | 59960684 | 4447882 | 1033867 | 92631 | 8962534 | 10950324 | 11733145 |
|  | Establishments not operated for the entire year | 6112 | 4157222 | 435506 | 100199 | 14826 | 848532 | 216916 | 1054313 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Establishments operated for the entire year | 4356 | 31215341 | 3082809 | 729358 | 76834 | 5682539 | 9168116 | 9947561 |
|  | Establishments with sales less than $\$ 100,000$ | 96 | 5939 | 1785 | 383 | 131 | 3010 | 1376 | 1370 |
|  | Establishments with sales of \$100,000 to \$249,999 | 226 | 39089 | 9122 | 2143 | 447 | 16633 | 8499 | 8742 |
|  | Establishments with sales of \$250,000 to \$499,999 | 347 | 128892 | 23630 | 5165 | 978 | 46679 | 27617 | 27856 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 542 | 398204 | 60497 | 13664 | 2301 | 124161 | 84355 | 88400 |
|  | \$1,000,000 to \$2,499,999. | 901 | 1464672 | 188755 | 42744 | 6115 | 383979 | 327958 | 348461 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 766 | 2766357 | 332149 | 77477 | 9271 | 643967 | 688557 | 717514 |
|  | Establishments with sales of |  |  | 567053 |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ....... | 750 | 5287391 | 567053 | 128358 | 14598 | 1077066 | 1391704 | 1492666 |
|  | \$10,000,000 to \$24,999,999 | 510 | 7578206 | 723890 | 170897 | 17359 | 1324366 | 2248604 | 2471945 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 218 | 13546591 | 1175928 | 288527 | 25634 | 2062678 | 4389446 | 4790607 |
|  | Establishments not operated for the entire year $\qquad$ | 407 | 345951 | 27925 | 5247 | 740 | 58289 | 23177 | 133905 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Establishments operated for the entire year | 4356 | 31215341 | 3082809 | 729358 | 76834 | 5682539 | 9168116 | 9947561 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . . . . . . . .$. | 96 | 5939 | 1785 | 383 | 131 | 3010 | 1376 | 1370 |
|  | Establishments with sales of \$100,000 to \$249,999 | 226 | 39089 | 9122 | 2143 | 447 | 16633 | 8499 | 8742 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 347 | 128892 | 23630 | 5165 | 978 | 46679 | 27617 | 27856 |
|  | Establishments with sales of \$500,000 to \$999,999 | 542 | 398204 | 60497 | 13664 | 2301 | 124161 | 84355 | 88400 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 <br> Establishments with sales of | 901 | 1464672 | 188755 | 42744 | 6115 | 383979 | 327958 | 348461 |
|  | E2,500,000 to \$4,999,999 . . . . . . . | 766 | 2766357 | 332149 | 77477 | 9271 | 643967 | 688557 | 717514 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ... | 750 | 5287391 | 567053 | 128358 | 14598 | 1077066 | 1391704 | 1492666 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 510 | 7578206 | 723890 | 170897 | 17359 | 1324366 | 2248604 | 2471945 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 218 | 13546591 | 1175928 | 288527 | 25634 | 2062678 | 4389446 | 4790607 |
|  | Establishments not operated for the entire year | 407 | 345951 | 27925 | 5247 | 740 | 58289 | 23177 | 133905 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42182 | Farm \& garden machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 8537 | 30005809 | 2587227 | 580326 | 93836 | 4971045 | 7951771 | 8518871 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . }$ | 281 | 17918 | 4129 | 986 | 394 | 8006 | 5463 | 5439 |
|  | Establishments with sales of \$100,000 to \$249,999 | 650 | 112223 | 17830 | 4067 | 1293 | 37743 | 31202 | 31836 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999...... | 908 | 334807 | 47677 | 10843 | 2816 | 101261 | 86992 | 87537 |
|  | \$500,000 to \$999,999 ..... | 1259 | 903037 | 114664 | 26476 | 5974 | 237764 | 231141 | 237466 |
|  | Establishments with sales of $\$ 1,000,000$ to $22,499,999$. | 2024 | 3336642 | 370064 | 83938 | 16358 | 736987 | 898709 | 936338 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ... | 1592 | 5702742 | 558511 | 123090 | 20941 | 1040381 | 1579729 | 1692082 |
|  | \$5,000,000 to \$9,999,999. | 1212 | 8409080 | 715571 | 159624 | 23875 | 1300981 | 2366618 | 2566126 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 554 | 7835798 | 605069 | 136246 | 18248 | 1081782 | 2160156 | 2323855 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 57 | 3353562 | 153712 | 35056 | 3937 | 426140 | 591761 | 638192 |
|  | Establishments not operated for the entire year. | 775 | 530796 | 47362 | 11509 | 2073 | 95571 | 42324 | 214861 |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |
|  | Establishments operated for the entire year | 8537 | 30005809 | 2587227 | 580326 | 93836 | 4971045 | 7951771 | 8518871 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots \ldots . . . . . . . . . . . . . . . .$ | 281 | 17918 | 4129 | 986 | 394 | 8006 | 5463 | 5439 |
|  | Establishments with sales of \$100,000 to \$249,999 | 650 | 112223 | 17830 | 4067 | 1293 | 37743 | 31202 | 31836 |
|  | Establishments with sales of |  | 11222 | 17830 | 4067 | 1293 | 37743 | 31202 | 31836 |
|  | \$250,000 to \$499,999 ...... | 908 | 334807 | 47677 | 10843 | 2816 | 101261 | 86992 | 87537 |
|  | \$500,000 to \$999,999 ..... | 1259 | 903037 | 114664 | 26476 | 5974 | 237764 | 231141 | 237466 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 2024 | 3336642 | 370064 | 83938 | 16358 | 736987 | 898709 | 936338 |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  | 370064 |  | 16358 | 736987 | 898709 | 936338 |
|  | \$2,500,000 to \$4,999,999. | 1592 | 5702742 | 558511 | 123090 | 20941 | 1040381 | 1579729 | 1692082 |
|  | Establishments with sales of | 1212 | 8409080 | 715571 | 159624 | 23875 | 1300981 | 2366618 | 2566126 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ..... | 554 | 7835798 | 605069 | 136246 | 18248 | 1081782 | 2160156 | 2323855 |
|  | \$25,000,000 or more...... | 57 | 3353562 | 153712 | 35056 | 3937 | 426140 | 591761 | 638192 |
|  | Establishments not operated for the entire year | 775 | 530796 | 47362 | 11509 | 2073 | 95571 | 42324 | 214861 |
| 4218201 | Farm machinery \& equipmentfarm dealers |  |  |  |  |  |  |  |  |
|  | All establishments . | 6789 | 21521310 | 1863969 | 418663 | 70910 | 3390688 | 6317759 | 6911632 |
|  | Establishments operated for the entire year | 6283 | D | D | D | I | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 202 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 452 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$250,000 to \$499, 999 |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999............ | 660 | D | D | D | g | D | D | D |
|  | \$500,000 to \$999,999 ............ | 886 | 635000 | 79648 | 18470 | 4242 | 162233 | 172826 | 177160 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1440 | D | D | D | j | D | D | D |
|  | Establishments with sales of ...... |  |  |  |  | j |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 1234 | 4440017 | 425418 | 94673 | 16656 | 774356 | 1319659 | 1408691 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 963 | 6705456 | 548874 | 122887 | 18850 | 978240 | 2008216 | 2182840 |
|  | Establishments with sales of ...... | 963 | 6705456 | 548874 | 122887 |  |  | 2008216 |  |
|  | \$10,000,000 to \$24,999,999 ..... | 422 | 5876245 | 421035 | 93960 | 13120 | 723833 | 1746180 | 1898811 |
|  | $\$ 25,000,000$ or more. | 24 | 771405 | 42427 | 9177 | 1248 | 74631 | 233261 | 254041 |
|  | Establishments not operated for the entire year. $\qquad$ | 506 | D | D | D | g | D | D | D |
| 4218202 | Farm machinery \& equipmentwhsle distributors |  |  |  |  |  |  |  |  |
|  | All establishments . | 1891 | 6437932 | 507832 | 112807 | 16713 | 1144687 | 1088278 | 1203779 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218202 | Farm machinery \& equipmentwhsle distributors-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1703 | D | D | D | j | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 63 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 146 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 196 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 285 | 205175 | 26326 | 5990 | 1310 | 58072 | 42574 | 44453 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 463 | D | D | D | h | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 276 | 970908 | 96035 | 20690 | 3078 | 193471 | 191723 | 212559 |
|  | Es,000,000 to \$9,999,999. | 179 | 1224023 | 114326 | 24668 | 3522 | 217829 | 238355 | 257998 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 78 | 1112239 | 103405 | 23129 | 2909 | 201500 | 218416 | 230101 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 17 | 1977515 | $60617$ | 14557 | 1249 | 243051 | 223732 | 238598 |
|  | Establishments not operated for the entire year | 188 | D | D | D | e | D | D | D |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 632 | 2577363 | 262788 | 60365 | 8286 | 531241 | 588058 | 618321 |
|  | Establishments operated for the entire year | 551 | 2514573 | 255841 | 58175 | 7993 | 516649 | 586682 | 602891 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 16 | 974 | 273 | 72 | 27 | 447 | 236 | 231 |
|  | Establishments with sales of \$100,000 to \$249,999 | 52 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 52 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 88 | 62862 | 8690 | 2016 | 422 | 17459 | 15741 | 15853 |
|  |  |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 Establishments with sales of | 121 | 200021 | 21688 | 4798 | 898 | 46736 | 45771 | 43999 |
|  | \$2,500,000 to \$4,999,999. | 82 | 291817 | 37058 | 7727 | 1207 | 72554 | 68347 | 70832 |
|  | Establishments with sales of | 70 | 479601 | 52371 | 12069 | 1503 | 104912 | 120047 | 125288 |
|  |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . . Establishments with sales of | 54 | 847314 | 80629 | 19157 | 2219 | 156449 | 195560 | 194943 |
|  | \$25,000,000 or more.... | 16 | 604642 | 50668 | 11322 | 1440 | 108458 | 134768 | 145553 |
|  | Establishments not operated for the entire year $\qquad$ | 81 | 62790 | 6947 | 2190 | 293 | 14592 | 1376 | 15430 |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 28321 | 97183003 | 11523912 | 2627707 | 286732 | 21619583 | 12326301 | 13148394 |
|  | Establishments operated for the entire year | 25586 | 95501226 | 11325717 | 2581108 | 280068 | 21240690 | 12250054 | 12785186 |
|  | Establishments with sales less than $\$ 100,000 \text {.............................. }$ | 929 | 55475 | 16782 | 4033 | 1281 | 27894 | 7104 | 7007 |
|  | Establishments with sales of \$100,000 to \$249,999 | 2258 | 390708 | 90683 | 21554 | 4421 | 167704 | 44531 | 44585 |
|  | Establishments with sales of \$250,000 to \$499,999 | 3144 | 1157306 | 226364 | 52031 | 9112 | 432597 | 129519 | 131772 |
|  | Establishments with sales of \$500,000 to \$999,999 | 4390 | 3187985 | 535389 | 122152 | 18774 | 1034548 | 368995 | 380623 |
|  | Establishments with sales of . ${ }^{\text {a }}$. |  |  |  | 122152 |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 6499 | 10518202 | 1627976 | 371581 | 48162 | 3060640 | 1203588 | 1263497 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 4015 | 14113670 | 2008116 | 452957 | 51139 | 3645773 | 1650483 | 1737898 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 2532 | 17523588 | 2307871 | 531998 | 54035 | 4139750 | 2151948 | 2287507 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. |  |  |  |  |  |  |  |  |
|  | \$10,00,000 to \$24,999,999 ...... |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more............ | 503 | 28952627 | 2143502 | 488217 | 41675 | 4526814 | 4013633 | 4128774 |
|  | Establishments not operated for the entire year | 2735 | 1681777 | 198195 | 46599 | 6664 | 378893 | 76247 | 363208 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 28321 | 97183003 | 11523912 | 2627707 | 286732 | 21619583 | 12326301 | 13148394 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421830 | Industrial machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 25586 | 95501226 | 11325717 | 2581108 | 280068 | 21240690 | 12250054 | 12785186 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 929 | 55475 | 16782 | 4033 | 1281 | 27894 | 7104 | 7007 |
|  | Establishments with sales of \$100,000 to \$249,999 | 2258 | 390708 | 90683 | 21554 | 4421 | 167704 | 44531 | 44585 |
|  | Establishments with sales of \$250,000 to \$499,999 | 3144 | 1157306 | 226364 | 52031 | 9112 | 432597 | 129519 | 131772 |
|  | Establishments with sales of \$500,000 to \$999,999 | 4390 | 3187985 | 535389 | 122152 | 18774 | 1034548 | 368995 | 380623 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 6499 | 10518202 | 1627976 | 371581 | 48162 | 3060640 | 1203588 | 1263497 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 4015 | 14113670 | 2008116 | 452957 | 51139 | 3645773 | 1650483 | 1737898 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 2532 | 17523588 | 2307871 | 531998 | 54035 | 4139750 | 2151948 | 2287507 |
|  | Estab,oshments with sales of | 1316 | 19601665 | 2369034 | 536585 | 51469 | 4204970 | 2680253 | 2803523 |
|  | Establishments with sales of \$25,000,000 or more. . . . . . | 503 | 28952627 | 2143502 | 488217 | 41675 | 4526814 | 4013633 | 4128774 |
|  | Establishments not operated for the entire year | 2735 | 1681777 | 198195 | 46599 | 6664 | 378893 | 76247 | 363208 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1056 | 2959044 | 410831 | 95919 | 10273 | 758407 | 415921 | 443337 |
|  | Establishments operated for the entire year | 962 | 2912102 | 404135 | 93763 | 10000 | 746070 | 414230 | 432680 |
|  | Establishments with sales less than $\$ 100,000 .$ | 38 | 2391 | 777 | 166 | 52 | 1296 | 341 | 354 |
|  | Establishments with sales of \$100,000 to \$249,999 | 92 | 15839 | 3608 | 819 | 199 | 6951 | 1905 | 1989 |
|  | Establishments with sales of \$250,000 to \$499,999 | 144 | 52907 | 11443 | 2652 | 461 | 21031 | 6836 | 7151 |
|  | Establishments with sales of \$500,000 to \$999,999 | 164 | 116659 | 19730 | 4605 | 727 | 38569 | 13752 | 14197 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ... | 241 | 392129 | 66350 | 14704 | 1892 | 128885 | 48807 | 53159 |
|  | \$2,500,000 to \$4,999,999. | 132 | 447647 | 70621 | 16406 | 1897 | 127073 | 58758 | 62315 |
|  | Establishments with sales of | 89 | 613951 | 79603 | 17737 | 1736 | 147289 | 78942 | 84796 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 46 | 652815 | 80866 | 19127 | 1786 | 148198 | 88961 | 92959 |
|  | \$ $25,000,000$ or more...... | 16 | 617764 | 71137 | 17547 | 1250 | 126778 | 115928 | 115760 |
|  | Establishments not operated for the entire year | 94 | 46942 | 6696 | 2156 | 273 | 12337 | 1691 | 10657 |
| 4218302 | Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3294 | 9945751 | 1464278 | 336675 | 36297 | 2658894 | 1137999 | 1231725 |
|  | Establishments operated for the entire year | 3041 | 9788925 | 1444499 | 332691 | 35701 | 2622222 | 1132656 | 1189402 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . .$ | 86 | 5179 | 1480 | 363 | 127 | 2506 | 566 | 537 |
|  | Establishments with sales of \$100,000 to \$249,999 | 252 | 45212 | 11048 | 2629 | 533 | 18906 | 5654 | 5679 |
|  | Establishments with sales of \$250,000 to \$499, 999 |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 | 322 | 119066 | 24210 | 5549 | 958 | 43493 | 12288 | 12910 |
|  | \$500,000 to \$999,999............ | 484 | 351435 | 64257 | 14571 | 2219 | 117019 | 42499 | 43479 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . .$. | 858 | 1400497 | 226649 | 51395 | 6553 | 412454 | 165611 | 172424 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 529 | 1854286 | 283112 | 63987 | 6898 | 489939 | 219490 | 231923 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 326 | 2206373 | 323754 | 75736 | 7375 | 566090 | 258094 | 274726 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \ldots . . .$ | 152 | 2152504 | 299495 | 69830 | 6082 | 510635 | 274623 | 278046 |
|  | $\$ 25,000,000$ or more | 32 | 1654373 | 210494 | 48631 | 4956 | 461180 | 153831 | 169678 |
|  | Establishments not operated for the entire year $\qquad$ | 253 | 156826 | 19779 | 3984 | 596 | 36672 | 5343 | 42323 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 1275 | 3036164 | 437279 | 101041 | 11324 | 786607 | 376128 | 394716 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1150 | 2965023 | 428534 | 99118 | 11044 | 770915 | 375350 | 374366 |
|  | Establishments with sales less than $\$ 100,000$ | 44 | 2505 | 666 | 173 | 71 | 1172 | 232 | 199 |
|  | Establishments with sales of \$100,000 to \$249,999 | 120 | 21322 | 4936 | 1217 | 243 | 8622 | 2139 | 2180 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 129 | 47353 | 9919 | 2297 | 392 | 17848 | 4492 | 4720 |
|  | \$500,000 to \$999,999..... | 205 | 149125 | 27342 | 6084 | 921 | 50348 | 16772 | 17287 |
|  | Establishments with sales of | 332 | 534571 | 83827 | 18611 | 2441 | 156721 | 59642 | 61570 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 168 | 583983 | 87207 | 19682 | 2056 | 155681 | 67744 | 67122 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 102 | 711358 | 109929 | 27576 | 2588 | 197702 | 91763 | 94333 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 42 | 574547 | 80714 | 18170 | 1782 | 141801 | 88734 | 81386 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 8 | 340259 | 23994 | 5308 | 550 | 41020 | 43832 | 45569 |
|  | Establishments not operated for the entire year | 125 | 71141 | 8745 | 1923 | 280 | 15692 | 778 | 20350 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2019 | 6909587 | 1026999 | 235634 | 24973 | 1872287 | 761871 | 837009 |
|  | Establishments operated for the entire year | 1891 | 6823902 | 1015965 | 233573 | 24657 | 1851307 | 757306 | 815036 |
|  | Establishments with sales less than $\$ 100,000$ | 42 | 2674 | 814 | 190 | 56 | 1334 | 334 | 338 |
|  | Establishments with sales of \$100,000 to \$249,999 | 132 | 23890 | 6112 | 1412 | 290 | 10284 | 3515 | 3499 |
|  | Establishments with sales of |  |  |  |  |  |  |  | 3499 |
|  | \$250,000 to \$499,999 ..... | 193 | 71713 | 14291 | 3252 | 566 | 25645 | 7796 | 8190 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 279 | 202310 | 36915 | 8487 | 1298 | 66671 | 25727 | 26192 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999 \text {. }$ | 526 | 865926 | 142822 | 32784 | 4112 | 255733 | 105969 | 110854 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 361 | 1270303 | 195905 | 44305 | 4842 | 334258 | 151746 | 164801 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 224 | 1495015 | 213825 | 48160 | 4787 | 368388 | 166331 | 180393 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 110 | 1577957 | 218781 | 51660 | 4300 | 368834 | 185889 | 196660 |
|  | \$25,000,000 or more....... | 24 | 1314114 | 186500 | 43323 | 4406 | 420160 | 109999 | 124109 |
|  | Establishments not operated for the entire year | 128 | 85685 | 11034 | 2061 | 316 | 20980 | 4565 | 21973 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 8460 | 28259832 | 3404519 | 772131 | 84667 | 6537227 | 3533463 | 3820152 |
|  | Establishments operated for the entire year | 7756 | 27881218 | 3360127 | 762732 | 83413 | 6449165 | 3516521 | 3728649 |
|  | Establishments with sales less than $\$ 100,000$ | 308 | 18509 | 5315 | 1255 | 402 | 9214 | 2203 | 2146 |
|  | Establishments with sales of \$100,000 to \$249,999 | 664 | 113424 | 24943 | 6001 | 1244 | 47986 | 11766 | 11798 |
|  | Establishments with sales of \$250,000 to \$499,999 | 950 | 349615 | 65169 | 14969 | 2671 | 128129 | 36011 | 36849 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 1347 | 983591 | 162813 | 37126 | 5652 | 317341 | 107389 | 112656 |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 2051 | 3314042 | 514749 | 117143 | 15102 | 965909 | 356419 | 378181 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1210 | 4209432 | 621254 | 142512 | 15667 | 1126694 | 497707 | 526345 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 765 | 5220598 | 713950 | 162322 | 16421 | 1247180 | 692881 | 729607 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots$. . . Establishments with sales of | 338 | 4948374 | 615659 | 140857 | 13717 | 1126460 | 728216 | 774625 |
|  | $\$ 25,000,000$ or more | 123 | 8723633 | 636275 | 140547 | 12537 | 1480252 | 1083929 | 1156442 |
|  | Establishments not operated for the entire year $\qquad$ | 704 | 378614 | 44392 | 9399 | 1254 | 88062 | 16942 | 91503 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3232 | 13925794 | 1338123 | 300153 | 29963 | 2629765 | 2155284 | 2142750 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218304 | Metalworking machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2936 | 13724740 | 1314596 | 294152 | 29258 | 2581656 | 2146357 | 2106968 |
|  | Establishments with sales less than $\$ 100,000$ | 107 | 6295 | 2111 | 528 | 159 | 3423 | 741 | 769 |
|  | Establishments with sales of \$100,000 to \$249,999 | 276 | 47951 | 11351 | 2711 | 546 | 20989 | 6202 | 6165 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 368 | 136734 | 27507 | 6337 | 1048 | 53054 | 18008 | 17862 |
|  | \$500,000 to \$999,999..... | 462 | 334438 | 52258 | 11636 | 1751 | 105156 | 42336 | 43276 |
|  | Establishments with sales of $\$ 1,000,000$ to $22,499,999$. | 635 | 1017774 | 144725 | 32853 | 4077 | 287881 | 127056 | 133520 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 448 | 1582324 | 199766 | 44327 | 4804 | 376889 | 209841 | $218957$ |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 326 | 2300379 | 255296 | 59232 | 5482 | 485553 | 288868 | 308580 |
|  | E10,000,000 to \$24,999,999 | 217 | 3329721 | 304512 | 64708 | 5616 | 568352 | 485558 | 499174 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . | 97 | 4969124 | 317070 | 71820 | 5775 | 680359 | 967747 | 878665 |
|  | Establishments not operated for the entire year. | 296 | 201054 | 23527 | 6001 | 705 | 48109 | 8927 | 35782 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4042 | 15099475 | 2069068 | 487920 | 56245 | 3544920 | 1654475 | 1743448 |
|  | Establishments operated for the entire year | 3674 | 14838185 | 2031585 | 477373 | 54844 | 3478393 | 1641065 | 1701033 |
|  | Establishments with sales less than $\$ 100,000 .$ | 100 | 5981 | 1668 | 409 | 138 | 2797 | 556 | 520 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999.... | 282 | 49748 | 10858 | 2491 | 554 | 20626 | 4300 | 4302 |
|  | \$250,000 to \$499,999 ..... | 436 | 160470 | 31504 | 7123 | 1344 | 59833 | 14817 | 15016 |
|  | Establishments with sales of \$500,000 to \$999,999 | 615 | 446001 | 79091 | 18403 | 3023 | 148044 | 35268 | 36685 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 908 | 1519276 | 253194 | 59570 | 8378 | 453559 | 151760 | 153956 |
|  | \$2,500,000 to \$4,999,999 | 611 | 2166900 | 350176 | 79979 | 9671 | 603817 | 221861 | 230527 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 398 | 2775868 | 430946 | 101577 | 11285 | 716352 | 322443 | 340336 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 260 | 3913998 | 570052 | 132606 | 13862 | 944614 | 442115 | 457561 |
|  | Estab,000,000 or more. . . . . . | 64 | 3799943 | 304096 | 75215 | 6589 | 528751 | 447945 | 462130 |
|  | Establishments not operated for the entire year | 368 | 261290 | 37483 | 10547 | 1401 | 66527 | 13410 | 42415 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2688 | 7740720 | 693599 | 150488 | 18900 | 1316709 | 847083 | 989913 |
|  | Establishments operated for the entire year | 2431 | 7592528 | 679838 | 147719 | 18471 | 1291229 | 839717 | 952504 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 77 | 4558 | 1346 | 325 | 105 | 2206 | 925 | 961 |
|  | Establishments with sales of \$100,000 to \$249,999 | 174 | 29722 |  | 1630 |  | 12569 | 4187 | 4211 |
|  | Establishments with sales of . . . . . | 174 | 29722 | 6687 | 1630 | 358 | 12569 | 4187 | 4211 |
|  | \$250,000 to \$499,999 ............ | 305 | 111586 | 19714 | 4672 | 842 | 38923 | 16494 | 16747 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . .$. . . . | 491 | 354869 | 52187 | 12076 | 1925 | 106129 | 53634 | 54664 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 |  |  |  |  |  |  |  | 141741 |
|  |  | 669 | 1068835 | 140648 | 32036 | 4335 | 269498 | 133548 | 141741 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 404 | 1429437 | 149646 | 30824 | 3989 | 287791 | 139880 | 160224 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 200 | 1386952 | 130478 | 28250 | 3134 | 250718 | 131547 | 151331 |
|  | Establishments with sales of |  | 1386 | 130478 | 28 |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 72 | 1073467 | 100072 | 20482 | 2204 | 166799 | 139298 | 166169 |
|  | $\$ 25,000,000$ or more | 39 | 2133102 | 79060 | 17424 | 1579 | 156596 | 220204 | 256456 |
|  | Establishments not operated for the entire year. $\qquad$ | 257 | 148192 | 13761 | 2769 | 429 | 25480 | 7366 | 37409 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5549 | 19252387 | 2143494 | 484421 | 50387 | 4173661 | 2582076 | 2777069 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218307 | Other industrial machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4786 | 18763528 | 2090937 | 472678 | 48381 | 4071955 | 2559508 | 2673950 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 213 | 12562 | 4085 | 987 | 298 | 6452 | 1772 | 1720 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 518 | 88812 | 22188 | 5273 | 987 | 39677 | 10517 | 10441 |
|  | Establishments with sales of \$250,000 to \$499,999 | 619 | 226928 | 46817 | 10729 | 1788 | 88134 | 25065 | 25237 |
|  | Establishments with sales of \$500,000 to \$999,999 | 827 | 600992 | 105053 | 23735 | 3477 | 202290 | 74117 | 75666 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 1137 | 1805649 | 281661 | 63880 | 7825 | 542454 | 220387 | 230516 |
|  | Establishments with sales of | 681 | 2423644 | 333541 | 74922 | 8213 | 633570 | 302946 | 307607 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 428 | 3019467 | 373844 | 87144 | 8602 | 726568 | 379173 | 398131 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 231 | 3530786 | 398378 | 88975 | 8202 | 739912 | 521482 | 534989 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . | 132 | 7054688 | 525370 | 117033 | 8989 | 1092898 | 1024049 | 1089643 |
|  | Establishments not operated for the entire year | 763 | 488859 | 52557 | 11743 | 2006 | 101706 | 22568 | 103119 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Establishments operated for the entire year | 11720 | 35862819 | 4319283 | 990416 | 119408 | 8139020 | 4413701 | 4570258 |
|  | Establishments with sales less than | 302 | 19501 | 5420 | 1329 | 423 | 9309 | 2691 | 2693 |
|  | Establishments with sales of \$100,000 to \$249,999 | 778 | 135506 | 28038 | 6541 | 1494 | 52991 | 16330 | 16747 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . . .$. Establishments with sales of | 1294 | 476867 | 84300 | 19732 | 3725 | 163834 | 56060 | 57228 |
|  | \$500,000 to \$999,999..... | 1909 | 1394151 | 217995 | 49879 | 8145 | 430427 | 168213 | 172839 |
|  | Estabishments with sales of | 3344 | 5522748 | 743335 | 171088 | 23931 | 1437769 | 657150 | 684498 |
|  | \$2,500,000 to \$4,999,999 . | 2189 | 7739144 | 976777 | 225658 | 27178 | 1823091 | 941548 | 980276 |
|  | Establishments with sales of | 1327 | 9122272 | 1073824 | 242415 | 27140 | 1981134 | 1125929 | 1176890 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 477 | 6908268 | 760440 | 173124 | 17836 | 1410264 | 872536 | 892365 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 100 | 4544362 | 429154 | 100650 | 9536 | 830201 | 573244 | 586722 |
|  | Establishments not operated for the entire year | 1148 | 1026210 | 100756 | 22201 | 3044 | 190380 | 32377 | 195636 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Establishments operated for the entire year | 11720 | 35862819 | 4319283 | 990416 | 119408 | 8139020 | 4413701 | 4570258 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 302 | 19501 | 5420 | 1329 | 423 | 9309 | 2691 | 2693 |
|  | Establishments with sales of \$100,000 to \$249,999 | 778 | 135506 | 28038 | 6541 | 1494 | 52991 | 16330 | 16747 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$250,000 to $\$ 4499,999 \ldots . . . . . . . .$. | 1294 | 476867 | 84300 | 19732 | 3725 | 163834 | 56060 | 57228 |
|  | \$500,000 to \$999,999..... | 1909 | 1394151 | 217995 | 49879 | 8145 | 430427 | 168213 | 172839 |
|  | Establishments with sales of $\$ 1,000000$ do | 3344 | 5522748 | 743335 | 171088 | 23931 | 1437769 | 657150 | 684498 |
|  | Estabishments with sales of | 2189 | 7739144 | 976777 | 225658 | 27178 | 1823091 | 941548 | 980276 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1327 | 9122272 | 1073824 | 242415 | 27140 | 1981134 | 1125929 | 1176890 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 477 | 6908268 | 760440 | 173124 | 17836 | 1410264 | 872536 | 892365 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 100 | 4544362 | 429154 | 100650 | 9536 | 830201 | 573244 | 586722 |
|  | Establishments not operated for the entire year $\qquad$ | 1148 | 1026210 | 100756 | 22201 | 3044 | 190380 | 32377 | 195636 |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2025 | 3940187 | 535267 | 124714 | 15671 | 970763 | 472943 | 502312 |
|  | Establishments operated for the entire year | 1852 | 3876025 | 528122 | 122933 | 15405 | 957722 | 470203 | 488271 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ..................... | 76 | 4905 | 1295 | 323 | 111 | 2351 | 556 | 567 |
|  | \$100,000 to \$249,999 . . . . . . . . . . | 166 | 29149 | 5544 | 1317 | 318 | 10450 | 4257 | 4036 |
|  | Establishments with sales of \$250,000 to $\$ 499,999 \ldots . . . . . .$. | 288 | 106328 | 17280 | 4021 | 823 | 33284 | 12442 | 12674 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218502 | Custodial, janitors' equipment \& supplies whsle-Con. <br> Establishments not operated for the entire year. $\qquad$ | 230 | 90767 | 13318 | 3189 | 600 | 26234 | 7017 | 19665 |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 655 | D | D | D | i | D | D | D |
|  | Establishments operated for the entire year | 591 | D | D | D | i | D | D | D |
|  | Establishments with sales less than \$100,000 | 35 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 47 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . . .$. | 63 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 112 | D | D | D | $f$ | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 151 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 99 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 5,000000$ to $\$ 9,999,999$ | 60 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 22 | D | D | D | $f$ | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 64 | D | D | D | c | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2149 | D | D | D | j | D | D | D |
|  | Establishments operated for the entire year | 1908 | D | D | D | j | D | D | D |
|  | Establishments with sales less than | 117 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 287 | D | D | D | $f$ | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999. | 371 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 392 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 419 | D | D | D | h | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 .. | 204 | D | D | D | h | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 83 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 30 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. |  | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 241 | D | D | D | e | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3454 | 16634756 | 1431585 | 319666 | 35256 | 2851887 | 2671149 | 3069716 |
|  | Establishments operated for the entire year | 3044 | 16315655 | 1402532 | 312622 | 34301 | 2792230 | 2643666 | 2980844 |
|  | Establishments with sales less than \$100,000 | 113 | 6400 | 2224 | 577 | 161 | 3513 | 797 | 771 |
|  | Establishments with sales of \$100,000 to \$249,999 | 255 | 42785 | 11221 | 2794 | 491 | 19947 | 7207 | 7211 |
|  | Establishments with sales of \$250,000 to \$499,999 | 422 | 154864 | 30664 | 7235 | 1217 | 60250 | 22319 | 23078 |
|  | Establishments with sales of \$500,000 to \$999,999 | 522 | 381591 | $64132$ | 14183 | 2196 | 128594 | 58617 | 61889 |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  |  |  |  |  |  | 175 |
|  | $\$ 1,000,000$ to $\$ 2,499,999$ Establishments with sales of | 693 | 1122479 | 160602 | 36215 | 4785 | 325223 | 164564 | 175346 |
|  | \$2,500,000 to \$4,999,999 ........ | 435 | 1568095 | 209179 | 45399 | 5251 | 409519 | 248838 | 268480 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 294 | 2044420 | 226057 | 49849 | 5595 | 437790 | 320239 | 354363 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ..... | 192 | 2919953 | 258044 | 57298 | 5470 | 488471 | 512020 | 579218 |
|  | \$25,000,000 or more. . . . . . . . . . . . . | 118 | 8075068 | 440409 | 99072 | 9135 | 918923 | 1309065 | 1510488 |
|  | Establishments not operated for the entire year $\qquad$ | 410 | $319101$ | 29053 | $7044$ | 955 | 59657 | $27483$ |  |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3454 | 16634756 | 1431585 | 319666 | 35256 | 2851887 | 2671149 | 3069716 |
|  | Establishments operated for the entire year Establishments with sales less than | 3044 | 16315655 | 1402532 | 312622 | 34301 | 2792230 | 2643666 | 2980844 |
|  | Estabis,000..................... | 113 | 6400 | 2224 | 577 | 161 | 3513 | 797 | 771 |
|  | Establishments with sales of \$100,000 to \$249,999 | 255 | 42785 | 11221 | 2794 | 491 | 19947 | 7207 | 7211 |
|  | \$250,000 to \$499,999 ............ | 422 | 154864 | 30664 | 7235 | 1217 | 60250 | 22319 | 23078 |
|  | Establishments with sales of \$500,000 to \$999,999 | 522 | 381591 | 64132 | 14183 | 2196 | 128594 | 58617 | 61889 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 693 | 1122479 | 160602 | 36215 | 4785 | 325223 | 164564 | 175346 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 435 | 1568095 | 209179 | 45399 | 5251 | 409519 | 248838 | 268480 |
|  | Establishments with sales of $\$ 5,000000$ to $99,999,999$ | 294 | 2044420 | 226057 | 49849 | 5595 | 437790 | 320239 | 354363 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 192 | 2919953 | 258044 | 57298 | 5470 | 488471 | 512020 | 579218 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . | 118 | 8075068 | 440409 | 99072 | 9135 | 918923 | 1309065 | 1510488 |
|  | Establishments not operated for the entire year | 410 | 319101 | 29053 | 7044 | 955 | 59657 | 27483 | 88872 |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2092 | 12214744 | 929885 | 206175 | 21276 | 1893980 | 2063036 | 2377201 |
|  | Establishments operated for the entire year | 1849 | 11999832 | 909471 | 200431 | 20530 | 1852093 | 2037073 | 2313819 |
|  | Establishments with sales less than $\$ 100,000$ | 79 | 4371 | 1548 | 416 | 111 | 2480 | 623 | 589 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 159 | 26810 | 7259 | 1788 | 305 | 12495 | 4751 | 4687 |
|  | Establishments with sales of \$250,000 to \$499 999 | 234 | 86080 | 18081 | 4115 | 699 | 34795 | 12959 | 13095 |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  | 18081 |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 311 | 228469 | 40258 | 8862 | 1312 | 79911 | 35871 | 38417 |
|  | E1,000,000 to \$2,499,999 . | 388 | 637594 | 96222 | 21570 | 2638 | 198597 | 98593 | 106214 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 267 | 964695 | 140050 | 30013 | 3106 | 272253 | 168673 | 182730 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 189 | 1334900 | 139319 | 30387 | 3346 | 272998 | 210514 | 233199 |
|  | \$10,000,000 to \$24,999,999 ...... | 130 | 1995764 | 170004 | 37291 | 3242 | 330627 | 375041 | 424294 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 92 | 6721149 | 296730 | 65989 | 5771 | 647937 | 1130048 | 1310594 |
|  | Establishments not operated for the entire year $\qquad$ | 243 | 214912 | 20414 | 5744 | 746 | 41887 | 25963 | 63382 |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 825 | 2566747 | 304561 | 69149 | 8418 | 596428 | 383049 | 418396 |
|  | Establishments operated for the entire year | 720 | D | D | D | i | D | D | D |
|  | Establishments with sales less than \$100,000 | 22 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 61 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 113 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999. | 131 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 184 | 286937 | 40562 | 9434 | 1308 | 79569 | 44028 | 45663 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 $\ldots \ldots \ldots$ | 99 | 350978 | 43385 | 9484 | 1228 | 89253 | 51903 | 56181 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 66 | D | D | D | g | D | D | D |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 32 | 479208 | 44687 | 9481 | 1182 | 81687 | 78275 |  |
|  | Establishments with sales of | 32 |  |  |  |  |  |  |  |
|  | \$25,000,000 or more............ | 12 | 810025 | 91264 | 21468 | 2118 | 177455 | 105258 | 104669 |
|  | Establishments not operated for the entire year | 105 | D | D | D | c | D | D | D |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 537 | 1853265 | 197139 | 44342 | 5562 | 361479 | 225064 | 274119 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS— Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218603 | Other transportation equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 475 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . }$ | 12 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 35 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 75 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 80 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 121 | 197948 | 23818 | 5211 | 839 | 47057 | 21943 | 23469 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 .. | 69 | 252422 | 25744 | 5902 | 917 | 48013 | 28262 | 29569 |
|  | \$5,000,000 to \$9,999,999. | 39 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 30 | 444981 | 43353 | 10526 | 1046 | 76157 | 58704 | 65865 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more....... | 14 | 543894 | 52415 | 11615 | 1246 | 93531 | 73759 | 95225 |
|  | Establishments not operated for the entire year. | 62 | D | D | D | b | D | D | D |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 33956 | 155636289 | 10094244 | 2345746 | 331513 | 24594828 | 15948947 | 16982519 |
|  | Establishments operated for the entire year | 29018 | 150848526 | 9758987 | 2257282 | 318186 | 23790474 | 15661067 | 16082419 |
|  | Establishments with sales less than \$100,000 . | 2077 | 122973 | 34961 | 8648 | 3333 | 64944 | 18277 | 18324 |
|  | Establishments with sales of \$100,000 to \$249,999 | 3899 | 660200 | 145393 | 34382 | 9369 | 295275 | 93750 | 95621 |
|  | Establishments with sales of \$250,000 to \$499,999 | 4389 | 1586968 | 287241 | 66086 | 15318 | 615402 | 242353 | 244904 |
|  | Establishments with sales of \$500,000 to \$999,999 | 4883 | 3490140 | 533203 | 123560 | 24708 | 1164904 | 497071 | 503374 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 5964 | 34906609 | 1201287 | 275 182 | 24743 47 |  |  |  |
|  | \$1,000,000 to \$2,499,999 <br> Establishments with sales of | 5964 | 9474639 | 1201287 | 275182 | 47435 | 2679993 | 1273995 | 1302213 |
|  | \$2,500,000 to \$4,999,999. | 3371 | 11826163 | 1296324 | 294030 | 46038 | 2882180 | 1548774 | 1610024 |
|  | Establishments with sales of $\$ 5,00000$ to $99,999,999$ | 2148 | 14909982 | 1452496 | 324568 | 46422 | 3264282 | 1907450 | 2001331 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 1415 | 21570813 | 1692932 | 382312 | 49567 | 3965427 | 2784041 | 2813837 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 872 | 87206648 | 3115150 | 748514 | 75996 | 8858067 | 7295356 | 7492791 |
|  | Establishments not operated for the entire year | 4938 | 4787763 | 335257 | 88464 | 13327 | 804354 | 287880 | 900100 |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4961 | 17059006 | 1546470 | 356459 | 53620 | 3678121 | 3018376 | 3206465 |
|  | Establishments operated for the entire year | 4331 | 16497187 | 1495665 | 342484 | 51598 | 3562249 | 2955408 | 3028702 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 233 | 13540 | 3758 | 904 | 350 | 7294 | 2876 | 2810 |
|  | Establishments with sales of \$100,000 to \$249,999 | 484 |  |  | 3916 | 1101 |  |  |  |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$. | 484 |  |  | 3916 | 1101 | 34840 | 14690 |  |
|  | \$250,000 to \$499,999 ............ | 641 | 232249 | 38995 | 8666 | 2173 | 85540 | 42868 | 44205 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . .$. . . . | 714 | 511206 | 74939 | 16786 | 3390 | 167777 | 89127 | 89166 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 983 | 1596213 | 200487 | 45203 | 8187 | 454517 | 282792 | 284101 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 586 | 2064272 | 242824 | 53942 | 8397 | 514454 | 357319 | 363451 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 350 | 2394249 | 218372 | 48321 | 7192 | 497831 | 440883 | 446671 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots$. . . Establishments with sales of | 221 | 3383279 | 282001 | 61757 | 9048 | 687553 | 643177 | 658978 |
|  | $\$ 25,000,000$ or more | 119 | 6220008 | 417646 | 102989 | 11760 | 1112443 | 1081676 | 1124043 |
|  | Establishments not operated for the entire year $\qquad$ | 630 | 561819 | 50805 | 13975 | 2022 | 115872 | 62968 | 177763 |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4961 | 17059006 | 1546470 | 356459 | 53620 | 3678121 | 3018376 | 3206465 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421910 | Sporting \& recreational goods \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4331 | 16497187 | 1495665 | 342484 | 51598 | 3562249 | 2955408 | 3028702 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . .$. | 233 | 13540 | 3758 | 904 | 350 | 7294 | 2876 | 2810 |
|  | Establishments with sales of \$100,000 to \$249,999 | 484 | 82171 | 16643 | 3916 | 1101 | 34840 | 14690 | 15277 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 641 | 232249 | 38995 | 8666 | 2173 | 85540 | 42868 | 44205 |
|  | Establishments with sales of \$500,000 to \$999,999 | 714 | 511206 | 74939 | 16786 | 3390 | 167777 | 89127 | 89166 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots .$. Establishments with sales of | 983 | 1596213 | 200487 | 45203 | 8187 | 454517 | 282792 | 284101 |
|  | $\begin{aligned} & \$ 2,500,000 \text { to } \$ 4,999,999 . . . . . . . \\ & \text { Establishments with sales of } \end{aligned}$ | 586 | 2064272 | 242824 | 53942 | 8397 | 514454 | 357319 | 363451 |
|  | \$5,000,000 to \$9,999,999 | 350 | 2394249 | 218372 | 48321 | 7192 | 497831 | 440883 | 446671 |
|  | \$10,000,000 to \$24,999,999 | 221 | 3383279 | 282001 | 61757 | 9048 | 687553 | 643177 | 658978 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . | 119 | 6220008 | 417646 | 102989 | 11760 | 1112443 | 1081676 | 1124043 |
|  | Establishments not operated for the entire year. $\qquad$ | 630 | 561819 | 50805 | 13975 | 2022 | 115872 | 62968 | 177763 |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 2792 | 15890421 | 1060892 | 244488 | 32791 | 3670242 | 2059697 | 2218405 |
|  | Establishments operated for the entire year | 2390 | D | D | D | k | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 186 | D | D | D | e | D | D | D |
|  | \$100,000 to \$249,999 .... | 305 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 381 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . | 368 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 496 | 768969 | 91235 | 19914 | 3636 | 228814 | 132012 | 131910 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 284 | 995600 | 94053 | 21065 | 3529 | 247313 | 177882 | 185579 |
|  | Establishments with sales of $\cdots \cdots$ | 284 | 95560 | 94053 | 21065 | 3529 | 247 з13 | 177882 | 185579 |
|  | \$5,000,000 to \$9,999,999 | 176 | 1212884 | 130195 | 29588 | 4222 | 321807 | 195379 | 218414 |
|  | \$10,000,000 to \$24,999,999 | 109 | 1733098 | 146602 | 32192 | 4350 | 394991 | 271897 | 278910 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 85 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year. | 402 | D | D | D | g | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2792 | 15890421 | 1060892 | 244488 | 32791 | 3670242 | 2059697 | 2218405 |
|  | Establishments operated for the entire year | 2390 | D | D | D | k | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . .$. | 186 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 305 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 381 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\ldots$. |  |  |  |  | g | D | D | D |
|  | \$500,000 to \$999,999 ........... | 368 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots . .$. | 496 | 768969 | 91235 | 19914 | 3636 | 228814 | 132012 | 131910 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 284 | 995600 | 94053 | 21065 | 3529 | 247313 | 177882 | 185579 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  | 177882 | 185 |
|  | \$5,000,000 to \$9,999,999 ....... | 176 | 1212884 | 130195 | 29588 | 4222 | 321807 | 195379 | 218414 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. . | 109 | 1733098 | 146602 | 32192 | 4350 | 394991 | 271897 | 278910 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 85 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 402 | D | D | D | g | D | D | D |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 8833 | 37358147 | 3196991 | 746097 | 114097 | 7291056 | 1991917 | 2097394 |
|  | Establishments operated for the entire year | 7779 | 36379116 | 3094525 | 717197 | 109902 | 7066460 | 1957022 | 1993003 |
|  | Establishments with sales less than \$100,000 | 491 | 28536 | 8659 | 2126 | 884 | 15446 | 2244 | 2292 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999$ | 891 | 151941 | 36433 | 8579 | 2569 | 71004 | 9723 | 10007 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^17]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERSCon. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219903 | General merchandise (durable goods) whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more. | 30 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year . | 613 | D | D | D | g | D | D | D |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1852 | 16079741 | 992129 | 238465 | 30602 | 2326833 | 1421931 | 1569954 |
|  | Establishments operated for the entire year | 1549 | D | D | D | k | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 105 | 6019 | 1730 | 440 | 160 | 3217 | 711 | 705 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 222 | 36326 | 8368 | 2196 | 510 | 17362 | 4311 | 4350 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 197 | 69634 | 12748 | 2913 | 628 | 27235 | 7267 | 7147 |
|  | Establishments with sales of | 272 | 196092 | 31994 | 7439 | 1283 | 71897 | 22716 | 22802 |
|  | Establishments with sales of | 295 | D | D | D | g | D | D | D |
|  | Establishments with sales of | 160 | 573524 | 73896 | 17392 | 2462 | 152642 | 66829 | 71258 |
|  | \$ $\$ 5,000,000$ to \$9,999,999. | 102 | 730975 | 78707 | 18213 | 2407 | 173877 | 78268 | 78334 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 ...... . | 94 | 1466492 | 160386 | 37857 | 4547 | 313922 | 154531 | 154094 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 102 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year . $\qquad$ | 303 | D | D | D | f | D | D | D |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1215 | 8766190 | 647937 | 153359 | 20147 | 1517990 | 950427 | 1025205 |
|  | Establishments operated for the entire year | 974 | D | D | D | j | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . .$. | 68 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 150 | D | D | D | e | D | D | D |
|  | Estabishments with sales of | 128 | D |  |  |  |  |  |  |
|  | \$250,000 to \$499,999.......... | 128 | D | D | D | e | D | D | D |
|  | $\$ 500,000$ to $\$ 999,999 \ldots . . . . . .$. . | 186 | 133544 | 21643 | 4897 | 859 | 50100 | 16324 | 16971 |
|  | $\$ 1,000,000 \text { to } \$ 2,499,999$ | 179 | D | D | D | g | D | D | D |
|  | Esta, | 97 | 352874 | 40619 | 9559 | 1179 | 87203 | 43681 | 46949 |
|  | \$5,000,000 to \$9,999,999. | 66 | D | D | D | g | D | D | D |
|  | \$10,000,000 to \$24,999,999 ..... | 41 | D | D | D | g | D | D | D |
|  | \$ $\$ 25,000,000$ or more........... | 59 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year. | 241 | D | D | D | f | D | D | D |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 637 | 7313551 | 344192 | 85106 | 10455 | 808843 | 471504 | 544749 |
|  | Establishments operated for the entire year | 575 | 6947288 | 334508 | 82345 | 10036 | 788082 | 471085 | 515704 |
|  |  | 37 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 72 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 69 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 86 | 62548 | 10351 | 2542 | 424 | 21797 | 6392 | 5831 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 116 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . .$. | 63 | 220650 | 33277 | 7833 | 1283 | 65439 | 23148 | 24309 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | D | D | D | f | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. Establishments with sales of | 53 | D | D | D | g | D | D | D |
|  | \$25,000,000 or more............ | 43 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year . $\qquad$ | 62 | 366263 | $9684$ | 2761 | 419 | 20761 | 419 | 29045 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4221 | Paper \& paper product whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 11476 | 65617403 | 5745936 | 1353606 | 154323 | 10829569 | 4812156 | 5014915 |
|  | Establishments with sales less than \$100,000. | 535 | 32290 | 8253 | 2069 | 750 | 14839 | 3110 | 2948 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1168 | 198674 | 37252 | 9014 | 2351 | 73289 | 16828 | 16881 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1566 | 576081 | 96892 | 22717 | 4638 | 191156 | 42251 | 42441 |
|  | Establishments with sales of \$500,000 to \$999,999 | 2117 | 1512845 | 241815 | 56350 | 9636 | 475171 | 106965 | 108618 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 2588 | 4123534 | 631843 | 146023 | 21066 | 1182956 | 288693 | 299488 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1390 | 4849657 | 699994 | 160961 | 19821 | 1273931 | 347430 | 363316 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 867 | 6028336 | 782747 | 182344 | 20952 | 1407475 | 455028 | 469440 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 700 | 10807245 | 1110715 | 261636 | 27952 | 2034514 | 904367 | 949647 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 545 | 37488741 | 2136425 | 512492 | 47157 | 4176238 | 2647484 | 2762136 |
|  | Establishments not operated for the entire year $\qquad$ | 1210 | 874395 | 95775 | 24920 | 3932 | 189256 | 54413 | 102383 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 1838 | 20477795 | 1203286 | 292367 | 26584 | 2322735 | 1271873 | 1292461 |
|  | Establishments operated for the entire year | 1703 | 20377474 | 1196098 | 290589 | 26316 | 2307216 | 1264937 | 1278731 |
|  | Establishments with sales less than | 70 | 3888 | 1129 | 268 | 98 | 2054 | 191 | 158 |
|  | Establishments with sales of \$100,000 to \$249,999 | 152 | 26663 | 5039 | 1231 | 286 | 10245 | 1537 | 1566 |
|  | Establishments with sales of ${ }^{\text {a }}$. | 152 | 26 | 5039 | 1231 | 286 | 10245 | 153 |  |
|  | \$250,000 to \$499,999 . . . . . . . . . | 223 | 81265 | 15881 | 3801 | 642 | 30535 | 5248 | 5110 |
|  | \$500,000 to \$999,999..... | 265 | 190477 | 29357 | 6878 | 1063 | 59456 | 12055 | 11569 |
|  | Estabishmen to \$2,499,999. | 329 | 518716 | 69439 | 15896 | 2102 | 135612 | 31586 | 33235 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 163 | 580564 | 65688 | 15526 | 1821 | 124234 | 43474 | 44728 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ........ | 137 | 1007940 | 96980 | 23105 | 2330 | 180411 | 79549 | 82316 |
|  | \$10,000,000 to \$24,999,999 | 162 | 2677973 | 191896 | 46960 | 4556 | 374646 | 213935 | 223362 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . | 202 | 15289988 | 720689 | 176924 | 13418 | 1390023 | 877362 | 876687 |
|  | Establishments not operated for the entire year | 135 | 100321 | 7188 | 1778 | 268 | 15519 | 6936 | 13730 |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 1838 | 20477795 | 1203286 | 292367 | 26584 | 2322735 | 1271873 | 1292461 |
|  | Establishments operated for the entire year | 1703 | 20377474 | 1196098 | 290589 | 26316 | 2307216 | 1264937 | 1278731 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . .$ | 70 | 3888 | 1129 | 268 | 98 | 2054 | 191 | 158 |
|  | Establishments with sales of \$100,000 to \$249,999 | 152 | 26663 | 5039 | 1231 | 286 | 10245 | 1537 | 1566 |
|  | Establishments with sales of \$250,000 to \$499,999 | 223 | 81265 | 15881 | 3801 | 642 | 30535 | 5248 | 5110 |
|  | Establishments with sales of \$500,000 to \$999 999 | 265 |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 265 | 190477 | 29357 | 6878 | 1063 | 59456 | 12055 | 11569 |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 329 | 518716 | 69439 | 15896 | 2102 | 135612 | 31586 | 33235 |
|  | Estabilismments with sales of | 163 | 580564 | 65688 | 15526 | 1821 | 124234 | 43474 | 44728 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 137 | 1007940 | 96980 | 23105 | 2330 | 180411 | 79549 | 82316 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 162 | 2677973 | 191896 | 46960 | 4556 | 374646 | 213935 | 223362 |
|  | \$25,000,000 or more............ | 202 | 15289988 | 720689 | 176924 | 13418 | 1390023 | 877362 | 876687 |
|  | Establishments not operated for the entire year $\qquad$ | 135 | 100321 | 7188 | 1778 | 268 | 15519 | 6936 | 13730 |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 6260 | 19572837 | 2310376 | 546853 | 70818 | 4301775 | 1828831 | 1934601 |
|  | Establishments operated for the entire year | 5663 | 19175929 | 2259729 | 533505 | 68558 | 4204700 | 1803867 | 1884834 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ..................... | 298 | 18204 | 4280 | 1088 | 412 | 7936 | 2040 | 1908 |
|  | Estab,000 to \$249,999 ........... | 698 | 119218 | 21860 | 5301 | 1407 | 43202 | 10715 | 10677 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 \ldots \ldots . .$. | 920 | 335826 | $55443$ | 12964 | $2672$ | $109152$ | 24188 | 24401 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422130 | Industrial \& personal service paper whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$2,500,000 to \$4,999,999 Establishments with sales of | 616 | 2168640 | 277757 | 63139 | 7807 | 522605 | 159468 | 167680 |
|  | \$5,000,000 to \$9,999,999 . ....... | 436 | 3028707 | 377590 | 85929 | 10317 | 689370 | 230336 | 239184 |
|  | Estabishments with sales of | 347 | 5217025 | 552654 | 128889 | 13511 | 989356 | 388399 | 408833 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . | 184 | 13421804 | 764941 | 178267 | 15760 | 1492866 | 796612 | 861804 |
|  | Establishments not operated for the entire year. | 478 | 377166 | 37940 | 9794 | 1404 | 76662 | 22513 | 38886 |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 7250 | 107379498 | 4453417 | 1051879 | 128641 | 10948828 | 11917987 | 12946620 |
|  | Establishments operated for the entire year | 6166 | 104451973 | 4291943 | 1008413 | 122548 | 10584202 | 11528540 | 12576636 |
|  | $\$ 100,000 \text {. }$ | 391 | 22469 | 6371 | 1639 | 564 | 11728 | 2979 | 3007 |
|  | \$100,000 to \$249,999 ..... | 677 | 113762 | 26688 | 6293 | 1525 | 54764 | 15634 | 16170 |
|  | \$250,000 to \$499,999 ..... | 759 | 274843 | 56889 | 13402 | 2468 | 120569 | 36038 | 39161 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . .$. | 921 | 667712 | 125417 | 29402 | 4808 | 262911 | 91040 | 95632 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1216 | 1906642 | 289739 | 66886 | 9808 | 635278 | 231601 | 246882 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 764 | 2688619 | 356624 | 84800 | 11240 | 788814 | 285187 | 301005 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999. | 520 | 3666689 | 432159 | 97499 | 12514 | 956237 | 449379 | 479690 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 394 | 6146319 | 610279 | 139738 | 16495 | 1392519 | 651528 | 679488 |
|  | \$25,000,000 or more..... | 524 | 88964918 | 2387777 | 568754 | 63126 | 6361382 | 9765154 | 10715601 |
|  | Establishments not operated for the entire year | 1084 | 2927525 | 161474 | 43466 | 6093 | 364626 | 389447 | 369984 |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7250 | 107379498 | 4453417 | 1051879 | 128641 | 10948828 | 11917987 | 12946620 |
|  | Establishments operated for the entire year | 6166 | 104451973 | 4291943 | 1008413 | 122548 | 10584202 | 11528540 | 12576636 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . .$ | 391 | 22469 | 6371 | 1639 | 564 | 11728 | 2979 | 3007 |
|  | Establishments with sales of \$100,000 to \$249,999 | 677 | 113762 | 26688 | 6293 | 1525 | 54764 | 15634 | 16170 |
|  | Establishments with sales of \$250,000 to \$499,999 | 759 | 274843 | 56889 | 13402 | 2468 | 120569 | 36038 | 39161 |
|  | Establishments with sales of \$500,000 to \$999,999 | 921 | 667712 | 125417 | 29402 | 4808 | 262911 | 91040 | 95632 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 .. | 1216 | 1906642 | 289739 | 66886 | 9808 | 635278 | 231601 | 246882 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 764 | 2688619 | 356624 | 84800 | 11240 | 788814 | 285187 | 301005 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 520 | 3666689 | 432159 | 97499 | 12514 | 956237 | 449379 | 479690 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 394 | 6146319 | 610279 | 139738 | 16495 | 1392519 | 651528 | 679488 |
|  | Estab,000,000 or more....... | 524 | 88964918 | 2387777 | 568754 | 63126 | 6361382 | 9765154 | 10715601 |
|  | Establishments not operated for the entire year. | 1084 | 2927525 | 161474 | 43466 | 6093 | 364626 | 389447 | 369984 |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7250 | 107379498 | 4453417 | 1051879 | 128641 | 10948828 | 11917987 | 12946620 |
|  | Establishments operated for the entire year $\qquad$ | 6166 | 104451973 | 4291943 | 1008413 | 122548 | 10584202 | 11528540 | 12576636 |
|  | Establishments with sales less than \$100,000 | 391 | $22469$ | 6371 | $1639$ | 564 | $11728$ | $2979$ | $3007$ |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999........... | 677 | 113762 | 26688 | 6293 | 1525 | 54764 | 15634 | 16170 |
|  | Establishments with sales of \$250,000 to \$499,999 | 759 | 274843 | 56889 | 13402 | 2468 | 120569 | 36038 | 39161 |
|  | Establishments with sales of \$500,000 to \$999,999 | 921 | 667712 | 125417 | 29402 | 4808 | 262911 | 91040 | 95632 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 1216 | 1906642 | 289739 | 66886 | 9808 | 635278 | 231601 | 246882 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 764 | 2688619 | 356624 | 84800 | 11240 | 788814 | 285187 | 301005 |
|  | $\$ 5,000,000 \text { to } \$ 9,999,999$ | 520 | 3666689 | 432159 | 97499 | 12514 | 956237 | 449379 | 479690 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422210 | Drugs, \& druggists' sundries whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of \$10,000,000 to \$24,999,999 ...... Establishments with sales of $\$ 25,000,000$ or more. ............. | 394 524 | 6146319 88964918 | 610279 2387777 | 139738 568754 | 16495 63126 | 1392519 6361382 | 651528 9765154 | 679488 10715601 |
|  | Establishments not operated for the entire year | 1084 | 2927525 | 161474 | 43466 | 6093 | 364626 | 389447 | 369984 |
| 4222101 | General-line drugs whsle <br> All establishments | 3283 | 79946995 | 2290715 | 546162 | 70977 | 5352458 | 9238904 | 9838713 |
|  | Establishments operated for the entire year <br> Establishments with sales less than | 2930 | 78009986 | 2210767 | 517890 | 66881 | 5181380 | 8871523 | 9672143 |
|  | $\$ 100,000 \ldots \ldots \ldots \ldots \ldots \ldots \ldots$. | 155 | 8725 | 2690 | 657 | 223 | 4587 | 834 | 826 |
|  | $\$ 100,000$ to \$249,999 ..... Establishments with sales of | 312 | 52358 | 12244 | 2874 | 687 | 24440 | 6807 | 6847 |
|  | \$250,000 to \$499,999..... | 336 | 120297 | 23657 | 5431 | 1027 | 50518 | 13621 | 14545 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 50,000 \text { to } \$ 999,99 . . . . . \end{aligned}$ | 404 | 289029 | 49445 | 11445 | 2013 | 102452 | 29887 | 30453 |
|  | Establishments with sales of | 566 | 891985 | 128968 | 30130 | 4599 | 277453 | 91553 | 96710 |
|  | Estabilishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 346 | 1206052 | 147301 | 34029 | 4730 | 322613 | 120172 | 126774 |
|  | Estabishments with sales of | 260 | 1838291 | 193002 | 42477 | 5935 | 425604 | 199014 | 212078 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 217 | 3413681 | 303763 | 68814 | 8764 | 655568 | 362077 | 377151 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . | 334 | 70189568 | 1349697 | 322033 | 38903 | 3318145 | 8047558 | 8806759 |
|  | Establishments not operated for the entire year | 353 | 1937009 | 79948 | 28272 | 4096 | 171078 | 367381 | 166570 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3967 | 27432503 | 2162702 | 505717 | 57664 | 5596370 | 2679083 | 3107907 |
|  | Establishments operated for the entire year | 3236 | 26441987 | 2081176 | 490523 | 55667 | 5402822 | 2657017 | 2904493 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . . . .$. | 236 | 13744 | 3681 | 982 | 341 | 7141 | 2145 | 2181 |
|  | Establishments with sales of \$100,000 to \$249,999 | 365 | 61404 | 14444 | 3419 | 838 | 30324 | 8827 | 9323 |
|  | Establishments with sales of | 365 | 61404 |  |  |  | 30324 |  |  |
|  | \$250,000 to \$499,999..... | 423 | 154546 | 33232 | 7971 | 1441 | 70051 | 22417 | 24616 |
|  | \$500,000 to \$999,999.... | 517 | 378683 | 75972 | 17957 | 2795 | 160459 | 61153 | 65179 |
|  | Establishments with sales of Establish,000 to \$2,499,999 | 650 | 1014657 | 160771 | 36756 | 5209 | 357825 | 140048 | 150172 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 418 | 1482567 | 209323 | 50771 | 6510 | 466201 | 165015 | 174231 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 5,000,000 \text { to } \$ 9,999,999 \end{aligned}$ | 260 | 1828398 | 239157 | 55022 | 6579 | 530633 | 250365 | 267612 |
|  | Establishments with sales of | 177 | 2732638 | 306516 | 70924 | 7731 | 736951 | 289451 | 302337 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 190 | 18775350 | 1038080 | 246721 | 24223 | 3043237 | 1717596 | 1908842 |
|  | Establishments not operated for the entire year $\qquad$ | 731 | 990516 | 81526 | 15194 | 1997 | 193548 | 22066 | 203414 |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 16964 | 84358265 | 6296411 | 1431085 | 177783 | 15311242 | 10840171 | 12038566 |
|  | Establishments operated for the entire year | 13941 | 80972841 | 6078062 | 1386545 | 171661 | 14769930 | 10696448 | 11366011 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . .$. | 787 | 47095 | 13078 | 3291 | 1280 | 23957 | 8346 | 8168 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1620 | 277438 | 60003 | 14181 | 3842 | 121634 | 42531 | 42916 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1927 | 701017 | 125606 | 28829 | 6870 | 266491 | 100824 | 103064 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 2293 | 1649337 | 236045 | 54892 | 10726 | 523145 | 230168 | 232861 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 ........ . | 3016 | 4824542 | 560702 | 128545 | 22029 | 1285862 | 679158 | 707529 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1669 | 5868910 | 598012 | 134256 | 20001 | 1376907 | 798898 | 831854 |
|  | Establishments with sales of ...... |  | 5868910 | 598012 | 134256 | 20001 | 1376907 | 798898 | 831854 |
|  | \$5,000,000 to \$9,999,999. | 1178 | 8299210 | 733120 | 160317 | 22082 | 1723807 | 1117255 | 1179874 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 859 | 13113548 | 1065150 | 244732 | 28442 | 2489433 | 1819233 | 1957155 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 592 | 46191744 | 2686346 | 617502 | 56389 | 6958694 | 5900035 | 6302590 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Sales sizes of establishments by 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 <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS— Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4223 | Apparel, piece goods, \& notions whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year . $\qquad$ | 3023 | 3385424 | 218349 | 44540 | 6122 | 541312 | 143723 | 672555 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4628 | 14151550 | 1231590 | 277556 | 38216 | 2646207 | 1838149 | 2061920 |
|  | Establishments operated for the entire year | 3860 | 13633024 | 1194232 | 270242 | 36784 | 2562744 | 1822074 | 1926211 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . . . .$. | 209 | 12092 | 3443 | 868 | 330 | 6130 | 1942 | 1916 |
|  | Establishments with sales of \$100,000 to \$249,999 | 449 | 75817 | 17264 | 3997 | 1049 | 33148 | 11656 | 11455 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999$ | 531 | 192748 | 38401 | 8800 | 2019 | 75714 | 27241 | 28054 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . | 682 | 494641 | 77061 | 17814 | 3078 | 158476 | 73866 | 73632 |
|  | \$1,000,000 to \$2,499,999. | 855 | 1391412 | 171949 | 39952 | 5977 | 373504 | 199060 | 207479 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 2,500,000 \text { to } \$ 4,999,999 . . \end{aligned}$ | 529 | 1848674 | 201946 | 43509 | 6342 | 442014 | 258799 | 268293 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. ${ }^{\text {a }}$ ( | 327 | 2327617 | 210575 | 46238 | 5850 | 452610 | 313660 | 327836 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 181 | 2649209 | 220030 | 51221 | 6238 | 463033 | 360561 | 384590 |
|  |  | 97 | 4640814 | 253563 | 57843 | 5901 | 558115 | 575289 | 622956 |
|  | Establishments not operated for the entire year . | 768 | 518526 | 37358 | 7314 | 1432 | 83463 | 16075 | 135709 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4628 | 14151550 | 1231590 | 277556 | 38216 | 2646207 | 1838149 | 2061920 |
|  | Establishments operated for the entire year | 3860 | 13633024 | 1194232 | 270242 | 36784 | 2562744 | 1822074 | 1926211 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . .$. | 209 | 12092 | 3443 | 868 | 330 | 6130 | 1942 | 1916 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$ 100,000 to $\$ 249,999 \ldots . . . . . . .$. | 449 | 75817 | 17264 | 3997 | 1049 | 33148 | 11656 | 11455 |
|  | Estabishment $\$ 4000$ to $499,999 . . . . . . . . . .$. | 531 | 192748 | 38401 | 8800 | 2019 | 75714 | 27241 | 28054 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 9999,999 \ldots . . . . .$. | 682 | 494641 | 77061 | 17814 | 3078 | 158476 | 73866 | 73632 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 855 | 1391412 | 171949 | 39952 | 5977 | 373504 | 199060 | 207479 |
|  | \$2,500,000 to \$4,999,999. | 529 | 1848674 | 201946 | 43509 | 6342 | 442014 | 258799 | 268293 |
|  | Estabishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 327 | 2327617 | 210575 | 46238 | 5850 | 452610 | 313660 | 327836 |
|  | Establishments with sales of | 181 | 2649209 | 220030 | 51221 | 6238 | 463033 | 360561 | 384590 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 97 | 4640814 | 253563 | 57843 | 5901 | 558115 | 575289 | 622956 |
|  | Establishments not operated for the entire year. $\qquad$ | 768 | 518526 | 37358 | 7314 | 1432 | 83463 | 16075 | 135709 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |
|  | All establishments | 3345 | 11726039 | 913402 | 205573 | 27021 | 2011079 | 1511605 | 1697776 |
|  | Establishments operated for the entire year | 2803 | 11340367 | 888197 | 200014 | 25914 | 1953368 | 1497240 | 1592203 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . .$. | 121 | 7221 | 2178 | 552 | 198 | 3892 | 1066 | 1038 |
|  | Establishments with sales of $\$ 100,000$ to \$249 999 | 298 |  | 11281 | 2588 | 677 | 22030 | 8278 | 8173 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ...... | 348 | 127361 | 26005 | 5776 | 1303 | 51143 | 18954 | 19515 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 496 | 359324 | 54894 | 12692 | 2119 | 114208 | 55902 | 56468 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 626 | 1017274 | 116483 | 26890 | 4073 | 258433 | 149167 | 156222 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 414 | 1438656 | 152900 | 32438 | 4766 | 342199 | 210168 | 217498 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 266 | 1907377 | 153433 | 33864 | 4140 | 345299 | 255259 | 269401 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 145 | 2145043 | 150173 | 35423 | 4141 | 334463 | 279173 | 299976 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more..... | 89 | 4287836 | 220850 | 49791 | 4497 | 481701 | 519273 | 563912 |
|  | Establishments not operated for the entire year . $\qquad$ | 542 | 385672 | 25205 | 5559 | 1107 | 57711 | 14365 | 105573 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 5370 | 27928104 | 2283046 | 515255 | 65160 | 5505165 | 3285495 | 3551716 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 347 | 20860 | 5546 | 1289 | 557 | 10404 | 3982 | 3919 |
|  | Establishments with sales of \$100,000 to \$249,999 | 693 | 119312 | 25062 | 5967 | 1738 | 52440 | 18838 | 18865 |
|  | Establishments with sales of \$250,000 to \$499,999 | 773 | 282107 | 48991 | 11126 | 2786 | 105642 | 39640 | 40618 |
|  | Establishments with sales of \$500,000 to \$999,999 | 880 | 630005 | 85463 | 19978 | 4168 | 197311 | 83547 | 85523 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 1141 | 1801158 | 198511 | 44782 | 8060 | 472124 | 232915 | 243151 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 560 | 1965118 | 197012 | 44885 | 6687 | 469652 | 238487 | 252485 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 418 | 2910242 | 259414 | 56293 | 8095 | 609425 | 357510 | 385934 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 338 | 5230181 | 462011 | 100928 | 11804 | 1069200 | 643320 | 687632 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 220 | 14969121 | 1001036 | 230007 | 21265 | 2518967 | 1667256 | 1833589 |
|  | Establishments not operated for the entire year | 1411 | 1592516 | 119514 | 23231 | 2716 | 310098 | 72229 | 335285 |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 6781 | 29520620 | 2402560 | 538486 | 67876 | 5815263 | 3357724 | 3887001 |
|  | Establishments operated for the entire year | 5370 | 27928104 | 2283046 | 515255 | 65160 | 5505165 | 3285495 | 3551716 |
|  | Establishments with sales less than | 347 | 20860 | 5546 | 1289 | 557 | 10404 | 3982 | 3919 |
|  | Establishments with sales of \$100,000 to \$249,999 | 693 | 119312 | 25062 | 5967 | 1738 | 52440 | 18838 | 18865 |
|  | Establishments with sales of \$250,000 to \$499,999 | 773 | 282107 | 48991 | 11126 | 2786 | 105642 | 39640 | 40618 |
|  | Establishments with sales of \$500,000 to \$999,999 | 880 | 630005 | 85463 | 19978 | 4168 | 197311 | 83547 | 85523 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 1141 | 1801158 | 198511 | 44782 | 8060 | 472124 | 232915 | 243151 |
|  | \$2,500,000 to \$4,999,999 | 560 | 1965118 | 197012 | 44885 | 6687 | 469652 | 238487 | 252485 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 . . . . . . . . | 418 | 2910242 | 259414 | 56293 | 8095 | 609425 | 357510 | 385934 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots$. | 338 | 5230181 | 462011 | 100928 | 11804 | 1069200 | 643320 | 687632 |
|  | \$25,000,000 or more. . | 220 | 14969121 | 1001036 | 230007 | 21265 | 2518967 | 1667256 | 1833589 |
|  | Establishments not operated for the entire year | 1411 | 1592516 | 119514 | 23231 | 2716 | 310098 | 72229 | 335285 |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1411 | 18001751 | 918267 | 217132 | 19493 | 2496773 | 2239110 | 2323874 |
|  | Establishments operated for the entire year | 1178 | 17295338 | 906477 | 214644 | 19139 | 2463419 | 2225012 | 2266633 |
|  | Establishments with sales less than \$100,000 . . . . . . . . . . . . . . . . . . . . . . | 60 | 3965 | 1240 | 364 | 93 | 2127 | 893 | 842 |
|  | Establishments with sales of \$100,000 to \$249,999 | 100 | 17624 | 3956 | 915 | 215 | 8117 | 3595 | 3760 |
|  | Establishments with sales of \$250,000 to \$499 999 | 127 | 47264 |  |  |  |  |  |  |
|  | $\text { \$250,000 to } \$ 499,999 \ldots . . .$ <br> Establishments with sales of | 127 | 47264 | 7429 | 1609 | 387 | 17906 | 9063 | 9389 |
|  | \$500,000 to \$999,999............ | 190 | 137700 | 18879 | 4683 | 811 | 45043 | 23604 | 24427 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . .$. | 261 | 424404 | 41815 | 9720 | 1514 | 105251 | 76440 | 82362 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 149 | 545685 | 45911 | 11490 | 1622 | 121111 | 81956 | 86681 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 102 | 721337 | 53563 | 11441 | 1239 | 147726 | 99519 | 101473 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 83 | 1231784 | 85839 | 22378 | 2013 | 225096 | 202779 | 212885 |
|  | Establishments with sales of ..... |  |  |  |  | 1120 |  |  |  |
|  | \$25,000,000 or more............ | 106 | 14165575 | 647845 | 152044 | 11245 | 1791042 | 1727163 | 1744814 |
|  | Establishments not operated for the entire year | 233 | 706413 | 11790 | 2488 | 354 | 33354 | 14098 | 57241 |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1411 | 18001751 | 918267 | 217132 | 19493 | 2496773 | 2239110 | 2323874 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with sales less than | 1178 | 17295338 | 906477 | 214644 | 19139 | 2463419 | 2225012 | 2266633 |
|  | $\$ 100,000 \text {. }$ | 60 | 3965 | 1240 | 364 | 93 | 2127 | 893 | 842 |
|  | Establishments with sales of \$100,000 to \$249,999 | 100 | 17624 | 3956 |  |  |  | 3595 | 3760 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422410 | General-line grocery whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$5,000,000 to \$9,999,999 Establishments with sales of \$10,000,000 to \$24,999,999 Establishments with sales of $\$ 25,000,000$ or more. | 360 222 453 | 2520947 3390040 84331295 | 161788 217447 4020081 | 38028 51119 979886 | 5865 7642 112650 | 369622 444234 7529825 | 169252 235991 4991564 | 175009 242364 5039630 |
|  | Establishments not operated for the entire year. | 541 | 1025778 | 65565 | 15857 | 2873 | 118051 | 27227 | 84504 |
| 4224101 | General-line grocery whsle, voluntary group |  |  |  |  |  |  |  |  |
|  | All establishments ... | 186 | 16156029 | 554986 | 135594 | 17064 | 1105622 | 989577 | 958773 |
|  | Establishments operated for the entire year | 167 | 16052262 | 552134 | 134214 | 16716 | 1100701 | 978983 | 955487 |
|  | Establishments with sales less than $\$ 100,000$ | 6 | 315 | 119 | 29 | 9 | 224 | 9 | 9 |
|  | Estabishments to \$249,999 .......... | 7 | 1119 | 125 | 31 | 9 | 370 | 48 | 49 |
|  | Estabishments with sales of | 16 | 5778 | 948 | 198 | 50 | 1690 | 243 | 252 |
|  | Establishments with sales of \$500,000 to \$999,999 | 14 | 10444 | 841 | 193 | 68 | 2490 | 560 | 577 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 25 | 42251 | 4323 | 1011 | 191 | 7834 | 1815 | 2140 |
|  | \$2,500,000 to \$4,999,999 | 17 | 59481 | 4655 | 1117 | 254 | 10057 | 3191 | 3331 |
|  | Es,000,000 to \$9,999,999 | 14 | 106706 | 7653 | 1613 | 284 | 13757 | 7053 | 7179 |
|  | E $\$ 10,000,000$ to \$24,999,999 | 16 | 261258 | 13544 | 3216 | 527 | 33593 | 19828 | 21861 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . | 52 | 15564910 | 519926 | 126806 | 15324 | 1030686 | 946236 | 920089 |
|  | Establishments not operated for the entire year $\qquad$ | 19 | 103767 | 2852 | 1380 | 348 | 4921 | 10594 | 3286 |
| 4224102 | General-line grocery whsle, retail cooperative |  |  |  |  |  |  |  |  |
|  | All establishments | 211 | 16142440 | 467726 | 112330 | 13882 | 884413 | 926900 | 945354 |
|  | Establishments operated for the entire year | 189 | 15996448 | 462271 | 109846 | 13481 | 874362 | 923221 | 942806 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . .$ | 5 | 327 | 44 | 11 | 6 | 106 | 9 | 9 |
|  | Establishments with sales of \$100,000 to \$249,999 | 9 | 1574 | 540 | 132 | 24 | 881 | 111 | 125 |
|  | Establishments with sales of \$250,000 to \$499,999 | 11 | 3631 | 590 | 119 | 36 | 1308 | 207 | 214 |
|  | Estabishments with sales of | 17 | 13330 | 2031 | 365 | 84 | 3714 | 943 | 910 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 29 | 52021 | 3439 | 847 | 156 | 7562 | 3411 | 3615 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 30 | 112881 | 4827 | 1183 | 229 | 12213 | 9922 | 10972 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | 258336 | 17261 | 3998 | 509 | 36153 | 24287 | 24456 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 13 | 162922 | 13135 | 2624 | 328 | 24661 | 11795 | 12614 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 39 | 15391426 | 420404 | 100567 | 12109 | 787764 | 872536 | 889891 |
|  | Establishments not operated for the entire year | 22 | 145992 | 5455 | 2484 | 401 | 10051 | 3679 | 2548 |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2993 | 61643055 | 3660088 | 887407 | 108647 | 6937558 | 3702544 | 3835958 |
|  | Establishments operated for the entire year | 2493 | 60867036 | 3602830 | 875414 | 106523 | 6834479 | 3689590 | 3757288 |
|  | Establishments with sales less than $\$ 100,000$ | 28 98 | 5 532 | 2511 | 630 | 237 | 4680 | 1723 | 1690 |
|  | Establishments with sales of \$100,000 to \$249,999 | 172 | 28365 | 6494 | 1628 | 380 | 11821 | 2250 | 2256 |
|  | Establishments with sales of \$250,000 to \$499,999 | 232 | 85402 | 12304 | 2924 | 821 | 22984 | 6450 | 6420 |
|  | Establishments with sales of \$500,000 to \$999,999 |  | 222557 | 26811 |  |  | 51562 |  |  |
|  | ( ${ }_{\text {d }}$ \$500,000 to \$999,999............ | 308 | 222557 | 26811 | 6034 | 1267 | 51562 | 16257 | 16161 |
|  | \$1,000,000 to \$2,499,999 ....... | 472 | 770710 | 68624 | 15962 | 3250 | 143811 | 59204 | 58761 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 346 | 1257746 | 78693 | 18027 | 3492 | 182554 | 88634 | 91087 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ........ | 310 | 2155905 | 136874 | 32417 | 5072 | 319712 | 137912 | 143374 |
|  | \$10,000,000 to \$24,999,999 ...... | 193 | 2965860 | 190768 | 45279 | 6787 | 385980 | 204368 | 207889 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224103 | Other general-line grocery whsle -Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more............. | 362 | 53374959 | 3079751 | 752513 | 85217 | 5711375 | 3172792 | 3229650 |
|  | Establishments not operated for the entire year | 500 | 776019 | 57258 | 11993 | 2124 | 103079 | 12954 | 78670 |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2897 | 44782680 | 2297966 | 535761 | 71263 | 4773169 | 2436769 | 2795303 |
|  | Establishments operated for the entire year <br>  | 2581 | 42570436 | 2212747 | 517918 | 69129 | 4596742 | 2421593 | 2508197 |
|  | $\$ 100,000$ | 86 | 5060 | 1568 | 370 | 170 | 2661 | 266 | 288 |
|  | \$100,000 to \$249,999 ..... | 178 | 30831 | 5814 | 1318 | 472 | 12543 | 1554 | 1655 |
|  | \$250,000 to \$499,999 ..... | 239 | 86856 | 14871 | 3453 | 1020 | 31647 | 4329 | 4321 |
|  | $\$ 500,000$ to $\$ 999,999$ Establishments with sales of | 293 | 215008 | 29739 | 6593 | 1467 | 62148 | 10393 | 10144 |
|  | \$1,000,000 to \$2,499,999 | 415 | 667465 | 65569 | 14273 | 3177 | 142759 | 37040 | 37605 |
|  | \$2,500,000 to \$ \$4,999,999. | 342 | 1191560 | 106098 | 24671 | 4489 | 218697 | 76361 | 76968 |
|  | \$5,000,000 to \$9,999,999 | 316 | 2217196 | 157609 | 36010 | 5498 | 331315 | 144329 | 154363 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 323 | 5274962 | 300375 | 67441 | 10294 | 638758 | 320268 | 339163 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 389 | 32881498 | 1531104 | 363789 | 42542 | 3156214 | 1827053 | 1883690 |
|  | Establishments not operated for the entire year . $\qquad$ | 316 | 2212244 | 85219 | 17843 | 2134 | 176427 | 15176 | 287106 |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2897 | 44782680 | 2297966 | 535761 | 71263 | 4773169 | 2436769 | 2795303 |
|  | Establishments operated for the entire year | 2581 | 42570436 | 2212747 | 517918 | 69129 | 4596742 | 2421593 | 2508197 |
|  | Establishments with sales less than \$100,000 | 86 | 5060 | 1568 | 370 | 170 | 2661 | 266 | 288 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 178 | 30831 | 5814 | 1318 | 472 | 12543 | 1554 | 1655 |
|  | Establishments with sales of \$250,000 to \$499,999 | 239 | 86856 | 14871 | 3453 | 1020 | 31647 | 4329 | 4321 |
|  | Establishments with sales of \$500,000 to \$999,999 | 293 | 215008 | 29739 | 6593 | 1467 | 62148 | 10393 | 10144 |
|  | Establishments with sales of $\ldots \ldots$ | 293 | 215008 | 29739 | 6593 | 1467 | 62148 | 10393 | 10144 |
|  | \$1,000,000 to \$2,499,999 $\ldots \ldots \ldots$ | 415 | 667465 | 65569 | 14273 | 3177 | 142759 | 37040 | 37605 |
|  | \$2,500,000 to \$4,999,999 . | 342 | 1191560 | 106098 | 24671 | 4489 | 218697 | 76361 | 76968 |
|  | Establishments with sales of | 316 | 2217196 | 157609 | 36010 | 5498 | 331315 | 144329 | 154363 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 323 | 5274962 | 300375 | 67441 | 10294 | 638758 | 320268 | 339163 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . | 389 | 32881498 | 1531104 | 363789 | 42542 | 3156214 | 1827053 | 1883690 |
|  | Establishments not operated for the entire year $\qquad$ | 316 | 2212244 | 85219 | 17843 | 2134 | 176427 | 15176 | 287106 |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2174 | 20315524 | 849475 | 196547 | 27596 | 1854375 | 512648 | 557552 |
|  | Establishments operated for the entire year | 1885 | D | D | D | k | D | D | D |
|  | Establishments with sales less than \$100,000 | 70 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 <br> Establishments with sales of | 146 | D | D | D | e | D | D | D |
|  | \$250,000 to \$499,999 ............ | 226 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 ............ . . . | 286 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to \$2,499,999 | 387 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  | n | D | D | D |
|  | \$2,500,000 to \$4,999,999 ........ | 245 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . .$. | 201 | D | D | D | h | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 162 | D | D | D | i | D | D | D |
|  | Establishments with sales of ${ }^{\text {a }}$, 000,000 or more........ | 162 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year . | 289 | D | D | D | g | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Sales sizes of establishments by type of operation and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERSCon. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224402 | Poultry \& poultry product (except live) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$500,000 to \$999,999. | 71 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$. | 143 | D | D | D | g | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 122 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 109 | D | D | D | g | D | D | D |
|  | Estabishments with sales of | 113 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more.............. | 91 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year . | 81 | D | D | D | e | D | D | D |
| 42245 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1962 | 7539889 | 523310 | 115927 | 20663 | 1289127 | 660165 | 725588 |
|  | Establishments operated for the entire year | 1643 | 7255768 | 505602 | 111942 | 19776 | 1226792 | 658477 | 699533 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . .$. | 91 | 5645 | 1253 | 282 | 139 | 2364 | 532 | 568 |
|  | \$100,000 to \$249,999...... | 203 | 35013 | 5824 | 1363 | 437 | 12411 | 3123 | 3202 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 251 | 90173 | 12185 | 2897 | 785 | 26559 | 5874 | 6126 |
|  | Establishments with sales of | 283 | 207783 | 25917 | 5814 | 1435 |  | 14298 | 4571 |
|  | Establishments with sales of |  |  | 25 | 514 |  |  | 1429 |  |
|  | \$1,000,000 to \$2,499,999 ....... | 344 | 549290 | 65466 | 15037 | 3254 | 142577 | 39111 | 40890 |
|  | \$2,500,000 to \$4,999,999. | 198 | 692055 | 74340 | 16535 | 2924 | 152840 | 48376 | 50152 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 . . . . . . . . | 114 | 807117 | 64158 | 14387 | 2312 | 146810 | 70543 | 74426 |
|  | Establishments with sales of | 94 | 1435463 | 108122 | 23476 | 3611 | 248369 | 125196 | 134252 |
|  | Establishments with sales of | 65 |  |  |  |  |  |  |  |
|  | \$25,000,000 or more. . . . . . . . . . | 65 | 3433229 | 148337 | 32151 | 4879 | 436244 | 351424 | 375346 |
|  | Establishments not operated for the entire year. | 319 | 284121 | 17708 | 3985 | 887 | 62335 | 1688 | 26055 |
| 422450 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1962 | 7539889 | 523310 | 115927 | 20663 | 1289127 | 660165 | 725588 |
|  | Establishments operated for the entire year | 1643 | 7255768 | 505602 | 111942 | 19776 | 1226792 | 658477 | 699533 |
|  | Establishments with sales less than \$100,000 | 91 | 5645 | 1253 | 282 | 139 | 2364 | 532 | 568 |
|  |  | 203 | 35013 | 5824 | 1363 | 437 | 12411 | 3123 | 3202 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 251 | 90173 | 12185 | 2897 | 785 | 26559 | 5874 | 6126 |
|  | Establishments with sales of \$500,000 to \$999,999 . | 283 | 207783 | 25917 | 5814 | 1435 | 58618 | 14298 | 14571 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 344 | 549290 | 65466 | 15037 | 3254 | 142577 | 39111 | 40890 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 ........ | 198 | 692055 | 74340 | 16535 | 2924 | 152840 | 48376 | 50152 |
|  | Establishments with sales of \$5,000,000 to \$9 999,999 | 114 | 807117 | 64158 | 14387 | 2312 | 146810 |  | 74426 |
|  | Establishments with sales of |  |  |  |  |  | 146810 |  |  |
|  | \$10,000,000 to \$24,999,999. | 94 | 1435463 | 108122 | 23476 | 3611 | 248369 | 125196 | 134252 |
|  | Establishments with sales of Establishm,000 or more. ............. | 65 | 3433229 | 148337 | 32151 | 4879 | 436244 | 351424 | 375346 |
|  | Establishments not operated for the entire year $\qquad$ | 319 | 284121 | 17708 | 3985 | 887 | 62335 | 1688 | 26055 |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments. | 2828 | 11998240 | 649137 | 145945 | 26304 | 1423835 | 555003 | 628393 |
|  | Establishments operated for the entire year | 2273 | 11516220 | 620954 | 140340 | 25013 | 1355590 | 549415 | 593577 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . .$. | 63 | 3817 | 1034 | 241 | 118 | 1875 | 111 | 109 |
|  | Establishments with sales of \$100,000 to \$249,999 | 147 | 25404 | 4655 | 1005 | 354 | 10285 | 1293 | 1277 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999$ | 200 | 73042 | 9449 | 2130 | 810 | 21265 | 2721 | 2849 |
|  | Establishments with sales of $\$ 500000$ to $\$ 999$ | 343 | 252323 | 23205 | 5161 | 1637 | 55445 | 8777 |  |
|  | \$500,000 to \$999,999........... | 343 | 252323 | 23205 | 5161 | 1637 |  | 8777 | 8484 |
|  | \$1,000,000 to \$2,499,999 . | 564 | 914697 | 71597 | 16370 | 4331 | 168221 | 29029 | 29127 |
|  | Establishments with sales of <br> \$2,500,000 to \$4,999,999 ......... | 390 | 1378148 | 93790 | 21447 | 4367 | 206567 | 52629 | 55489 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42248 | Fresh fruit \& vegetable whsle <br> All establishments $\qquad$ | 5474 | 40417798 | 2840345 | 640915 | 104811 | 5869669 | 562265 | 640886 |
|  | Establishments operated for the entire year | 4717 | 38843341 | 2725569 | 610858 | 98762 | 5628074 | 554643 | 576088 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . . . ~$ | 102 | 5949 | 1821 | 472 | 144 | 2948 | 160 | 161 |
|  | Establishments with sales of \$100,000 to \$249,999 | 246 | 42823 | 8295 | 2049 | 521 | 16069 | 753 | 693 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . . . . . .$. | 377 | 139198 | 19884 | 4551 | 1108 | 40562 | 1883 | 1839 |
|  | Establishments with sales of \$500,000 to \$999,999. | 539 | 395311 | 44946 | 10081 | 2618 | 91767 | 5676 | 6203 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 921 | 1531724 | 148160 | 34091 | 8231 | 312336 | 24568 | 26220 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 761 | 2703972 | 250516 | 57800 | 11775 | 514619 | 34714 | 35893 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 773 | 5513118 | 457154 | 99717 | 18470 | 932424 | 90734 | 90226 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 642 | 10065433 | 720345 | 159133 | 25463 | 1465551 | 195444 | 197988 |
|  | Establishments with sales of $\$ 25,000,000$ or more . ............. | 356 | 18445813 | 1074448 | 242964 | 30432 | 2251798 | 200711 | 216865 |
|  | Establishments not operated for the entire year. | 757 | 1574457 | 114776 | 30057 | 6049 | 241595 | 7622 | 64798 |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5474 | 40417798 | 2840345 | 640915 | 104811 | 5869669 | 562265 | 640886 |
|  | Establishments operated for the entire year | 4717 | 38843341 | 2725569 | 610858 | 98762 | 5628074 | 554643 | 576088 |
|  | Establishments with sales less than $\$ 100,000$ | 102 | 5949 | 1821 | 472 | 144 | 2948 | 160 | 161 |
|  | Establishments with sales of \$100,000 to \$249,999 | 246 | 42823 | 8295 | 2049 | 521 | 16069 | 753 | 693 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 377 | 139198 | 19884 | 4551 | 1108 | 40562 | 1883 | 1839 |
|  | Establishments with sales of \$500,000 to \$999,999 | 539 | 395311 | 44946 | 10081 | 2618 | 91767 | 5676 | 6203 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 921 | 1531724 | 148160 | 34091 | 8231 | 312336 | 24568 | 26220 |
|  | \$2,500,000 to \$4,999,999 | 761 | 2703972 | 250516 | 57800 | 11775 | 514619 | 34714 | 35893 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 773 | 5513118 | 457154 | 99717 | 18470 | 932424 | 90734 | 90226 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 642 | 10065433 | 720345 | 159133 | 25463 | 1465551 | 195444 | 197988 |
|  | \$25,000,000 or more....... | 356 | 18445813 | 1074448 | 242964 | 30432 | 2251798 | 200711 | 216865 |
|  | Establishments not operated for the entire year $\qquad$ | 757 | 1574457 | 114776 | 30057 | 6049 | 241595 | 7622 | 64798 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 10598 | 73594207 | 4547944 | 1057753 | 152713 | 10059258 | 5076268 | 5373232 |
|  | Establishments operated for the entire year $\qquad$ | 9034 | 72020799 | 4440442 | 1032639 | 148550 | 9815149 | 4995956 | 5221514 |
|  | Establishments with sales less than \$100,000. | 628 | 38228 | 12875 | 3121 | 1052 | 20675 | 2695 | 2824 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1210 | 205614 | 41789 | 9859 | 3046 | 83973 | 13921 | 13853 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1324 | 474208 | 78399 | 18126 | 4743 | 163459 | 25892 | 26955 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 1381 | 984966 | 151381 | 35293 | 7819 | 319348 | 60101 | 63221 |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 1703 | 2708716 | 376594 | 86635 | 16909 | 782241 | 188544 | 195197 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 976 | 3404958 | 384500 | 87365 | 14499 | 797593 | 239202 | 244049 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 741 | 5247905 | 536979 | 122105 | 18485 | 1120874 | 411714 | 434545 |
|  | Establishments with sales of $\ldots$ |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 639 | 9725445 | 746106 | 173128 | 23272 | 1635362 | 710117 | 762054 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 432 | 49230759 | 2111819 | 497007 | 58725 | 4891624 | 3343770 | 3478816 |
|  | Establishments not operated for the entire year. | 1564 | 1573408 | 107502 | 25114 | 4163 | 244109 | 80312 | 151718 |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 10598 | 73594207 | 4547944 | 1057753 | 152713 | 10059258 | 5076268 | 5373232 |

[^18]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422490 | Other grocery \& related products whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 9034 | 72020799 | 4440442 | 1032639 | 148550 | 9815149 | 4995956 | 5221514 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . .$. | 628 | 38228 | 12875 | 3121 | 1052 | 20675 | 2695 | 2824 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1210 | 205614 | 41789 | 9859 | 3046 | 83973 | 13921 | 13853 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 1324 | 474208 | 78399 | 18126 | 4743 | 163459 | 25892 | 26955 |
|  | \$500,000 to \$999,999 ...... | 1381 | 984966 | 151381 | 35293 | 7819 | 319348 | 60101 | 63221 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$. | 1703 | 2708716 | 376594 | 86635 | 16909 | 782241 | 188544 | 195197 |
|  | Establishments with sales of | 976 | 3404958 | 384500 | 87365 | 14499 | 797593 | 239202 | 244049 |
|  | Establishments with sales of | 741 | 5247905 | 536979 | 122105 | 18485 | 1120874 | 411714 | 434545 |
|  | \$10,000,000 to \$24,999,999 | 639 | 9725445 | 746106 | 173128 | 23272 | 1635362 | 710117 | 762054 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 432 | 49230759 | 2111819 | 497007 | 58725 | 4891624 | 3343770 | 3478816 |
|  | Establishments not operated for the entire year . $\qquad$ | 1564 | 1573408 | 107502 | 25114 | 4163 | 244109 | 80312 | 151718 |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1420 | 7087834 | 397640 | 91263 | 13783 | 852828 | 488011 | 626211 |
|  | Establishments operated for the entire year | 1264 | 7011937 | 390660 | 89211 | 13439 | 836207 | 487270 | 612669 |
|  | Establishments with sales less than | 83 | 4812 | 1269 | 300 | 121 | 2300 | 476 | 526 |
|  | Establishments with sales of \$100,000 to \$249,999 | 173 | 29271 | 5372 | 1340 | 358 | 11128 | 2351 | 2370 |
|  | Establishments with sales of \$250,000 to \$499,999 | 191 | 69120 | 11538 | 2654 | 644 | 25528 | 5585 | 5612 |
|  | Establishments with sales of ...... | 191 | 69120 | 11 | 2654 | 644 | 25528 |  |  |
|  | \$500,000 to \$999,999 ........... | 228 | 160952 | 27103 | 6139 | 1235 | 61171 | 10807 | 11383 |
|  | \$1,000,000 to \$2,499,999. | 278 | 441411 | 67748 | 16369 | 2710 | 144771 | 33943 | 36643 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 142 | 490819 | 70310 | 16302 | 2386 | 145267 | 38669 | 40278 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 .. | 81 | 546385 | 69676 | 16586 | 2411 | 137110 | 53292 | 61039 |
|  | Estabishment with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 59 | 906817 | 73765 | 17493 | 2184 | 145220 | 71556 | 91609 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 25,000,000 \text { or more....... } \end{aligned}$ | 29 | 4362350 | 63879 | 12028 | 1390 | 163712 | 270591 | 363209 |
|  | Establishments not operated for the entire year. | 156 | 75897 | 6980 | 2052 | 344 | 16621 | 741 | 13542 |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2187 | 5821864 | 594621 | 137158 | 24477 | 1108595 | 262177 | 267272 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year <br> Establishments with sales less than | 1796 | 5681788 | 576835 | 132527 | 23519 | 1075088 | 258879 | 257812 |
|  | \$100,000 ..................... | 183 | 11312 | 3164 | 757 | 313 | 5651 | 432 | 426 |
|  | Establishments with sales of \$100,000 to \$249,999 | 334 | 54935 | 11283 | 2560 | 1022 | 22053 | 1731 | 1619 |
|  | Establishments with sales of \$250,000 to \$499,999 | 397 | 142419 | 24798 | 5908 | 1806 | 47533 | 3625 | 3594 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . | 311 | 219464 | 43263 | 10054 | 2769 | 81407 | 6308 | 6469 |
|  | \$1,000,000 to \$2,499,999. | 306 | 477143 | 88103 | 20599 | 4774 | 166618 | 17478 | 17231 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 141 | 481820 | 68664 | 15818 | 2902 | 119828 | 14321 | 14585 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 .. | 62 | 424292 | 66725 | 14610 | 2532 | 118548 | 20579 | 23628 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 35 | 536662 | 55600 | 14017 | 1832 | 102769 | 18752 | 20403 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 27 | 3333741 | 215235 | 48204 | 5569 | 410681 | 175653 | 169857 |
|  | Establishments not operated for the entire year $\qquad$ | 391 | 140076 | 17786 | 4631 | 958 | 33507 | 3298 | 9460 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2026 | 7507631 | 855980 | 195575 | 29183 | 1981472 | 316118 | 352288 |
|  | Establishments operated for the entire year | 1711 | 7315666 | 840601 | 191889 | 28489 | 1940454 | 314426 | 340610 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ................... | 115 | 7891 | 2287 | 562 | 160 | 4503 | 370 | 361 |
|  | E $\$ 100,000$ to \$249,999 ........... | 253 | 43215 | 9399 | 2220 | 531 | 19707 | 2416 | 2441 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 \ldots \ldots . . . . . . . . . . . . . . . . ~$ | 234 | 83536 | 13367 | 2928 | 696 | 28888 | 3449 | 3655 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERSCon. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422510 | Grain \& field bean whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 460 | 1603748 | 35096 | 9526 | 1671 | 105379 | 106674 | 190584 |
| 42252 | Livestock whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1133 | 8630445 | 115475 | 26114 | 7322 | 304460 | 202778 | 251768 |
|  | Establishments operated for the entire year | 967 | 8245259 | 110787 | 25152 | 6933 | 292724 | 201318 | 234071 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . .$. | 64 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 68 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 69 | 25320 | 4591 | 1112 | 558 | 9434 | 1915 | 2259 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 121 | 88233 | 8443 | 2071 | 946 | 18748 | 8016 | 8537 |
|  | Establishments with sales of | 164 | 265916 | 13103 | 3076 | 991 | 32807 | 12970 | 13956 |
|  | Establishments with sales of | 153 | 548910 | 10894 | 2529 | 682 | 27336 | 12767 | 15283 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 139 | 1001001 | 15977 | 3615 | 911 | 47714 | 29520 | 30984 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . Establishments with sales of | 125 | 1949491 | 25126 | 6018 | 1252 | 67237 | 34202 | 39120 |
|  | $\$ 25,000,000$ or more. ...... | 64 | 4351868 | 29439 | 5981 | 1161 | 82998 | 100699 | 122646 |
|  | Establishments not operated for the entire year. $\qquad$ | 166 | 385186 | 4688 | 962 | 389 | 11736 | 1460 | 17697 |
| 422520 | Livestock whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1133 | 8630445 | 115475 | 26114 | 7322 | 304460 | 202778 | 251768 |
|  | Establishments operated for the entire year | 967 | 8245259 | 110787 | 25152 | 6933 | 292724 | 201318 | 234071 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . .$. | 64 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249$ | 68 |  |  |  | e |  |  |  |
|  | \$100,000 to \$249,999........... | 68 | D | D | D | e | D | D | D |
|  | \$250,000 to \$499,999 .......... | 69 | 25320 | 4591 | 1112 | 558 | 9434 | 1915 | 2259 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 121 | 88233 | 8443 | 2071 | 946 | 18748 | 8016 | 8537 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 164 | 265916 | 13103 | 3076 | 991 | 32807 | 12970 | 13956 |
|  | Establishments with sales of | 164 | 265916 | 13103 | 3076 | 991 | 32807 | 12970 |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 153 | 548910 | 10894 | 2529 | 682 | 27336 | 12767 | 15283 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 139 | 1001001 | 15977 | 3615 | 911 | 47714 | 29520 | 30984 |
|  | Establishments with sales of $\$ 10,000,000$ to $\mathbf{2 4 , 9 9 9 , 9 9 9}$ | 125 | 1949491 | 25126 | 6018 | 1252 | 67237 | 34202 | 39120 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 64 | 4351868 | 29439 | 5981 | 1161 | 82998 | 100699 | 122646 |
|  | Establishments not operated for the entire year $\qquad$ | 166 | 385186 | 4688 | 962 | 389 | 11736 | 1460 | 17697 |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1282 | 18985787 | 360528 | 77103 | 10884 | 903075 | 2476183 | 2433001 |
|  | Establishments operated for the entire year | 1038 | 17699680 | 341026 | 72768 | 10223 | 864785 | 2140315 | 2049293 |
|  | Establishments with sales less than \$100,000 | 53 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999$ | 91 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 104 | 37070 | 6127 | 1499 | 375 | 14109 | 3718 | 3649 |
|  | Establishments with sales of $\ldots$. |  |  |  |  |  |  | 3718 | 649 |
|  | \$500,000 to \$999,999 ........... | 143 | 103127 | 12486 | 2935 | 611 | 29517 | 11413 | 11467 |
|  |  | 200 | 317989 | 28222 | 6041 | 1343 | 67198 | 29352 | 27003 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 122 | 427015 | 24685 | 5597 | 1068 | 61873 | 44561 | 43301 |
|  | Establishments with sales of . $\cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ....... | 114 | 822100 | 36792 | 7814 | 1163 | 88704 | 77862 | 81003 |
|  | E $10,000,000$ to \$ $24,999,999 . . . .$. | 99 | 1594311 | 51611 | 11435 | 1510 | 124843 | 134022 | 141524 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 112 | 14380545 | 175801 | 36284 | 3759 | 465551 | 1823979 | 1726660 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 244 | 1286107 | 19502 | 4335 | 661 | 38290 | 335868 | 383708 |

[^19]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— <br> Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1282 | 18985787 | 360528 | 77103 | 10884 | 903075 | 2476183 | 2433001 |
|  | Establishments operated for the entire year | 1038 | 17699680 | 341026 | 72768 | 10223 | 864785 | 2140315 | 2049293 |
|  | Establishments with sales less than $\$ 100,000$ | 53 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 91 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 104 | 37070 | 6127 | 1499 | 375 | 14109 | 3718 | 3649 |
|  | Establishments with, sales of | 143 | 103127 | 12486 | 2935 | 611 | 29517 | 11413 | 11467 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 200 | 317989 | 28222 | 6041 | 1343 | 67198 | 29352 | 27003 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . | 122 | 427015 | 24685 | 5597 | 1068 | 61873 | 44561 | 43301 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 114 | 822100 | 36792 | 7814 | 1163 | 88704 | 77862 | 81003 |
|  | \$10,000,000 to \$24,999,999 | 99 | 1594311 | 51611 | 11435 | 1510 | 124843 | 134022 | 141524 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . | 112 | 14380545 | 175801 | 36284 | 3759 | 465551 | 1823979 | 1726660 |
|  | Establishments not operated for the entire year $\qquad$ | 244 | 1286107 | 19502 | 4335 | 661 | 38290 | 335868 | 383708 |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 234 | 1911853 | 48450 | 11812 | 1660 | 125385 | 111664 | 120548 |
|  | Establishments operated for the entire year | 197 | 1843486 | 47345 | 11547 | 1573 | 122971 | 108943 | 110765 |
|  | Establishments with sales less than \$100,000 | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 18 | 2717 | 726 | 175 | 39 | 1394 | 232 | 227 |
|  | Establishments with sales of \$250,000 to \$499,999 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 32 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 38 | 62629 | 5063 | 1174 | 195 | 11165 | 7768 | 7415 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 25 | 84491 | 6013 | 1199 | 306 | 13273 | 10783 | 9976 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 20 | 147359 | 6577 | 1502 | 220 | 15504 | 12270 | 11848 |
|  | \$10,000,000 to \$24,999,999 ...... | 18 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 22 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 37 | 68367 | 1105 | 265 | 87 | 2414 | 2721 | 9783 |
| 4225902 | Leaf tobacco whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 118 | 2093201 | 66701 | 14669 | 1605 | 131963 | 294173 | 324012 |
|  | Establishments operated for the entire year | 72 | 1967355 | 63398 | 13857 | 1452 | 122729 | 294027 | 318085 |
|  | Establishments with sales less than \$100,000 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 10 | D | D | D | b | D | D | D |
|  | Establishments with sales of . ${ }^{\text {a }}$. |  |  |  | D | b | D | D | D |
|  | \$250,000 to \$499,999 ........... | 6 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999............ | 9 | 5939 | 461 | 107 | 31 | 1228 | 827 | 898 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . . .$. | 9 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . . . . . . . | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 9 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 |  |  | 6342 |  |  |  |  |  |
|  | Establishments with sales of Es. | 6 |  |  | 985 | 95 |  | 3729 |  |
|  | \$25,000,000 or more............. | 11 | 1761792 | 48769 | 10781 | 980 | 87865 | 282686 | 306008 |
|  | Establishments not operated for the entire year | 46 | 125846 | 3303 | 812 | 153 | 9234 | 146 | 5927 |
| 4225903 | Wool, wool tops, \& mohair whsle <br> All establishments $\qquad$ | 61 | 145997 | 6661 | 1386 | 247 | 17366 | 21670 | 25093 |
|  | Establishments operated for the entire year | 46 | 139246 | 6368 | 1319 | 233 | 16728 | 21411 | 23859 |
|  | Establishments with sales less than |  |  |  |  |  |  | 21 |  |
|  | \$100,000 ...................... | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 |  |  |  | a |  |  |  |
|  | \$100,000 to \$249,999............ | 3 | D | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 . . . . . |  | 1550 | 103 | 25 |  | 245 | 314 | 222 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^20]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42269 | Other chemical \& allied products whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 267 | 17393318 | 808331 | 192882 | 15233 | 1656070 | 1205481 | 1220178 |
|  | Establishments not operated for the entire year $\qquad$ | 945 | 966918 | 67965 | 17238 | 1976 | 144570 | 16726 | 95142 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8892 | 39315137 | 3354755 | 776218 | 81125 | 6788118 | 2879420 | 3073067 |
|  | Establishments operated for the entire year <br> Establishments with sales less than | 7947 | 38348219 | 3286790 | 758980 | 79149 | 6643548 | 2862694 | 2977925 |
|  | \$100,000 ....................... | 432 | 25834 | 8947 | 2192 | 623 | 14825 | 6013 | 6578 |
|  | Establishments with sales of \$100,000 to \$249,999 | 891 | 151084 | 33960 | 7953 | 1800 | 66182 | 10430 | 10332 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1116 | 399667 | 80854 | 18829 | 3289 | 161397 | 29409 | 30625 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . .$. | 1339 | 960183 | 181781 | 42047 | 6056 | 368346 | 68566 | 72098 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999 \ldots$ | 1631 | 2599418 | 440177 | 100472 | 12773 | 868790 | 202872 | 214042 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1026 | 3619212 | 492610 | 109013 | 11942 | 972040 | 280144 | 301447 |
|  | Establishments with sales of | 705 | 4953093 | 549768 | 126730 | 12248 | 1112072 | 410257 | 435896 |
|  | \$10,000,000 to \$24,999,999 | 540 | 8246410 | 690362 | 158862 | 15185 | 1423826 | 649522 | 686729 |
|  | Establishments with sales of $\$ 25,000,000$ or more.............. | 267 | 17393318 | 808331 | 192882 | 15233 | 1656070 | 1205481 | 1220178 |
|  | Establishments not operated for the entire year | 945 | 966918 | 67965 | 17238 | 1976 | 144570 | 16726 | 95142 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 804 | 1432921 | 239975 | 56645 | 7340 | 484116 | 116620 | 126570 |
|  | Establishments operated for the entire year | 733 | 1379724 | 235491 | 55277 | 7105 | 475607 | 115892 | 123370 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . . . }$ | 25 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 73 | 12765 | 2968 | 738 | 155 | 5784 | 1269 | 1297 |
|  | Establishments with sales of \$250,000 to \$499,999 | 121 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 149 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 204 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 101 | 341566 | 61478 | 13774 | 1657 | 122430 | 25901 | 25670 |
|  | Establishments with sales of $\ldots$...... |  |  |  |  |  | - 93003 |  | 30 |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 43 | 274926 | 49645 | 12060 | 1439 | 93003 | 26947 | 30286 |
|  | \$10,000,000 to \$24,999,999 ..... | 15 | 192253 | 28984 | 6801 | 807 | 58928 | 15468 | 16603 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 71 | 53197 | 4484 | 1368 | 235 | 8509 | 728 | 3200 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8088 | 37882216 | 3114780 | 719573 | 73785 | 6304002 | 2762800 | 2946497 |
|  | Establishments operated for the entire year | 7214 | 36968495 | 3051299 | 703703 | 72044 | 6167941 | 2746802 | 2854555 |
|  | Establishments with sales less than \$100,000 | 407 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 818 | 138319 | 30992 | 7215 | 1645 | 60398 | 9161 | 9035 |
|  | Establishments with sales of \$250,000 to \$499,999 | 995 | D | D | D | h | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 1190 | D | D | D | i | D | D |  |
|  | Establishments with sales of $\ldots$. ${ }^{\text {a }}$. |  |  |  | D | i | D | D | D |
|  | \$1,000,000 to \$2,499,999 ....... | 1427 | D | D | D | j | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 925 | 3277646 | 431132 | 95239 | 10285 | 849610 | 254243 | 275777 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 662 | 4678167 | 500123 | 114670 | 10809 | 1019069 | 383310 | 405610 |
|  | Establishments with sales of $\ldots \ldots .$. |  | 4678167 | 500123 | 114670 | 10809 | 1019069 | 383310 | 405610 |
|  | \$10,000,000 to \$24,999,999 ...... | 525 | 8054157 | 661378 | 152061 | 14378 | 1364898 | 634054 | 670126 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 265 |  |  |  |  |  |  | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4226902 | Other chemical \& allied products whsle-Con. <br> Establishments not operated for the entire year $\qquad$ | 874 | 913721 | 63481 | 15870 | 1741 | 136061 | 15998 | 91942 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | r9 770 | r139 507960 | '3 390142 | r797 041 | r114863 | 8529598 | 4285739 | 4446297 |
|  | Establishments operated for the entire year | 9148 | 137554271 | 3315567 | 774943 | 112425 | 8351914 | 4187740 | 4290134 |
|  | Establishments with sales less than | 211 | 11521 | 8968 | 2021 | 498 | 20101 | 7160 | 7582 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 348 | 58898 | 11972 | 2742 | 774 | 25501 | 6207 | 6041 |
|  | Establishments with sales of \$250,000 to \$499,999 | 519 | 194613 | 28731 | 6708 | 1536 | 64646 | 13668 | 13812 |
|  | Establishments with sales of | 959 | 704819 | 74241 | 17450 | 3584 | 175833 | 41247 | 41507 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1931 | 3152818 | 266357 | 63189 | 11857 | 639652 | 164826 | 165009 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1669 | 5978750 | 371027 | 87792 | 14411 | 892356 | 292052 | 295598 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1391 | 9811195 | 505245 | 117660 | 18071 | 1222124 | 394506 | 396728 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 1269 | 19821747 | 789687 | 183396 | 26947 | 1988944 | 667579 | 679947 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 851 | 97819910 | 1259339 | 293985 | 34747 | 3322757 | 2600495 | 2683910 |
|  | Establishments not operated for the entire year $\qquad$ | 622 | 1953689 | 74575 | 22098 | 2438 | 177684 | 97999 | 156163 |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments . | r6 729 | r92 443546 | '2 497922 | '579 872 | '87 532 | 6249105 | 3029034 | 3194653 |
|  | Establishments operated for the entire year | 6444 | 91326844 | 2469002 | 572665 | 86307 | 6184245 | 3016684 | 3155854 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 78 | 3982 | 6759 | 1421 | 323 | 16226 | 6603 | 7073 |
|  | Establishments with sales of \$100,000 to \$249,999 | 133 | 22716 | 4768 | 1066 | 304 | 11492 | 4243 | 4157 |
|  | Establishments with sales of \$250,000 to \$499,999 | 237 | 92406 | 12591 | 2969 | 688 | 31020 | 7964 | 7705 |
|  | Establishments with sales of $\ldots \ldots$. | 237 | 92406 | 12591 | 2969 | 688 | 31020 | 7964 | 7 |
|  | $\$ 500,000$ to $\$ 999,999 \ldots . . . . . . . .$. | 618 | 461369 | 43704 | 10295 | 2313 | 109638 | 29970 | 29793 |
|  | \$1,000,000 to \$2,499,999 . | 1439 | D | D | D | i | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1286 | 4612653 | 273141 | 65146 | 10977 | 679054 | 241462 | 244089 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 1091 | D | D | D | j | D | D | D |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999 \ldots . . .$ | 977 | 15165558 | 629419 | 146465 | 21979 | 1588127 | 531097 | 537138 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 585 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 285 | 1116702 | 28920 | 7207 | 1225 | 64860 | 12350 | 38799 |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ....... | r6 729 | r92 443546 | '2 497922 | r579 872 | '87 532 | 6249105 | 3029034 | 3194653 |
|  | Establishments operated for the entire year | 6444 | 91326844 | 2469002 | 572665 | 86307 | 6184245 | 3016684 | 3155854 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ..................... | 78 | 3982 | 6759 | 1421 | 323 | 16226 | 6603 | 7073 |
|  | \$100,000 to \$249,999 ........... | 133 | 22716 | 4768 | 1066 | 304 | 11492 | 4243 | 4157 |
|  | Establishments with sales of \$250,000 to \$499,999 |  | 92406 |  |  |  |  |  |  |
|  | \$250,000 to \$499,999........... | 237 | 92406 | 12591 | 2969 | 688 | 31020 | 7964 | 7705 |
|  | \$500,000 to \$999,999............ | 618 | 461369 | 43704 | 10295 | 2313 | 109638 | 29970 | 29793 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1439 | D | D | D | i | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 1286 | 4612653 | 273141 | 65146 | 10977 | 679054 | 241462 | 244089 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 1091 | D | D | D | j | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 977 | 15165558 | 629419 | 146465 | 21979 | 1588127 | 531097 | 537138 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 585 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year. | 285 | 1116702 | 28920 | 7207 | 1225 | 64860 | 12350 | 38799 |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |

Table 1．Sales Size of Establishments：1997－Con．
 see Appendix C］

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con． <br> Wholesale trade，nondurable goods－Con． |  |  |  |  |  |  |  |  |
| 4227101 | Petroleum bulk stations \＆ terminals（except LP）－Con． |  |  |  |  |  |  |  |  |
|  | All establishments ．．．．．．． | r6 337 | ＇88 515507 | 「2340748 | r544 283 | ＇83 154 | 5893722 | 2892396 | 3059356 |
|  | Establishments operated for the entire year | 6071 | D | D | D | । | D | D | D |
|  |  | 69 | D | D | D | e | D | D | D |
|  | Establishments with sales of \＄100，000 to \＄249，999． | 122 | D | D | D | e | D | D | D |
|  | Establishments with sales of \＄250，000 to \＄499，999 | 212 | D | D | D | f | D | D | D |
|  | Establishments with sales of \＄500，000 to \＄999，999 | 545 | D | D | D | g | D | D | D |
|  | Establishments with sales of | 1325 | D | D | D | i | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . .$. | 1221 | D | D | D | j | D | D | D |
|  | Establishment with sales of | 1058 | D | D | D | j | D | D | D |
|  | Estabishment with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 956 | D | D | D | j | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more ．．．．．．．．．．．．．． | 563 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year． $\qquad$ | 266 | D | D | D | g | D | D | D |
| 42271011 | Petroleum bulk stations（except LP） |  |  |  |  |  |  |  |  |
|  | All establishments | 5784 | 43727608 | 1768043 | 414479 | 66627 | 4472315 | 1334004 | 1355290 |
|  | Establishments operated for the entire year | 5534 | D | D | D | । | D | D | D |
|  | Establishments with sales less than \＄100，000 | 65 | D | D | D | c | D | D | D |
|  | Establishments with sales of \＄100，000 to \＄249，999 | 114 | 19436 | 3548 | 823 | 256 | 8595 | 2577 | 2441 |
|  | Establishments with sales of \＄250，000 to \＄499，999． | 197 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$ | 517 | D | D | D |  | D | D | D |
|  | Establishments with sales of ．．．．．． | 517 | D | D | D | g | D | D | D |
|  | \＄1，000，000 to \＄2，499，999 ．．．．．．． | 1282 | D | D | D | i | D | D | D |
|  | Establishments with sales of | 1162 | 4167020 | 235822 | 55851 | 9576 | 588330 | 200645 | 204725 |
|  | Establishments with sales of <br> \＄5，000，000 to \＄9，999，999 | 1004 | D | D | D | j | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 846 | 12994806 | 532968 | 122244 | 19017 | 1348891 | 392659 | 399493 |
|  | Establishments with sales of \＄25，000，000 or more． | 347 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year． | 250 | D | D | D | g | D | D | D |
| 42271012 | Petroleum bulk terminals（except LP） |  |  |  |  |  |  |  |  |
|  | All establishments ．．．．．．． | 「553 | r44 787899 | 「572 705 | r129 804 | r16 527 | 1421407 | 1558392 | 1704066 |
|  | Establishments operated for the entire year | 537 | D | D | D | j | D | D | D |
|  |  | 4 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to \＄249，999 | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \＄250，000 to \＄499，999 ．．．．．．．．．．．． | 15 | D | D | D | b | D | D | D |
|  | \＄500，000 to \＄999，999 ．．．．．．．．．．．． | 28 | D | D | D | e | D | D | D |
|  | Establishments with sales of | 43 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . . .$. | 59 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . .$. | 54 | D | D | D | f | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \＄10，000，000 to \＄24，999，999 ．．．．．． Establishments with sales of | 110 | D | D | D | h | D | D | D |
|  | $\$ 25,000,000$ or more．．．．．．．．．．．．．． | 216 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year． $\qquad$ | 16 | D | D | D | c | D | D | D |
| 4227102 | Liquefied petroleum bulk stations \＆terminals |  |  |  |  |  |  |  |  |
|  | All establishments ．．．．．．． | 392 | 3928039 | 157174 | 35589 | 4378 | 355383 | 136638 | 135297 |

[^21]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4096 | 57094521 | 5109110 | 1191915 | 140271 | 10183421 | 4562824 | 4793643 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 74 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 143 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 221 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 318 | 228279 | 25940 | 5864 | 1280 | 58365 | 28099 | 28846 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 642 | 1066113 | 113244 | 25855 | 4610 | 248334 | 112467 | 118369 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . .$. . | 667 | 2387539 | 253877 | 56768 | 8696 | 519977 | 191331 | 198262 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 690 | 4988760 | 520502 | 116396 | 16123 | 1023722 | 361632 | 378058 |
|  |  | 781 | 12262738 | 1200747 | 273886 | 34497 | 2334432 | 841941 | 883986 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 560 | 36052031 | 2980172 | 709772 | 74147 | 5967449 | 3014130 | 3172864 |
|  | Establishments not operated for the entire year | 380 | 1217460 | 103158 | 31968 | 3273 | 193263 | 105167 | 202933 |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2945 | 33616795 | 3190276 | 725915 | 93133 | 6539887 | 1583946 | 1677017 |
|  | Establishments operated for the entire year | 2755 | D | D | D | I | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . }$ | 35 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 72 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 ............. . . | 131 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 185 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 405 | 675875 | 69849 | 16080 | 2996 | 150812 | 46580 | 46405 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 485 | 1747429 | 190319 | 42499 | 6691 | 392372 | 108686 | 108279 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 525 | D | D | D | - | D | D | D |
|  | Establishments with sales of |  |  |  |  | , |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 566 | 8926476 | 901683 | 205481 | 26192 | 1774560 | 423844 | 437112 |
|  | \$ $25,000,000$ or more......... | 351 | 17834907 | 1570734 | 357340 | 41848 | 3309400 | 779434 | 837859 |
|  | Establishments not operated for the entire year | 190 | D | D | D | g | D | D | D |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2945 | 33616795 | 3190276 | 725915 | 93133 | 6539887 | 1583946 | 1677017 |
|  | Establishments operated for the entire year | 2755 | D | D | D | 1 | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 35 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 72 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 131 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . .$. . . . | 185 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 405 | 675875 | 69849 | 16080 | 2996 | 150812 | 46580 | 46405 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 485 | 1747429 | 190319 | 42499 | 6691 | 392372 | 108686 | 108279 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 525 | D | D | D | i | D | D | D |
|  | Establishments with sales of $\cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 566 | 8926476 | 901683 | 205481 | 26192 | 1774560 | 423844 | 437112 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 351 | 17834907 | 1570734 | 357340 | 41848 | 3309400 | 779434 | 837859 |
|  | Establishments not operated for the entire year | 190 | D | D | D | g | D | D | D |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1531 | 24695186 | 2021992 | 497968 | 50411 | 3836797 | 3084045 | 3319559 |
|  | Establishments operated for the entire year | 1341 | D | D | D | k | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . .$ | 39 | 2260 | 620 | 168 | 57 | 1161 | 419 | 442 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 100,000$ to $\$ 249,999 \ldots . . . . . . .$. | 71 | 12092 | 2121 | 478 | 140 | 4432 | 2745 | 2693 |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots \ldots \ldots .$ | 90 | 31981 |  | 942 | 210 | 9810 | 5947 | 6125 |

[^22]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4228202 | Wine \& distilled alcoholic beverage (State operated) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$1,000,000 to \$2,499,999 | 21 | 31693 | 1899 | 482 | 82 | 3767 | 2653 | 2581 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 10 | 33026 | 855 | 211 | 35 | 2045 | 2311 | 2460 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 6 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 2 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 3 | 211039 | 3741 | 894 | 161 | 6672 | 5619 | 5460 |
|  | Establishments not operated for the entire year | 65 | D | D | D | e | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 29364 | 143158364 | 8603638 | 1989224 | 317137 | 18524596 | 11995908 | 13198232 |
|  | Establishments operated for the entire year | 23898 | 139832264 | 8342143 | 1927206 | 305060 | 17929514 | 11799222 | 12480338 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . . . . ~$ | 1782 | D | D | D | h | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 |  | D | D | D | i | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 |  | D | D | D | j | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 |  | 2982424 | 429332 | 98659 | 21986 | 918160 | 376857 | 387762 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 4965 | 7924757 | 1002679 | 229149 | 41664 | 2153064 | 976248 | 999166 |
|  | Establishments with sales of \$2 500,000 to $\$ 4.999 .999$ | 2612 | 9186890 | 1000828 |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 Establishments with sales of | 2612 | 9186890 | 1000828 | 229512 | 37625 | 2109731 | 1052280 | 1101694 |
|  | \$5,000,000 to \$9,999,999. | 1627 | 11346284 | 1054392 | 238598 | 36101 | 2220891 | 1277061 | 1349540 |
|  | \$10,000,000 to \$24,999,999 | 1296 | 20132268 | 1551203 | 352031 | 51941 | 3311329 | 2133500 | 2237994 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 768 | 86344299 | 2952090 | 697292 | 94300 | 6488901 | 5730959 | 6147017 |
|  | Establishments not operated for the entire year | 5466 | 3326100 | 261495 | 62018 | 12077 | 595082 | 196686 | 717894 |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6437 | 32607159 | 1766562 | 403019 | 59231 | 4025967 | 3254754 | 3527294 |
|  | Establishments operated for the entire year | 5549 | 31914885 | 1724941 | 392771 | 57246 | 3928393 | 3229528 | 3406220 |
|  | Establishments with sales less than \$100,000 | 228 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 450 | D | D | D | $f$ | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 578 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 875 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 1328 | 2161949 | 194896 | 44175 | 8407 | 449833 | 254695 | 257028 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 922 | 3232875 | 268926 | 59907 | 9744 | 608889 | 391730 | 404024 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 553 | 3798261 | 272173 | 61161 | 9063 | 616550 | 469670 | 502049 |
|  | Establishments with sales of | 55 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 414 | D | D | D | j | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 201 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 888 | 692274 | 41621 | 10248 | 1985 | 97574 | 25226 | 121074 |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 6437 | 32607159 | 1766562 | 403019 | 59231 | 4025967 | 3254754 | 3527294 |
|  | Establishments operated for the entire year | 5549 | 31914885 | 1724941 | 392771 | 57246 | 3928393 | 3229528 | 3406220 |
|  | Establishments with sales less than $\$ 100,000$ | 228 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 450 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 578 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$500,000 to \$999 999 | $875$ |  |  | D | h |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 875 | D | D | D | h | D | D | D |
|  | \$1,000,000 to \$2,499,999 ....... | 1328 | 2161949 | 194896 | 44175 | 8407 | 449833 | 254695 | 257028 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . | 922 | 3232875 | 268926 | 59907 |  | 608889 | 391730 | 404024 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42292 | Book, periodical, \& newspaper whsle-Con. <br> Establishments not operated for the entire year. | 400 | 519269 | 51624 | 11890 | 2136 | 115217 | 30207 | 96289 |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3257 | 17022288 | 1697252 | 409254 | 69110 | 3453522 | 1876325 | 2022021 |
|  | Establishments operated for the entire year Establishments with sales less than | 2857 | 16503019 | 1645628 | 397364 | 66974 | 3338305 | 1846118 | 1925732 |
|  | \$100,000...................... | 221 | 12534 | 3279 | 757 | 315 | 5984 | 1783 | 1915 |
|  | E100,000 to \$249,999 .... | 398 | 68488 | 15025 | 3577 | 947 | 29826 | 7817 | 8058 |
|  | \$250,000 to \$499,999 ..... | 447 | 164803 | 32954 | 7769 | 1611 | 64158 | 18620 | 18897 |
|  | Establishments with sales of \$500,000 to \$999,999 | 457 | 330821 | 59594 | 13944 | 3036 | 117170 | 34813 | 35620 |
|  | \$1,000,000 to \$2,499,999. | 505 | 796991 | 137970 | 33232 | 5085 | 273918 | 87153 | 90446 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 281 | 999169 | 153397 | 38165 | 6094 | 290865 | 106803 | 112894 |
|  | Establishments with sales of $\$ 5,000,00$ to $\$ 9,999,999$ | 209 | 1490909 | 194742 | 46043 | 7267 | 377912 | 158197 | 165013 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to \$24,999,999 Establishments with sales of | 205 | 3248202 | 364331 | 89946 | 13496 | 795002 | 325231 | 322850 |
|  | E $25,000,000$ or more...... | 134 | 9391102 | 684336 | 163931 | 29123 | 1383470 | 1105701 | 1170039 |
|  | Establishments not operated for the entire year | 400 | 519269 | 51624 | 11890 | 2136 | 115217 | 30207 | 96289 |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 3654 | 7244856 | 986762 | 229037 | 43624 | 2036312 | 641989 | 700100 |
|  | Establishments operated for the entire year | 3110 | 7086804 | 966817 | 224412 | 42537 | 1993608 | 636651 | 672191 |
|  | Establishments with sales less than $\$ 100,000$ | 194 | 11664 | 3022 | 697 | 336 | 5615 | 1792 | 1718 |
|  | Establishments with sales of \$100,000 to \$249,999 | 407 | 69496 | 14048 | 3292 | 1163 | 29101 | 7742 | 8311 |
|  | Establishments with sales of \$250,000 to \$499,999 | 493 | 175276 | 29650 | 6982 | 2032 | 64877 | 18917 | 19536 |
|  | Establishments with sales of \$500,000 to \$999,999 | 621 | 444662 | 72336 | 16621 | 4385 | 152664 | 43669 | 43865 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 741 | 1196227 | 182349 | 42724 | 8937 | 370101 | 111387 | 115075 |
|  | \$2,500,000 to \$4,999,999 | 355 | 1257518 | 185259 | 43057 | 8092 | 359318 | 102280 | 106229 |
|  | Es5,000,000 to \$9,999,999. | 182 | 1229326 | 165520 | 38181 | 6489 | 333347 | 114730 | 124028 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 90 | 1324967 | 173551 | 39249 | 6445 | 351935 | 117045 | 125182 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 27 | 1377668 | 141082 | 33609 | 4658 | 326650 | 119089 | 128247 |
|  | Establishments not operated for the entire year. | 544 | 158052 | 19945 | 4625 | 1087 | 42704 | 5338 | 27909 |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3654 | 7244856 | 986762 | 229037 | 43624 | 2036312 | 641989 | 700100 |
|  | Establishments operated for the entire year | 3110 | 7086804 | 966817 | 224412 | 42537 | 1993608 | 636651 | 672191 |
|  | $\$ 100,000$ | 194 | 11664 | 3022 | 697 | 336 | 5615 | 1792 | 1718 |
|  | Establishments with sales of \$100,000 to \$249,999 | 407 | 69496 | 14048 | 3292 | 1163 | 29101 | 7742 | 8311 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 493 | 175276 | 29650 | 6982 | 2032 | 64877 | 18917 | 19536 |
|  | \$500,000 to \$999,999 ...... | 621 | 444662 | 72336 | 16621 | 4385 | 152664 | 43669 | 43865 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 1,000,000 \text { to } \$ 2,499,999 \text {. . . . . . } \end{aligned}$ | 741 | 1196227 | 182349 | 42724 | 8937 | 370101 | 111387 | 115075 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 355 | 1257518 | 185259 | 43057 | 8092 | 359318 | 102280 | 106229 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ....... | 182 | 1229326 | 165520 | 38181 | 6489 | 333347 | 114730 | 124028 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 ...... | 90 | 1324967 | 173551 | 39249 | 6445 | 351935 | 117045 | 125182 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 27 | 1377668 | 141082 | 33609 | 4658 | 326650 | 119089 | 128247 |
|  | Establishments not operated for the entire year $\qquad$ | 544 | 158052 | 19945 | 4625 | 1087 | 42704 | 5338 | 27909 |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |

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 see Appendix C]


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 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422990 | Other miscellaneous nondurable goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$250,000 to \$499,999 | 1708 | 615796 | 100967 | 23089 | 5162 | 221249 | 89248 | 90808 |
|  | Establishments with sales of $\$ 500,000 \text { to } \$ 999,999 \ldots . .$ | 1813 | 1276813 | 184592 | 42086 | 9036 | 403785 | 186207 | 192903 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1766 | 2775812 | 357288 | 78938 | 14415 | 794919 | 408535 | 416549 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 717 | 2498054 | 289474 | 64456 | 9713 | 636145 | 328193 | 347514 |
|  | Establishments with sales of | 402 | 2830162 | 294880 | 63793 | 8906 | 641035 | 383383 | 401583 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 270 | 4053896 | 386973 | 84433 | 11811 | 827741 | 523137 | 546263 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 137 | 35481704 | 710502 | 168696 | 15960 | 1775592 | 1980390 | 1964088 |
|  | Establishments not operated for the entire year | 3290 | 1369084 | 113006 | 20089 | 4403 | 259398 | 39284 | 432740 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3976 | 7426099 | 888512 | 196526 | 30205 | 2271032 | 1182362 | 1344462 |
|  | Establishments operated for the entire year | 3144 | 7134199 | 863750 | 191559 | 29168 | 2203575 | 1169850 | 1235443 |
|  | Establishments with sales less than \$100,000 | 355 | 21086 | 5558 | 1356 | 603 | 10938 | 3625 | 3683 |
|  | Establishments with sales of \$100,000 to \$249,999 | 544 | 91451 | 19194 | 4587 | 1303 | 40893 | 16034 | 16396 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ...... | 550 | 197528 | 32910 | 7612 | 1724 | 76938 | 33969 | 34826 |
|  | Establishments with sales of $\$ 500,000 \text { to } \$ 999,999 \ldots . .$ | 604 | 422708 | 65507 | 15010 | 3280 | 148946 | 74081 | 76619 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  |  | 592 | 938681 | 138446 | 30703 | 5402 | 315110 | 164758 | 168730 |
|  | \$2,500,000 to \$4,999,999. | 242 | 839298 | 113111 | 25328 | 3750 | 260213 | 132404 | 143621 |
|  | Estabishments with sales of | 127 | 878573 | 105859 | 23067 | 3185 | 245256 | 142461 | 153978 |
|  | Establishments with sales of | 91 | 1394001 | 157778 | 32484 | 4231 | 366658 | 205665 | 217448 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 39 | 2350873 | 225387 | 51412 | 5690 | 738623 | 396853 | 420142 |
|  | Establishments not operated for the entire year | 832 | 291900 | 24762 | 4967 | 1037 | 67457 | 12512 | 109019 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 2842 | 33181350 | 653859 | 152784 | 18841 | 1315798 | 1498263 | 1564291 |
|  | Establishments operated for the entire year | 2070 | 32847866 | 627716 | 147614 | 17577 | 1262241 | 1490368 | 1438085 |
|  | Establishments with sales less than |  |  |  |  |  |  | 2229 |  |
|  | \$100,000 . . . . . . . . . . . . . . . . . . . . . . . <br> Establishments with sales of | 237 | 13927 | 4455 | 1076 | 332 | 7101 | 2229 | 2156 |
|  | \$100,000 to \$249,999............ | 421 | 69191 | 15028 | 3366 | 882 | 28052 | 10573 | 10680 |
|  | Estabishmments withe $\$ 499,999 \ldots . . . . . . .$. | 405 | 148756 | 22892 | 5324 | 1239 | 49147 | 20429 | 20789 |
|  | Establishments with sales of \$500,000 to \$999,999 | 380 | 268380 | 35620 | 8147 | 1702 | 74301 | 36630 | 38009 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 359 | 549801 | 62390 | 13564 | 2366 | 134204 | 68527 | 70760 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 114 | 395876 | 41210 | 9013 | 1285 | 85099 | 41452 | 44275 |
|  | Establishments with sales of |  |  |  |  | 1285 |  | 41452 | 44275 |
|  | \$5,000,000 to \$9,999,999 ........ | 63 | 428130 | 50154 | 11032 | 1613 | 94553 | 40636 | 42294 |
|  | Estab,000,000 to \$24,999,999 . . . . . | 47 | 708541 | 70055 | 15799 | 2096 | 142235 | 78355 | 72645 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 44 | 30265264 | 325912 | 80293 | 6062 | 647549 | 1191537 | 1136477 |
|  | Establishments not operated for the entire year | 772 | 333484 | 26143 | 5170 | 1264 | 53557 | 7895 | 126206 |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 400 | 723184 | 73748 | 16037 | 2882 | 173346 | 88608 | 109275 |
|  | Establishments operated for the entire year | 319 | 659278 | 68299 | 15288 | 2751 | 160264 | 86220 | 85779 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . .$ | 27 |  | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 ...... . . . . . . . | 52 | 8811 | 2142 | 513 | 141 | 4223 | 1342 | 1323 |
|  | Establishments with sales of |  |  |  | D |  | D | - |  |
|  | \$250,000 to \$499,999 <br> Establishments with sales of | 43 | D | D | D | c | D | D | D |
|  | $\$ 500,000 \text { to } \$ 999,999 \ldots . . . . . . . . .$ |  | 39213 | 5208 | 1057 | 234 | 11287 | 5821 | 5669 |

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 see Appendix C]


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 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |
|  | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 2443 | 17350880 | 1836138 | 470722 | 39560 | 3240082 | 1474467 | 1513891 |
|  | Establishments with sales of | 2594 | 41700621 | 3724722 | 962079 | 71100 | 6513712 | 2636979 | 2686051 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 3155 | 625863461 | 18904313 | 5143213 | 310532 | 38429586 | 20228742 | 20895736 |
|  | Establishments not operated for the entire year | 905 | 6628722 | 291563 | 87119 | 7663 | 555135 | 294902 | 310606 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1425 | 291207541 | 2233321 | 570190 | 47824 | 5928771 | 5894354 | 5776275 |
|  | Establishments operated for the entire year $\qquad$ | 1339 | 289974817 | 2194036 | 555588 | 46030 | 5860182 | 5821620 | 5687579 |
|  | Establishments with sales less than \$100,000 . | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 38 | 14491 | 2654 | 638 | 116 | 4911 | 4408 | 3693 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ........... | 135 | 98164 | 12963 | 3413 | 593 | 27430 | 25821 | 24958 |
|  | \$1,000,000 to \$2,499,999. | 316 | 536268 | 59284 | 15059 | 2361 | 125171 | 97309 | 91208 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 ...... | 195 | 662506 | 64329 | 15823 | 2376 | 132036 | 89387 | 85500 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 . . | 126 | 882760 | 70767 | 17143 | 2127 | 148086 | 97905 | 95268 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  |  | 125 | 1991072 | 142002 | 33558 | 3905 | 278288 | 214445 | 211758 |
|  | \$25,000,000 or more... | 395 | 285788196 | 1841792 | 469881 | 34538 | 5143827 | 5291637 | 5174471 |
|  | Establishments not operated for the entire year. | 86 | 1232724 | 39285 | 14602 | 1794 | 68589 | 72734 | 88696 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Establishments operated for the entire year $\qquad$ | 338 | 254801802 | 703334 | 188890 | 12681 | 2710888 | 2822015 | 2655730 |
|  | Establishments with sales less than \$100,000 | 338 | 254801802 | $\begin{array}{r}703334 \\ \hline\end{array}$ | 188890 | 12681 | 2710888 | 2822015 | 2655730 |
|  | Establishments with sales of ${ }^{\text {a }}$. |  |  | - | - | - | - | - |  |
|  | \$100,000 to \$249,999 ............ | - | - | - | - | - | - | - |  |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - |  |
|  | Establishments with sales of \$500,000 to \$999,999 | 5 | 3569 | 1317 | 313 | 55 | 1714 | 331 | 308 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 9 | 18112 | 3968 | 991 | 116 | 6629 | 3642 | 4849 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 22 | 79390 | 5977 | 1458 | 183 | 10472 | 8644 |  |
|  | Establishments with sales of | 22 | 79390 |  |  |  |  |  | 9291 |
|  | \$5,000,000 to \$9,999,999. | 28 | 199477 | 11750 | 3004 | 374 | 22371 | 21087 | 20958 |
|  | Establishments with sales of ${ }^{\text {P10,000,000 }} \mathbf{\$ 2 4 , 9 9 9 , 9 9 9} \ldots$ | 38 | 586507 | 33064 | 7903 | 969 | 54846 | 60373 | 59794 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 236 | 253914747 | 647258 | 175221 | 10984 | 2614856 | 2727938 | 2560530 |
|  | Establishments not operated for the entire year. | 42 | 1100502 | 32313 | 11429 | 1423 | 53210 | 61377 | 82659 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Establishments operated for the entire year | 338 | 254801802 | 703334 | 188890 | 12681 | 2710888 | 2822015 | 2655730 |
|  | Establishments with sales less than \$100,000 | 3 | - | , | - | - | - | - | - |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999$ |  | - | - | - | - |  |  |  |
|  | \$100,000 to \$249,999 Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$250,000 to \$499,999 . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | 5 | 3569 | 1317 | 313 | 55 | 1714 | 331 | 308 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . $\ldots$. | 9 | 18112 | 3968 | 991 | 116 | 6629 | 3642 | 4849 |
|  | Es2,500,000 to \$4,999,999 ........ | 22 | 79390 | 5977 | 1458 | 183 | 10472 | 8644 | 9291 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 28 | 199477 | 11750 | 3004 | 374 | 22371 | 21087 | 20958 |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$ |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 38 | 586507 | 33064 | 7903 | 969 | 54846 | 60373 | 59794 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 236 | 253914747 | 647258 | 175221 | 10984 | 2614856 | 2727938 | 2560530 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421110 | Automobile \& other motor vehicle whsle-Con. <br> Establishments not operated for the entire year $\qquad$ | 42 | 1100502 | 32313 | 11429 | 1423 | 53210 | 61377 | 82659 |
| 4211101 | Automobile \& motorcycle whsle All establishments $\qquad$ | 124 | 95851919 | 298709 | 71122 | 5211 | 1890320 | 2196413 | 1935877 |
|  | Establishments operated for the entire year | 123 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | _ |
|  | Establishments with sales of \$250,000 to \$499,999. | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of <br> \$2,500,000 to \$4,999,999 | 7 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 . . . . . . | 8 | 111971 | 3671 | 872 | 105 | 6995 | 9805 | 9506 |
|  | Establishments with sales of \$25,000,000 or more. | 98 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year . | 1 | D | D | D | a | D | D | D |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 14 | D | D | D | c | D | D | D |
|  | Establishments operated for the entire year | 14 | D | D | D | c | D | D | D |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .......... | - | - | - | - | - | - | - |  |
|  | Estabishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . .$. | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . .$. | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $24.999,999 . .$. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 6 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 99 | 152661486 | 207342 | 65536 | 3135 | 483741 | 103459 | 157810 |
|  |  | 97 | D | D | D | h | D | D | D |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. | - | - | - | - | - | - | - | D |
|  | Establishments not operated for the entire year $\qquad$ | 2 |  | D |  | c | D | D | D |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  | D | D | D |  |  |  |  |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421120 | Motor vehicle supplies \& new parts whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 858 | 25490096 | 1281700 | 314362 | 28993 | 2672366 | 2804485 | 2827942 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . .$. | 3 |  | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 6 |  | D | D | a | D | D | D |
|  | Establishments with sales of <br> \$250,000 to \$499,999 | 33 | 12454 | 2016 | 504 | 100 | 3971 | 4242 | 3522 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 115 | 82942 | 10052 | 2453 | 437 | 22384 | 22950 | 22021 |
|  | \$1,000,000 to \$2,499,999 . | 285 | 479401 | 50753 | 13006 | 2079 | 109989 | 89006 | 81507 |
|  |  | 142 | 471749 | 46319 | 11232 |  | 99532 |  |  |
|  | Establishments with sales of $\begin{aligned} & \text { a }\end{aligned}$ | 142 | 471749 | 46319 | 11232 | 1713 | 99532 | 67196 | 61994 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 74 | 518649 | 44748 | 10653 | 1208 | 97618 | 63929 | 60923 |
|  | \$ $10,000,000$ to \$24,999,999. | 69 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 131 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 37 | 117220 | 5394 | 2327 | 275 | 12291 | 10969 | 2917 |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |
|  | All establishments | 343 | 6640896 | 223308 | 53476 | 5937 | 548683 | 512479 | 516527 |
|  | Establishments operated for the entire year | 333 | 6553722 | 220948 | 52776 | 5871 | 543792 | 510694 | 515890 |
|  | Establishments with sales less than $\$ 100,000$ | - | - | - | - | - | - | - | _ |
|  | Establishments with sales of $\$ 100,000$ to \$249, 999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ | 3 |  | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 ........... | 19 | 6722 | 968 | 245 | 41 | 2040 | 2572 | 2409 |
|  | \$500,000 to \$999,999 . ... | 53 | 37568 | 4534 | 1059 | 187 | 10224 | 13017 | 13719 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 101 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ | 101 | D |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 59 | 190887 | 14444 | 3489 | 661 | 32476 | 28096 | 27366 |
|  | \$5,000,000 to \$9,999,999. | 20 | 146076 | 7937 | 1719 | 278 | 20070 | 22662 | 23571 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 29 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 49 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 10 | 87174 | 2360 | 700 | 66 | 4891 | 1785 | 637 |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |
|  | All establishments . | 541 | 18824469 | 1057445 | 261684 | 23182 | 2124144 | 2297437 | 2308531 |
|  | Establishments operated for the entire year | 514 | 18794423 | 1054411 | 260057 | 22973 | 2116744 | 2288253 | 2306251 |
|  | Establishments with sales less than \$100,000 | 3 |  | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to \$249,999 | 3 |  | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 14 | 5732 | 1048 | 259 | 59 | 1931 | 1670 | 1113 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 62 | 45374 | 5518 | 1394 | 250 | 12160 | 9933 | 8302 |
|  | Estabishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . .$. | 181 | 309814 | 35734 | 9268 | 1352 | 78477 | 57106 | 49087 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999$ | 82 | D | D | D | g | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ....... | 50 | D | D | D | f | D | D | D |
|  | \$10,000,000 to \$24,999,999 ..... | 38 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 81 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 27 | 30046 | 3034 | 1627 | 209 | 7400 | 9184 | 2280 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 11 | 141951 | 6341 | 1529 | 149 | 11830 | 5538 | 5801 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211203 | Petroleum products marketing equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 11 | 141951 | 6341 | 1529 | 149 | 11830 | 5538 | 5801 |
|  | Establishments with sales less than $\$ 100,000$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499999$ | - | _ | - | - | - | - | - |  |
|  | Establishments with sales of $\ldots \ldots$ |  | - | - | - | - | - | - |  |
|  | \$500,000 to \$999,999..... | - | - | - | - | - | - | - | - |
|  | \$1,000,000 to \$2,499,999 ........ | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 .$. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999... | 4 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 | 2 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Establishments operated for the entire year | 143 | 9682919 | 209002 | 52336 | 4356 | 476928 | 195120 | 203907 |
|  | Establishments with sales less than \$100,000 | - | , | - | - | - | - | - |  |
|  |  |  | - | - | - |  |  |  |  |
|  | \$100,000 to $\$ 249,999 \ldots . .$. Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$250,000 to \$499,999...... | 5 | 2037 | 638 | 134 | 16 | 940 | 166 | 171 |
|  | Esta0,000 to \$999,999 . . . . . . . . . . | 15 | 11653 | 1594 | 647 | 101 | 3332 | 2540 | 2629 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 .$. | 22 | 38755 | 4563 | 1062 | 166 | 8553 | 4661 | 4852 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 31 | 111367 | 12033 | 3133 | 480 | 22032 |  |  |
|  | Establishments with sales of . ${ }^{\text {a }}$. $\ldots$ | 31 | 111367 | 12033 | 3133 | 480 | 22032 | 13547 | 14215 |
|  | \$5,000,000 to \$9,999,999 <br> Establishments with sales of | 24 | 164634 | 14269 | 3486 | 545 | 28097 | 12889 | 13387 |
|  | \$10,000,000 to \$24,999,999 | 18 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 28 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 7 | 15002 | 1578 | 846 | 96 | 3088 | 388 | 3120 |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Establishments operated for the entire year | 143 | 9682919 | 209002 | 52336 | 4356 | 476928 | 195120 | 203907 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499 999 |  |  |  |  |  | 940 | 166 | 171 |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . <br> Establishments with sales of | 5 | 2037 | 638 | 134 | 16 | 940 | 166 | 171 |
|  | \$500,000 to \$999,999 ...... | 15 | 11653 | 1594 | 647 | 101 | 3332 | 2540 | 2629 |
|  | Establishments with sales of | 22 | 38755 | 4563 | 1062 | 166 | 8553 | 4661 | 4852 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 31 | 111367 | 12033 | 3133 | 480 |  | 13547 | 14215 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 24 | 164634 |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 24 | 164634 | 14269 | 3486 | 545 | 28097 | 12889 | 13387 |
|  | \$10,000,000 to \$24,999,999 ...... | 18 | D | D | D | e | D | D | D |
|  | E25,000,000 or more. . . . . . . . . . . . . | 28 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 7 | 15002 | 1578 | 846 | 96 | 3088 | 388 | 3120 |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 485 | 21729080 | 646395 | 162255 | 16119 | 1835902 | 727049 | 852893 |
|  | Establishments operated for the entire year | 463 | 21486826 | 620949 | 157286 | 15729 | 1789463 | 724819 | 805677 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 |  | $645$ |  | 18 | 4 | $138$ | 79 | 81 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^23]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421220 | Home furnishings whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more. | 87 | 13287782 | 326377 | 83764 | 9325 | 904848 | 412662 | 488212 |
|  | Establishments not operated for the entire year $\qquad$ | 9 | 151205 | 18375 | 4648 | 334 | 32583 | 1639 | 47216 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 14 | 597661 | 45630 | 11679 | 3156 | 185733 | 113060 | 116905 |
|  | Establishments operated for the entire year | 11 | D | D | D | h | D | D | D |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | _ | - | - |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | - | _ | - | - | - | - | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 2,500,00$ to $\$ 4,999,999$ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1 | D | D | D | b | D | D | D |
|  | Esto,000,000 to \$24,999,999 . . . . . | 2 | D | D | D | b | D | D | D |
|  | \$25,000,000 or more......... | 5 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 3 | D | D | D | a | D | D | D |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 102 | 5437338 | 173959 | 41494 | 3356 | 412153 | 133549 | 182658 |
|  | Establishments operated for the entire year | 99 | 5346943 | 157228 | 37244 | 3051 | 382684 | 133549 | 164047 |
|  |  | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | _ | - | - | - | _ | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 9 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 16 |  | 4363 | 1184 | 98 | 7875 | 3340 | 3444 |
|  | Establishments with sales of | 16 |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ... | 14 | 97388 | 5998 | 1530 | 251 | 10635 | 7159 | 7326 |
|  | \$10,000,000 to \$24,999,999 ...... | 18 | 317311 | 20919 | 4754 | 547 | 55377 | 10146 | 10267 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 40 | 4857700 | 124631 | 29423 | 2120 | 305424 | 112103 | 142266 |
|  | Establishments not operated for the entire year $\qquad$ | 3 | 90395 | 16731 | 4250 | 305 | 29469 | - | 18611 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 96 | 7864637 | 161893 | 43378 | 4236 | 405041 | 165967 | 192458 |
|  | Establishments operated for the entire year | 94 | D | D | D | h | D | D | D |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 100,000 \text { to } \$ 249,999$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . .$. | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 14 | 25926 | 1655 | 377 | 64 | 4037 | 2965 | 2985 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ........ | 6 | 20883 | 1781 | 409 | 77 | 3613 | 2106 | 2383 |
|  | Establishments with sales of | 15 | 98100 | 7726 | 1750 | 192 | 13266 | 8725 | 8313 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 15 | D | D | D | e | D | D | D |
|  | Establishments with sales of . . . . . | 15 |  | D | D | e | D | D | D |
|  | \$25,000,000 or more............ | 37 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ |  | D | D | D | a | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 483 | 10228926 | 442950 | 99743 | 11324 | 975623 | 576147 | 581031 |
|  | Establishments with sales less than $\$ 100,000$ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 |  | 419 | 117 | 25 | 889 | 264 | 195 |
|  | Establishments with sales of \$500,000 to \$999,999 | 17 | 13924 | 1657 | 431 | 75 | 3053 | 2606 | 2531 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 81 | 142624 | 11935 | 2901 | 450 | 24994 | 14152 | 14449 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 107 | 389169 | 39108 | 9567 | 1299 | 79267 | 42750 | 44897 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 92 | 649092 | 55262 | 13236 | 1714 | 118908 | 70592 | 71389 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 . . . . . . | 100 | 1527435 | 101610 | 24051 | 3035 | 235126 | 145163 | 141005 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 76 | 7504021 | 232784 | 49407 | 4714 | 513119 | 300493 | 306434 |
|  | Establishments not operated for the entire year | 18 | 32328 | 2390 | 642 | 119 | 4922 | 1693 | 1220 |
| 4213101 | Lumber without yard whsle <br> All establishments | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year <br> Establish | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Establishments with sales less than <br> \$100,000 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 500,000$ to $\$ 999,999 \ldots . . . . . . . .$. Establishments with sales of | 3 | 2279 | 205 | 64 | 12 | 519 | 472 | 139 |
|  | \$1,000,000 to \$2,499,999. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 5 | 19473 | 4980 | 1268 | 97 | 5743 | 246 | 254 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 |  |  |  |  |  |  |  |  |
|  | $\$ 5,000,000$ to \$9,999,999 $\ldots \ldots .$. Establishments with sales of | 7 |  | 3729 | 850 | 78 | 7117 | 4413 | 4414 |
|  | \$10,000,000 to \$24,999,999 $\ldots$. . . | 10 | 146395 | 4104 | 809 | 106 | 10643 | 6924 | 7323 |
|  | $\$ 25,000,000$ or more. | 13 | 2350485 | 60301 | 13954 | 938 | 129662 | 31753 | 29745 |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 96 | 2240878 | 108796 | 26767 | 3064 | 215313 | 193666 | 204645 |
|  | Establishments operated for the entire year | 94 | D | D | D | h | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . . }$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 1 | D | D | D | a | D | D |  |
|  | Establishments with sales of $\ldots \ldots$ | 1 | D | D | D | a | D | D | D |
|  | \$1,000,000 to \$2,499,999 ........ | 5 | D | D | D | b | D | D | D |
|  | E2,500,000 to \$4,999,999 ........ | 13 | 51863 | 6423 | 1589 | 267 | 13373 | 10762 | 13450 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 28 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\cdots \cdots$ |  |  |  |  |  | D |  |  |
|  | \$10,000,000 to \$24,999,999 ..... | 24 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . | 21 | 1588812 | 59282 | 14924 | 1446 | 116196 | 99646 | 103317 |
|  | Establishments not operated for the entire year | 2 | D | D | D | b | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 363 | 5451758 | 262641 | 56549 | 7118 | 610398 | 339933 | 335520 |
|  | Establishments operated for the entire year | 347 | D | D | D | i | D | D | D |
|  | Establishments with sales less than | 347 | D | D | D | - | D | D | D |
|  | \$100,000..................... | - | - | - | - | - | - | - | - |
|  |  |  |  |  | D |  | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^24]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42133 | Roofing, siding, \& insulation material whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$2,500,000 to \$4,999,999 | 43 | 147127 | 10720 | 2568 | 278 | 26065 | 12735 | 13624 |
|  | Establishments with sales of $\$ 5,000000$ to $\$ 9,999,999$ | 39 | 277754 | 20685 | 5090 | 532 | 45813 | 29915 | 30907 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 14 | 209732 | 10059 | 2122 | 314 | 28684 | 13750 | 13493 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . | 25 | 2340795 | 77102 | 17742 | 1551 | 193068 | 53324 | 59753 |
|  | Establishments not operated for the entire year $\qquad$ | 58 | 227497 | 10457 | 1336 | 178 | 27128 | 1433 | 39280 |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Establishments operated for the entire year | 164 | 3041035 | 123938 | 28818 | 2831 | 308480 | 118116 | 125914 |
|  | Establishments with sales less than \$100,000. | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 8 | 6806 | 614 | 151 | 26 | 1902 | 989 | 1039 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 32 | 57761 | 4648 | 1114 | 126 | 12421 | 7123 | 6824 |
|  | Es2,500,000 to \$4,999,999. | 43 | 147127 | 10720 | 2568 | 278 | 26065 | 12735 | 13624 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 39 | 277754 | 20685 | 5090 | 532 | 45813 | 29915 | 30907 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 14 | 209732 | 10059 | 2122 | 314 | 28684 | 13750 | 13493 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . | 25 | 2340795 | 77102 | 17742 | 1551 | 193068 | 53324 | 59753 |
|  | Establishments not operated for the entire year $\qquad$ | 58 | 227497 | 10457 | 1336 | 178 | 27128 | 1433 | 39280 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Establishments operated for the entire year | 164 | 3041035 | 123938 | 28818 | 2831 | 308480 | 118116 | 125914 |
|  | Establishments with sales less than \$100,000 | - | - | - |  | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 8 | 6806 | 614 | 151 | 26 | 1902 | 989 | 1039 |
|  | \$1,000,000 to \$2,499,999 | 32 | 57761 | 4648 | 1114 | 126 | 12421 | 7123 | 6824 |
|  | Es2,500,000 to \$4,999,999 . | 43 | 147127 | 10720 | 2568 | 278 | 26065 | 12735 | 13624 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 39 | 277754 | 20685 | 5090 | 532 | 45813 | 29915 | 30907 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 14 | 209732 | 10059 | 2122 | 314 | 28684 | 13750 | 13493 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 25 | 2340795 | 77102 | 17742 | 1551 | 193068 | 53324 | 59753 |
|  | Establishments not operated for the entire year $\qquad$ | 58 | 227497 | 10457 | 1336 | 178 | 27128 | 1433 | 39280 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 244 | 2001895 | 135737 | 32235 | 4157 | 286174 | 116452 | 122642 |
|  | Establishments operated for the entire year | 237 | 1968840 | 135392 | 32131 | 4148 | 285447 | 116315 | 122445 |
|  | Establishments with sales less than \$100,000 | - | 1 | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999............ | 2 | D | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 ........... | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 23 | 16200 | 2444 | 571 | 90 | 4415 | 1739 | 1728 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  | 571 | 90 |  | 1739 | 1 |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 50 | 85935 | 10891 | 2293 | 378 | 22858 | 12623 | 12527 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999 \text {. }$ | 62 | 226173 | 22553 | 5209 | 901 | 49514 | 25924 | 27086 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^25]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213902 | Other construction materials whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of \$10,000,000 to \$24,999,999 ...... Establishments with sales of $\$ 25,000,000$ or more. | 15 9 | 237165 D | 26709 D | 6022 D | 595 e | 47329 D | 23311 D | 24452 D |
|  | Establishments not operated for the entire year | 3 | 373 | 63 | 55 | 2 | 131 | 137 | 11 |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 3160 | 112786674 | 11179271 | 3185154 | 168896 | 20269644 | 6208920 | 6462776 |
|  | Establishments operated for the entire year | 3041 | 112036312 | 11114144 | 3162515 | 167354 | 20156970 | 6146071 | 6427653 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 13 | 892 | 303 | 66 | 15 | 511 | 69 | 70 |
|  | Establishments with sales of \$100,000 to \$249,999 | 81 | 14131 | 7939 | 1997 | 175 | 10204 | 4177 | 3779 |
|  |  | 150 | 57463 | 13487 | 3396 | 343 | 22914 | 5877 | 5646 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . .$. . | 287 | 207476 | 41359 | 10209 | 875 | 69748 | 16948 | 15677 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 445 | 737093 | 148022 | 36517 | 2781 | 237960 | 45673 | 45622 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 393 | 1394383 | 250043 | 62974 | 4970 | 408667 | 82319 | 82808 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 423 | 3001894 | 467429 | 121973 | 7834 | 770522 | 143388 | 143758 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 518 | 8603055 | 1208984 | 310216 | 18760 | 1996596 | 385522 | 394737 |
|  | Establishments with sales of $\$ 25,000,000$ or more....... | 731 | 98019925 | 8976578 | 2615167 | 131601 | 16639848 | 5462098 | 5735556 |
|  | Establishments not operated for the entire year | 119 | 750362 | 65127 | 22639 | 1542 | 112674 | 62849 | 35123 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 74 | 8103149 | 265078 | 66723 | 4684 | 551818 | 300597 | 300374 |
|  | Establishments operated for the entire year | 74 | 8103149 | 265078 | 66723 | 4684 | 551818 | 300597 | 300374 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 11 | 20492 | 1486 | 341 | 33 | 4204 | 1347 | 1372 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 7 | 26592 | 4463 | 1142 | 93 | 9516 | 2606 | 2498 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 7 | 53780 | 4559 | 1246 | 79 | 11064 | 5793 | 5643 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 19 | 281640 | 25350 | 6345 | 457 | 53166 | 33246 | 33410 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 27 | 7718733 | +228944 | 57576 | 4017 | 473431 | 257487 | 257357 |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 74 | 8103149 | 265078 | 66723 | 4684 | 551818 | 300597 | 300374 |
|  | Establishments operated for the entire year | 74 | 8103149 | 265078 | 66723 | 4684 | 551818 | 300597 | 300374 |
|  | Establishments with sales less than \$100,000 | 7 | - | - | - | - | - | - |  |
|  | Establishments with sales of $\$ 100,000$ to \$249,999 | - |  | - | - | - | - | - | - |
|  | Establishments with sales of |  |  | - | - | - | - | - | - |
|  | \$250,000 to \$499,999 ............ | 1 | D | D | D | a | D | D | D |
|  | Establishments with, sales of | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 11 | 20492 | 1486 | 341 | 33 | 4204 | 1347 | 1372 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 $\ldots \ldots \ldots$ Establishments with sales of | 7 | 26592 | 4463 | 1142 | 93 | 9516 | 2606 | 2498 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 7 | 53780 | 4559 | 1246 | 79 | 11064 | 5793 | 5643 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. |  | 281640 | 25350 | 6345 | 457 | 53166 | 33246 | 33410 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1713 | 72042268 | 7477349 | 2172050 | 103625 | 13060865 | 3902435 | 3862572 |
|  | Establishments operated for the entire year | 1654 | 71613513 | 7438447 | 2162102 | 102982 | 12994594 | 3880674 | 3843304 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . }$ | 7 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 43 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999. | 91 | 34677 | 8065 | 2063 | 155 | 13695 | 4479 | 4270 |
|  | Establishments with sales of \$500,000 to \$999,999 | 155 | 110445 | 21388 | 5387 | 330 | 36307 | 8799 | 8195 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 231 | 382065 | 90155 | 22762 | 1267 | 138045 | 22209 | 22351 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 219 | 780005 | 145762 | 36292 | 2171 | 240222 | 41078 | 41267 |
|  | Establishments with sales of |  | 780 |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 247 | 1747521 | 279077 | 73356 | 3858 | 459620 | 72023 | 73494 |
|  | \$10,000,000 to \$24,999,999 | 243 | 4113168 | 661548 | 172694 | 8394 | 1105384 | 174714 | 184712 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 418 | 64437606 | 6230281 | 1848962 | 86747 | 10997748 | 3556133 | 3508280 |
|  | Establishments not operated for the entire year | 59 | 428755 | 38902 | 9948 | 643 | 66271 | 21761 | 19268 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1665 | 71175956 | 7409460 | 2155591 | 102720 | 12854617 | 3794994 | 3751171 |
|  | Establishments operated for the entire year | 1613 | 70756786 | 7373787 | 2146963 | 102163 | 12792663 | 3775406 | 3731903 |
|  | Establishments with sales less than $\$ 100,000$ | 7 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 39 | D | D | D | b | D | D | D |
|  | Establishments with sales of . $\quad$. ${ }^{\text {a }}$. | 39 | D | D | D | b | D | D | D |
|  | \$250,000 to \$499,999 ..... | 88 | D | D | D | c | D | D | D |
|  | Estabishments with, $\$ 500,000$ to $\$ 999,999 . . .$. | 148 | 104847 | 20380 | 5152 | 316 | 33900 | 8638 | 8029 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 223 | 369471 | 86693 | 21887 | 1190 | 132595 | 20849 | 20816 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 216 | D | D | D | g | D | D | D |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 239 | 1702706 | 270021 | 71023 | 3690 | 440245 | 70429 | 71844 |
|  | Establishments with sales of | 238 | D | D | D | i | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more | 415 | D | D | D | 1 | D | D | D |
|  | Establishments not operated for the entire year | 52 | 419170 | 35673 | 8628 | 557 | 61954 | 19588 | 19268 |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 476 | 27387050 | 957611 | 227003 | 12803 | 2017860 | 2686568 | 2753077 |
|  | Establishments operated for the entire year | 453 | 27154059 | 942391 | 224123 | 12564 | 1987855 | 2668482 | 2734417 |
|  | Establishments with sales less than | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 5 | D | D | D | a | D | D | D |
|  |  |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . <br> Establishments with sales of | 28 | D | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 54 | 38253 | 3961 | 960 | 77 | 8225 | 4600 | 4195 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to $\$ 2,499,999 \ldots \ldots .$. Establishments with sales of | 65 | 104987 | 11026 | 2588 | 183 | 20823 | 6346 | 7702 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 72 | 238566 | 26655 | 6644 | 435 | 49682 | 21496 | 22045 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 79 | 559947 | 45129 | 11079 | 625 | 91326 | 47714 | 48753 |
|  | Establishments with sales of . ${ }^{\text {a }}$ | 79 | 559947 | 45129 | 11079 | 625 | 91326 | 47714 | 48753 |
|  | \$10,000,000 to \$24,999,999 ...... | 62 | 1038344 | 109113 | 25150 | 1311 | 212048 | 106572 | 115105 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 84 | 25162346 | 745066 | 177290 | 9892 | 1602989 | 2480472 | 2535308 |
|  | Establishments not operated for the entire year. $\qquad$ | 23 | 232991 | 15220 | 2880 | 239 | 30005 | 18086 | 18660 |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |
|  | All establishments | 1189 | 43788906 | 6451849 | 1928588 | 89917 | 10836757 | 1108426 | 998094 |

[^26]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42143012 | Computers \& peripheral equipment for end use-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1160 | 43602727 | 6431396 | 1922840 | 89599 | 10804808 | 1106924 | 997486 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 34 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 60 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 94 | 66594 | 16419 | 4192 | 239 | 25675 | 4038 | 3834 |
|  | Establishments with sales of | 158 | 264 484 | 75667 | 19299 | 1007 | 111772 | 14503 | 13114 |
|  | \$1,000,000 to \$2,499,999 <br> Establishments with sales of | 158 | 264484 | 75667 | 19299 | 1007 | 111772 | 14503 | 13114 |
|  | \$2,500,000 to \$4,999,999 ....... | 144 | D | D | D | g | D | D | D |
|  | \$5,000,000 to \$9,999,999 . | 160 | 1142759 | 224892 | 59944 | 3065 | 348919 | 22715 | 23091 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 176 | D | D | D | i | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 331 | D | D | D | 1 | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 29 | 186179 | 20453 | 5748 | 318 | 31949 | 1502 | 608 |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 48 | 866312 | 67889 | 16459 | 905 | 206248 | 107441 | 111401 |
|  | Establishments operated for the entire year | 41 | 856727 | 64660 | 15139 | 819 | 201931 | 105268 | 111401 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 4 | 639 | 159 | 43 | 4 | 329 | 18 | 19 |
|  |  |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 3 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 ..... | 7 | 5598 | 1008 | 235 | 14 | 2407 | 161 | 166 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 . ........ | 8 | 12594 | 3462 | 875 | 77 | 5450 | 1360 | 1535 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\cdots \cdots$ |  |  |  |  | 168 |  |  |  |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 8 | 44815 | 9056 | 2333 | 168 | 19375 | 1594 | 1650 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 5 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 3 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 7 | 9585 | 3229 | 1320 | 86 | 4317 | 2173 | - |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 128 | 1012149 | 99000 | 23292 | 2664 | 204053 | 50710 | 45143 |
|  | Establishments operated for the entire year | 122 | 1005250 | 97708 | 22759 | 2614 | 202149 | 49613 | 45143 |
|  | Establishments with sales less than \$100,000 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 5 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 10 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ....... | 28 | 42350 | 7335 | 1751 | 185 | 13586 | 1419 | 1490 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 25 | 86244 | 13761 | 3221 | 353 | 21548 | 4529 | 4411 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 $\ldots \ldots \ldots$ | 17 | 110851 | 9608 | 2348 | 240 | 19567 | 5747 | 5698 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 17 | 241803 | 15810 | 3310 | 371 | 36959 | 14374 | 13699 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 7 | 510558 | 47994 | 11337 | 1368 | 105017 | 22867 | 19094 |
|  | Establishments not operated for the entire year | 6 | 6899 | 1292 | 533 | 50 | 1904 | 1097 | - |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 128 | 1012149 | 99000 | 23292 | 2664 | 204053 | 50710 | 45143 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 441 | 18502977 | 1494827 | 374546 | 22649 | 3415631 | 1416956 | 1734253 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 40 | 28382 | 4958 | 1227 | 117 | 8872 | 2767 | 2359 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 61 | 107985 | 16357 | 3833 | 362 | 30279 | 5980 | 5962 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 43 | 148709 | 18921 | 4857 | 478 | 34452 | 13960 | 12158 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 42 | 299905 | 55355 | 14780 | 1025 | 92248 | 19812 | 20266 |
|  | E10,000,000 to \$24,999,999 ..... | 92 | 1613294 | 183326 | 43962 | 2755 | 329145 | 74249 | 73935 |
|  | $\$ 25,000,000 \text { or more . . . . . . . . . . . . }$ | 153 | 16301590 | 1215294 | 305717 | 17890 | 2919586 | 1299792 | 1619251 |
|  | Establishments not operated for the entire year | 18 | 197357 | 10788 | 4047 | 327 | 18039 | 30690 | 743 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Establishments operated for the entire year | 441 | 18502977 | 1494827 | 374546 | 22649 | 3415631 | 1416956 | 1734253 |
|  | Establishments with sales less than \$100,000 | - | - 502 977 | 198 | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 40 | 28382 | 4958 | 1227 | 117 | 8872 | 2767 | 2359 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 61 | 107985 | 16357 | 3833 | 362 | 30279 | 5980 | 5962 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 43 | 148709 | 18921 | 4857 | 478 | 34452 | 13960 | 12158 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 42 | 299905 | 55355 | 14780 | 1025 | 92248 | 19812 | 20266 |
|  | Esto,000,000 to \$24,999,999 ...... | 92 | 1613294 | 183326 | 43962 | 2755 | 329145 | 74249 | 73935 |
|  | $\$ 25,000,000$ or more | 153 | 16301590 | 1215294 | 305717 | 17890 | 2919586 | 1299792 | 1619251 |
|  | Establishments not operated for the entire year | 18 | 197357 | 10788 | 4047 | 327 | 18039 | 30690 | 743 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 439 | 18453838 | 1458202 | 367384 | 21912 | 3328511 | 1400212 | 1690071 |
|  |  | 422 | D | D | D | j | D | D | D |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$ | 39 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 54 | 94173 | 14262 | 3316 | 312 | 26224 | 4980 | 5333 |
|  | Establishments with sales of . ${ }^{\text {a }}$.... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 42 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 40 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots \ldots$ Establishments with sales of | 87 | D | D | D | g | D | D | D |
|  | \$25,000,000 or more. . . . . . . . . . | 150 | 16184118 | 1193116 | 301098 | 17446 | 2871474 | 1277908 | 1597619 |
|  | Establishments not operated for the entire year | 17 | D | D | D | c | D | D | D |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 20 | 246496 | 47413 | 11209 | 1064 | 105159 | 47434 | 44925 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


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 see Appendix C]


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 see Appendix C]


[^27]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^28]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4215202 | Other mineral \& ore whsle <br> All establishments ........ | 8 | D | D | D | b | D | D | D |
|  | Establishments operated for the entire year | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {............................. }$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 100,000 \text { to } \$ 249,999 \ldots . . . .$ | _ | _ | _ | _ | - | _ | - | _ |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | _ | - | - | - | - | - | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | - | - | - | - | - | _ | - |  |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 3 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 4216 | Electrical goods whsleAll establishments |  |  |  |  |  |  |  |  |
|  |  | 4235 | 109430432 | 5859327 | 1602067 | 96438 | 10337202 | 2564249 | 2702130 |
|  | Establishments operated for the entire year | 3933 | 108445845 | 5789332 | 1585484 | 95171 | 10222048 | 2545663 | 2689155 |
|  | Establishments with sales less than $\$ 100,000$ | 34 |  | 816 | 232 | 43 | 1118 | 77 | 77 |
|  | Establishments with sales of \$100,000 to \$249,999 | 183 | 34927 | 9871 | 3040 | 231 | 14023 | 1358 | 1401 |
|  | Establishments with sales of \$250,000 to \$499,999 | 209 | 78799 | 19293 | 5919 | 415 | 28366 | 3518 | 3796 |
|  | Establishments with sales of \$500,000 to \$999,999 | 257 | 186934 | 38932 | 11558 | 907 | 61702 | 7524 | 7572 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 531 | 893459 | 142020 | 39476 | 2944 | 221410 | 48767 | 49616 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 Establishments with sales of | 557 | 2056013 | 282491 | 75030 | 5478 | 448637 | 190123 | 197083 |
|  | \$5,000,000 to \$9,999,999. | 658 | 4768653 | 591079 | 161370 | 11518 | 929591 | 351943 | 354982 |
|  | \$10,000,000 to \$24,999,999 | 734 | 11882876 | 1107613 | 309348 | 19093 | 1747690 | 369688 | 375097 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . | 770 | 88542048 | 3597217 | 979511 | 54542 | 6769511 | 1572665 | 1699531 |
|  | Establishments not operated for the entire year | 302 | 984587 | 69995 | 16583 | 1267 | 115154 | 18586 | 12975 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1608 | 25132554 | 1527424 | 376644 | 27155 | 2754559 | 1065246 | 1133762 |
|  | Establishments operated for the entire year | 1557 | D | D | D | k | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499 999 | 14 | 5917 |  |  |  |  |  |  |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . . . . . . .$ <br> Establishments with sales of | 14 | 5917 | 1275 | 224 | 19 | 2260 | 915 | 950 |
|  | \$500,000 to \$999,999 ............ | 61 | 44755 | 7239 | 1765 | 157 | 11849 | 1347 | 1807 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 265 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4.999,999$ | 295 | 1092611 | 112132 |  | 2512 | 192576 | 145619 | 151169 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  | 1092611 |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 343 | 2487756 | 246407 | 59938 | 5181 | 405171 | 269141 | 269561 |
|  | \$10,000,000 to \$24,999,999 ...... | 359 | D | D | D | i | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more | 208 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year. | 51 | D | D | D | e | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 1608 | 25132554 | 1527424 | 376644 | 27155 | 2754559 | 1065246 | 1133762 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1557 | D | D | D | k | D | D | D |
|  | Establishments with sales less than \$100,000 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots$. |  |  |  |  | a |  | D | D |
|  | \$250,000 to \$499,999 ...... | 14 | 5917 | 1275 | 224 | 19 | 2260 | 915 | 950 |
|  | Establishments with sales of \$500,000 to \$999,999 | 61 | 44755 | 7239 | 1765 | 157 | 11849 | 1347 | 1807 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 265 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 295 | 1092611 | 112132 | 27928 | 2512 | 192576 | 145619 | 151169 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 343 | 2487756 | 246407 | 59938 | 5181 | 405171 | 269141 | 269561 |
|  | Establishments with sales of . ${ }^{\text {a }}$. $\ldots$ | 343 | 2487756 | 246407 |  | 5181 | 405171 | 269141 | 269561 |
|  | \$10,000,000 to \$24,999,999 | 359 | D | D | D | i | D | D | D |
|  | Estab,000,000 or more. . . . . . . . . . . . . | 208 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 51 | D | D | D | e | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 131 | 9429517 | 241386 | 58340 | 5467 | 706947 | 229453 | 234623 |
|  | Establishments operated for the entire year | 125 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of ${ }^{\text {a }}$. | - | - | - | - | - | - |  | - |
|  | \$100,000 to \$249,999 ............ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | - | - | - | - | - | - | - | _ |
|  | Establishments with sales of . | - | - |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 1 | D | D | D | a | D | D | D |
|  | E2,500,000 to \$4,999,999 . | 10 | 40199 | 3336 | 558 | 92 | 7826 | 14031 | 14710 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 6 | 41609 | 2950 | 607 | 140 | 5471 | 2697 | 2799 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 25 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more | 82 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 6 | D | D | D | a | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 131 | 9429517 | 241386 | 58340 | 5467 | 706947 | 229453 | 234623 |
|  | Establishments operated for the entire year | 125 | D | D | D | i | D | D | D |
|  | Establishments with sales less than \$100,000. | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 |  | D | D | a | D | D | D |
|  | Establishments with sales of | 1 | D | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\ldots$.... |  |  | - | - |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ....... | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 10 | 40199 | 3336 | 558 | 92 | 7826 | 14031 | 14710 |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 6 | 41609 | 2950 | 607 | 140 | 5471 | 2697 | 2799 |
|  |  | 25 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 82 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 6 | D | D | D | a | D | D | D |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2496 | 74868361 | 4090517 | 1167083 | 63816 | 6875696 | 1269550 | 1333745 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42169 | Other electronic parts \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2251 | 74106204 | 4030690 | 1154118 | 62903 | 6782696 | 1259185 | 1321355 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . . . . . . . .$ | 31 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 173 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 195 | 72882 | 18018 | 5695 | 396 | 26106 | 2603 | 2846 |
|  | Establishments with sales of \$500,000 to \$999,999 | 196 | 142179 | 31693 | 9793 | 750 | 49853 | 6177 | 5765 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 265 | 429460 | 89420 | 26370 | 1854 | 134487 | 12541 | 13694 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 252 | 923203 | 167023 | 46544 | 2874 | 248235 | 30473 | 31204 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 309 | 2239288 | 341722 | 100825 | 6197 | 518949 | 80105 | 82622 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 350 | 5601026 | 696258 | 210236 | 11224 | 1072711 | 145426 | 145703 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 480 | 64663136 | 2676510 | 751543 | 39351 | 4718096 | 980621 | 1038238 |
|  | Establishments not operated for the entire year | 245 | 762157 | 59827 | 12965 | 913 | 93000 | 10365 | 12390 |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2496 | 74868361 | 4090517 | 1167083 | 63816 | 6875696 | 1269550 | 1333745 |
|  | Establishments operated for the entire year | 2251 | 74106204 | 4030690 | 1154118 | 62903 | 6782696 | 1259185 | 1321355 |
|  | Establishments with sales less than $\$ 100,000$ | 31 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 173 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 195 | 72882 | 18018 | 5695 | 396 | 26106 | 2603 | 2846 |
|  | Establishments with sales of \$500,000 to \$999,999 | 196 | 142179 | 31693 | 9793 | 750 | 49853 | 6177 | 5765 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 265 | 429460 | 89420 | 26370 | 1854 | 134487 | 12541 | 13694 |
|  | Establishments with sales of ...... |  | 420 |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 252 | 923203 | 167023 | 46544 | 2874 | 248235 | 30473 | 31204 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 309 | 2239288 | 341722 | 100825 | 6197 | 518949 | 80105 | 82622 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 350 |  |  |  |  | 1072711 | 145426 |  |
|  | Establishments with sales of $\ldots \ldots$. | 350 | 5601026 | 696258 | 210236 | 11224 | 1072711 | 145426 | 145703 |
|  | \$25,000,000 or more..... | 480 | 64663136 | 2676510 | 751543 | 39351 | 4718096 | 980621 | 1038238 |
|  | Establishments not operated for the entire year. | 245 | 762157 | 59827 | 12965 | 913 | 93000 | 10365 | 12390 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1884 | 48149700 | 3392770 | 993768 | 51416 | 5405631 | 643686 | 683442 |
|  | Establishments operated for the entire year | 1679 | 47496489 | 3336728 | 983496 | 50856 | 5323597 | 641138 | 677502 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 29 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 168 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 180 | D | D | D | e | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 165 | 118917 | 26911 | 8446 | 617 | 39934 | 3298 | 3548 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 214 | 338829 | 78963 | 23780 | 1592 | 115481 | 8836 | 9465 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  |  |  |  |  | 1548 |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 186 | 670530 | 140877 | 39855 | 2414 | 206165 | 19528 | 20334 |
|  | Establishments with sales of $\$ 5,000,000 \text { to } \$ 9,999,999$ | 212 | 1543775 | 298017 | 90174 | 5423 | 434666 | 42233 | 44770 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  |  |  | 3597447 | 610601 | 189307 | 9889 | 885928 | 79314 | 82524 |
|  | \$25,000,000 or more...... | 298 | 41125890 | 2155150 | 623613 | 30349 | 3604237 | 484861 | 513555 |
|  | Establishments not operated for the entire year $\qquad$ | 205 | 653211 | 56042 | 10272 | 560 | 82034 | 2548 | 5940 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 612 | 26718661 | 697747 | 173315 | 12400 | 1470065 | 625864 | 650303 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4216902 | Electronic parts (excluding communications equipment) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year $\qquad$ | 572 | 26609715 | 693962 | 170622 | 12047 | 1459099 | 618047 | 643853 |
|  | Establishments with sales less than \$100,000 . . . . . . . . . . . . . . . . . . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 5 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 31 | 23262 | 4782 |  | 133 | 9919 | 2879 | 2217 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 51 | 90631 | 10457 | 2590 | 262 | 19006 | 3705 | 4229 |
|  | Es,500,000 to \$4,999,999. | 66 | 252673 | 26146 | 6689 | 460 | 42070 | 10945 | 10870 |
|  | Establishments with sales of $\$ 5,000,000$ to $99,999,999$. | 97 | 695513 | 43705 | 10651 | 774 | 84283 | 37872 | 37852 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 123 | 2003579 | 85657 | 20929 | 1335 | 186783 | 66112 | 63179 |
|  | \$25,000,000 or more....... | 182 | 23537246 | 521360 | 127930 | 9002 | 1113859 | 495760 | 524683 |
|  | Establishments not operated for the entire year. $\qquad$ | 40 | 108946 | 3785 | 2693 | 353 | 10966 | 7817 | 6450 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 767 | D | D | D | j | D | D | D |
|  | Establishments operated for the entire year | 720 | D | D | D | j | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 5 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 17 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 <br> \$500,000 to | 45 | D | D | D | c | D | D | D |
|  | \$1,000,000 to \$2,499,999 | 143 | D | D | D | f | D | D | D |
|  | \$2,500,000 to \$4,999,999 ........ | 117 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 114 | D | D | D | g | D | D | D |
|  | Establishments with sales of | 157 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more | 116 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 47 | D | D | D | e | D | D | D |
| 42171 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 255 | 7531815 | 361083 | 81902 | 7244 | 706728 | 400220 | 454610 |
|  | Establishments operated for the entire year | 248 | 7495027 | 359904 | 81037 | 7160 | 701171 | 395663 | 452855 |
|  | Establishments with sales less than $\$ 100,000$ | 5 | 340 | 44 | 15 | 6 | 93 | 58 | 60 |
|  | Establishments with sales of \$100,000 to \$249,999 ............. . . | 3 | 648 | 196 | 48 | 8 | 347 | 128 | 46 |
|  | Establishments with sales of \$250,000 to \$499,999 | 7 | 2550 | 374 | 101 | 26 | 964 | 255 | 323 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 11 | 7843 | 1073 | 248 | 35 | 1870 | 1064 | 1104 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 49 | 86913 | 11937 | 2916 | 374 | 21524 | 10331 | 11415 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 37 | 131196 | 12815 | 2988 | 446 | 26698 | 19549 | 20419 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ........ | 30 | 222298 | 17923 | 4265 | 516 | 33255 | 20006 | 20421 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 63 | 1178136 |  |  | 1640 | 174196 |  |  |
|  | Establishments with sales of $\ldots$. ${ }^{\text {a }}$. |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more....... | 43 | 5865103 | 230905 | 51514 | 4109 | 442224 | 265817 | 316584 |
|  | Establishments not operated for the entire year $\qquad$ | 7 | 36788 | 1179 | 865 | 84 | 5557 | 4557 | 1755 |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 255 | 7531815 | 361083 | 81902 | 7244 | 706728 | 400220 | 454610 |

[^29]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421710 | Hardware whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 248 | 7495027 | 359904 | 81037 | 7160 | 701171 | 395663 | 452855 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . .$ | 5 | 340 | 44 | 15 | 6 | 93 | 58 | 60 |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | 648 | 196 | 48 | 8 | 347 | 128 | 46 |
|  | Establishments with sales of \$250,000 to \$499,999. | 7 | 2550 | 374 | 101 | 26 | 964 | 255 | 323 |
|  | Establishments with sales of \$500,000 to \$999,999 | 11 | 7843 | 1073 | 248 | 35 | 1870 | 1064 | 1104 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 49 | 86913 | 11937 | 2916 | 374 | 21524 | 10331 | 11415 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 37 | 131196 | 12815 | 2988 | 446 | 26698 | 19549 | 20419 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 30 | 222298 | 17923 | 4265 | 516 | 33255 | 20006 | 20421 |
|  | Establishments with sales of | 63 | 1178136 | 84637 | 18942 | 1640 | 174196 | 78455 | 82483 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . | 43 | 5865103 | 230905 | 51514 | 4109 | 442224 | 265817 | 316584 |
|  | Establishments not operated for the entire year | 7 | 36788 | 1179 | 865 | 84 | 5557 | 4557 | 1755 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 212 | 4212982 | 163627 | 40542 | 4287 | 317159 | 285521 | 305052 |
|  | Establishments operated for the entire year | 185 | 3794683 | 153661 | 36989 | 3932 | 294828 | 266164 | 304385 |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 5 | 3584 | 341 | 76 | 20 | 754 | 895 | 848 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 37 | 61708 |  |  |  | 15270 |  |  |
|  | \$1,000,000 to \$2,499,999 Establishments with sales of | 37 | 61708 | 9405 | 2334 | 281 | 15270 | 7006 | 7038 |
|  | \$2,500,000 to \$4,999,999. | 29 | 104317 | 12833 | 3128 | 320 | 21759 | 14420 | 15004 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 31 | 234880 | 21865 | 5382 | 550 | 38766 | 25227 | 25773 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 39 | 628615 | 36357 | 9598 | 1008 | 70714 | 69601 | 69672 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 40 | 2760339 | 72744 | 16441 | 1747 | 147325 | 148911 | 185964 |
|  | Establishments not operated for the entire year | 27 | 418299 | 9966 | 3553 | 355 | 22331 | 19357 | 667 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 212 | 4212982 | 163627 | 40542 | 4287 | 317159 | 285521 | 305052 |
|  | Establishments operated for the entire year | 185 | 3794683 | 153661 | 36989 | 3932 | 294828 | 266164 | 304385 |
|  | Establishments with sales less than \$100,000 . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 ............. . . | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 5 | 3584 | 341 | 76 | 20 | 754 | 895 | 848 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 37 | 61708 | 9405 | 2334 | 281 | 15270 | 7006 | 7038 |
|  | Establishments with sales of $\cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 29 | 104317 | 12833 | 3128 | 320 | 21759 | 14420 | 15004 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . .$. | 31 | 234880 | 21865 | 5382 | 550 | 38766 | 25227 | 25773 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots$. ${ }^{\text {a }}$. Establishments with sales of | 39 | 628615 | 36357 | 9598 | 1008 | 70714 | 69601 | 69672 |
|  | $\$ 25,000,000$ or more . . . . . . | 40 | 2760339 | 72744 | 16441 | 1747 | 147325 | 148911 | 185964 |
|  | Establishments not operated for the entire year $\qquad$ | 27 | 418299 | 9966 | 3553 | 355 | 22331 | 19357 | 667 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 211 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000 . \ldots . . . . . . . . . . . . . .$. | - | - | - | _ | - | - | - | - |
|  | Establishments with sales of $\$ 100,000 \text { to } \$ 249,999 \ldots . . . . . . .$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 29 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 43 | 70410 | 11315 | 2722 | 253 | 19116 | 5878 | 5908 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 32 | 115463 | 15910 | 4683 | 344 | 26801 | 6665 | 7318 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 37 | 276625 | 47888 | 12024 | 791 | 76816 | 22694 | 23607 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 44 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 19 | 2385110 | 117600 | 29283 | 2526 | 429967 | 213286 | 212976 |
|  | Establishments not operated for the entire year $\qquad$ | 10 | D | D | D | b | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Establishments operated for the entire year | 211 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999, 999 | 29 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\ldots \ldots$. | 29 | D | D |  |  | D | D | D |
|  | \$1,000,000 to \$2,499,999 ........ | 43 | 70410 | 11315 | 2722 | 253 | 19116 | 5878 | 5908 |
|  | Estabishmen to with sales of | 32 | 115463 | 15910 | 4683 | 344 | 26801 | 6665 | 7318 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 37 | 276625 | 47888 | 12024 | 791 | 76816 | 22694 | 23607 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 44 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 19 | 2385110 | 117600 | 29283 | 2526 | 429967 | 213286 | 212976 |
|  | Establishments not operated for the entire year | 10 | D | D | D | b | D | D | D |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 79 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year | 76 | D | D | D | g | D | D | D |
|  | Establishments with sales less than | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  | - | - | - | - | - | D |  |
|  | \$100,000 to \$249,999............ | - | - | - | - | - | - | - | - |
|  | \$250,000 to \$499,999............ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots$ | 1 | D | D | D |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ........ | 19 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. . . . . | 16 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 11 | D | D | D | c | D | D | D |
|  | $\$ 25,000,000$ or more. | 14 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 3 | D | D | D | a | D | D | D |

[^30]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^31]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^32]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42183 | Industrial machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2227 | 24719685 | 1766455 | 414744 | 37494 | 3234042 | 1537202 | 1614679 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . .$ | 13 | 751 | 141 | 53 | 17 | 236 | 182 | 193 |
|  | Establishments with sales of \$100,000 to \$249,999 | 59 | 9888 | 2490 | 664 | 85 | 3983 | 1961 | 2182 |
|  | Establishments with sales of \$250,000 to \$499,999 | 98 | 37298 | 7408 | 1834 | 211 | 14088 | 7547 | 7726 |
|  | Establishments with sales of \$500,000 to \$999,999 | 231 | 176142 | 25325 | 6334 | 663 | 47888 | 23686 | 26247 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 580 | 970331 | 112731 | 26719 | 2549 | 202434 | 87967 | 96418 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 435 | 1540157 | 152401 | 36021 | 3354 | 279252 | 131151 | 143246 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 327 | 2279036 | 211583 | 49805 | 4454 | 384233 | 176030 | 195810 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 284 | 4445794 | 330505 | 78367 | 6764 | 609703 | 283593 | 293019 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 200 | 15260288 | 923871 | 214947 | 19397 | 1692225 | 825085 | 849838 |
|  | Establishments not operated for the entire year | 105 | 451129 | 26700 | 8396 | 666 | 73753 | 8820 | 6965 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2332 | 25170814 | 1793155 | 423140 | 38160 | 3307795 | 1546022 | 1621644 |
|  | Establishments operated for the entire year | 2227 | 24719685 | 1766455 | 414744 | 37494 | 3234042 | 1537202 | 1614679 |
|  | Establishments with sales less than \$100,000. | 13 | 751 | 141 | 53 | 17 | 236 | 182 | 193 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 59 | 9888 | 2490 | 664 | 85 | 3983 | 1961 | 2182 |
|  | Establishments with sales of \$250,000 to \$499 999 | 98 | 37298 | 7408 | 1834 | 211 | 14088 | 7547 |  |
|  | Establishments with sales of $\cdots \cdots$ |  | 37298 |  |  |  | 14088 |  | 7726 |
|  | \$500,000 to \$999,999...... | 231 | 176142 | 25325 | 6334 | 663 | 47888 | 23686 | 26247 |
|  | \$1,000,000 to \$2,499,999. | 580 | 970331 | 112731 | 26719 | 2549 | 202434 | 87967 | 96418 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 435 | 1540157 | 152401 | 36021 | 3354 | 279252 | 131151 | 143246 |
|  | Establishments with sales of |  |  |  |  |  | 275 | 131 | 1 |
|  | \$5,000,000 to \$9,999,999. | 327 | 2279036 | 211583 | 49805 | 4454 | 384233 | 176030 | 195810 |
|  | Esto,000,000 to \$24,999,999 | 284 | 4445794 | 330505 | 78367 | 6764 | 609703 | 283593 | 293019 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 200 | 15260288 | 923871 | 214947 | 19397 | 1692225 | 825085 | 849838 |
|  | Establishments not operated for the entire year | 105 | 451129 | 26700 | 8396 | 666 | 73753 | 8820 | 6965 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 33 | 337285 | 31261 | 7266 | 771 | 52689 | 28248 | 34065 |
|  | Establishments operated for the entire year | 31 | D | D | D | f | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\ldots$ | - |  | - |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 $\ldots \ldots \ldots$ Establishments with sales of | 6 | 11485 | 1797 | 458 | 44 | 2414 | 138 | 104 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 8 | 31575 | 5758 | 1271 | 128 | 11555 | 2481 | 2274 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 4 | 27368 | 4051 | 898 | 109 | 6704 | 2249 | 10029 |
|  | Establishments with sales of ...... |  |  | 051 |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 6 | 86530 | 8661 | 1957 | 184 | 16447 | 7000 | 5876 |
|  | $\$ 25,000,000$ or more. | 4 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year. | 2 | D | D | D | a | D | D | D |
| 4218302 | Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 264 | 2063142 | 118654 | 30155 | 2901 | 206767 | 154417 | 172816 |

## See footnotes at end of table

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218302 | Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 256 | 2044502 | 116508 | 29482 | 2819 | 202311 | 152192 | 170816 |
|  | Establishments with sales less than \$100,000 | 256 | 2044502 | 16 | 29 | 2810 | 20231 | 152 | , |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | 612 | 155 | 35 | 4 | 233 | 230 | 228 |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | 2189 | 437 | 101 | 8 | 713 | 294 | 296 |
|  | Establishments with sales of \$500,000 to \$999,999 | 25 | 20153 | 2120 | 490 | 51 | 4024 | 1815 | 2016 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 76 | 121104 | 12289 | 3175 | 287 | 20537 | 9241 | 8806 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 61 | 212689 | 22765 | 6139 | 514 | 39024 | 16131 | 19643 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | 243251 | 21931 | 5615 | 511 | 37932 | 14512 | 17120 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 31 | 499314 | 32979 | 7877 | 721 | 51698 | 33310 | 33018 |
|  | Establishments with sales of $\$ 25,000,000$ or more . | 18 | 945190 | 23832 | 6050 | 723 | 48150 | 76659 | 89689 |
|  | Establishments not operated for the entire year | 8 | 18640 | 2146 | 673 | 82 | 4456 | 2225 | 2000 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 204 | 1185714 | 77648 | 20182 | 1799 | 133488 | 92070 | 108041 |
|  | Establishments operated for the entire year | 201 | 1176884 | 77418 | 20025 | 1788 | 132842 | 92070 | 108041 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | 612 | 155 | 35 | 4 | 233 | 230 | 228 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 4 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999............ | 19 | D | D | D | b | D | D | D |
|  | Estabishments with sales of | 66 | 107501 | 10921 | 2783 | 247 | 18136 | 8538 | 8155 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 52 | 179533 | 18763 | 5059 | 420 | 31726 | 13166 | 16310 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 29 | D | D | D | e | D | D | D |
|  | \$10,000,000 to \$24,999,999 . . . . . | 20 | 299119 | 17440 | 4528 | 399 | 27457 | 16876 | 15432 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 8 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 3 | 8830 | 230 | 157 | 11 | 646 | - | - |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 60 | 877428 | 41006 | 9973 | 1102 | 73279 | 62347 | 64775 |
|  | Establishments operated for the entire year | 55 | 867618 | 39090 | 9457 | 1031 | 69469 | 60122 | 62775 |
|  | Establishments with sales less than | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  |  | 2 | D |  |  |  | D |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 2 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 ............ | 6 | D | D | D | a | D | D | D |
|  | Estabishments with sales of | 10 | 13603 | 1368 | 392 | 40 | 2401 | 703 | 651 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 9 | 33156 | 4002 | 1080 | 94 | 7298 | 2965 | 3333 |
|  | Establishments with sales of . $\quad$. ${ }^{\text {a }}$. |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 7 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 11 | 200195 | 15539 | 3349 | 322 | 24241 | 16434 | 17586 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 10 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 5 | 9810 | 1916 | 516 | 71 | 3810 | 2225 | 2000 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 679 | 7711350 | 540870 | 118105 | 10902 | 1021002 | 348884 | 361601 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle - Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 576 | 2849787 | 269984 | 64640 | 5702 | 476735 | 328804 | 360450 |
|  | Establishments with sales less than $\$ 100,000$ | 5 | 338 | 46 | 26 | 6 | 79 | 182 | 193 |
|  | Establishments with sales of \$100,000 to \$249,999 | 33 | 5648 | 1339 | 390 | 46 | 2275 | 1374 | 1448 |
|  | Establishments with sales of \$250,000 to \$499,999. | 52 | 19693 | 3507 | 865 | 105 | 7026 | 4880 | 5047 |
|  | Establishments with sales of \$500,000 to \$999,999 | 109 | 81990 | 12626 | 3141 | 343 | 23913 | 13879 | 16611 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 170 | 279830 | 36350 | 8638 | 887 | 64831 | 39181 | 43570 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$. | 92 | 320169 | 34058 | 8169 | 728 | 61383 | 43492 | 51492 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 59 | 399727 | 47352 | 11814 | 958 | 91334 | 55517 | 59427 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 39 | 614178 | 65942 | 14410 | 1174 | 115158 | 77024 | 80360 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 17 | 1128214 | 68764 | 17187 | 1455 | 110736 | 93275 | 102302 |
|  | Establishments not operated for the entire year | 23 | 11046 | 1696 | 774 | 80 | 3274 | 2176 | 2175 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 436 | 7089751 | 440413 | 107029 | 9124 | 822304 | 342357 | 346445 |
|  | Establishments operated for the entire year | 411 | 7017907 | 437081 | 105843 | 9031 | 816630 | 341491 | 346395 |
|  | Establishments with sales less than $\$ 100,000$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to \$249,999 | 11 | 1507 | 195 | 38 | 13 | 444 | 237 | 248 |
|  | Establishments with sales of \$250,000 to \$499 999 | 14 | - D | D | D | b | D | D | D |
|  | Establishments with sales of | 14 |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ..... | 31 | 23915 | 3527 | 882 | 82 | 6887 | 2214 | 2027 |
|  | \$1,000,000 to \$2,499,999. | 116 | 198045 | 19706 | 4553 | 381 | 35137 | 10687 | 12011 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . | 63 | 228028 | 19724 | 4744 | 439 | 36797 | 16215 | 16882 |
|  | \$5,000,000 to \$9,999,999. | 52 | 361368 | 29700 | 6818 | 585 | 55251 | 24660 | 25675 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 59 | 935231 | 64457 | 15938 | 1272 | 121855 | 46081 | 50139 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 64 | 5264269 | 298757 | 72627 | 6233 | 558486 | 240797 | 238837 |
|  | Establishments not operated for the entire year | 25 | 71844 | 3332 | 1186 | 93 | 5674 | 866 | 50 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |
|  | Establishments operated for the entire year | 1045 | D | D | D | j | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . .$ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 12 |  | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499 999 | 12 36 | 12928 | 2277 | 558 | 71 | 4129 | 1864 |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 36 | 12928 | 2277 | 558 | 71 | 4129 | 1864 | 1836 |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . | 113 | 86106 | 11632 | 2610 | 327 | 22858 | 7574 | 7023 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 233 | 377163 | 44329 | 10380 | 1309 | 83725 | 39580 | 37441 |
|  | Establishments with sales of $\ldots$.... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 241 | 867971 | 61751 | 15111 | 1791 | 126911 | 51073 | 51216 |
|  | \$5,000,000 to \$9,999,999 . | 154 | 1069300 | 74076 | 17846 | 1963 | 153415 | 76724 | 79128 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots . . .$. Establishments with sales of | 133 | 2067324 | 117261 | 28811 | 2602 | 218226 | 129333 | 128180 |
|  | \$25,000,000 or more. . . . . . . . . . . | 121 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 52 | D | D | D | e | D | D | D |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421840 | Industrial supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1045 | D | D | D | j | D | D | D |
|  | \$100,000 ..................... | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 12 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 36 | 12928 | 2277 | 558 | 71 | 4129 | 1864 | 1836 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .... | 113 | 86106 | 11632 | 2610 | 327 | 22858 | 7574 | 7023 |
|  | \$1,000,000 to \$2,499,999. | 233 | 377163 | 44329 | 10380 | 1309 | 83725 | 39580 | 37441 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 241 | 867971 | 61751 | 15111 | 1791 | 126911 | 51073 | 51216 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 154 | 1069300 | 74076 | 17846 | 1963 | 153415 | 76724 | 79128 |
|  | \$10,000,000 to \$24,999,999 | 133 | 2067324 | 117261 | 28811 | 2602 | 218226 | 129333 | 128180 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 121 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 52 | D | D | D | e | D | D | D |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 301 | 5311517 | 165934 | 38789 | 3993 | 336861 | 216268 | 209539 |
|  | Establishments operated for the entire year | 283 | 5256788 | 165090 | 38483 | 3970 | 335398 | 216053 | 209539 |
|  | Establishments with sales less than \$100,000. | - | - | - | - | - | - | - | _ |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 ........... | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 22 | 37206 | 3718 | 886 | 121 | 7257 | 6421 | 5656 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 102 | D | D | D | e | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 47 | 327594 | 13616 | 3089 | 391 | 27198 | 13962 | 14385 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 49 | 779161 | 24253 | 5865 | 551 | 44210 | 42421 | 35605 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 53 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 18 | 54729 | 844 | 306 | 23 | 1463 | 215 | - |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  | Establishments operated for the entire year | 237 | 449441 | 54702 | 12792 | 1645 | 112260 | 40927 | 41089 |
|  | Establishments with sales less than $\$ 100,000$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 7 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 25 | 9151 | 1251 | 306 | 44 | 2551 | 1319 | 1234 |
|  | Establishments with sales of $\ldots$.... |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 62 | D | D | D | c | D | D | D |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 93 | 144051 | 18953 | 4327 | 579 | 38431 | 12874 | 12742 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 32 | D | D | D | e | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ....... | 14 | D | D | D | e | D | D | D |
|  | E10,000,000 to \$24,999,999 . . . . . | 3 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 4 | 1988 | 329 | 55 | 18 | 503 | 586 | 455 |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  | Establishments operated for the entire year | 55 | D | D | D | f | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ |  | D |  |  |  |  |  |  |
|  | \$100,000 <br> Establishments with sales of | 1 | D | D | D | a | D | D | D |
|  | $\$ 100,000 \text { to } \$ 249,999 \ldots . . .$ |  |  | - | - | - | - | - |  |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218404 | Industrial containers \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$250,000 to \$499,999 $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 7 | 11288 | 1320 | 306 | 38 | 2674 | 824 | 912 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots .$. Establishments with sales of | 10 | 39768 | 3487 | 957 | 140 | 10000 | 517 | 633 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 11 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 10,00000$ to $\$ 24,999,999 . . .$. | 9 | 156391 | 9150 | 2309 | 215 | 19830 | 6761 | 6955 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 15 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 2 | D | D | D | a | D | D | D |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 98 | 654866 | 67124 | 17160 | 1422 | 111682 | 53102 | 53498 |
|  | Establishments operated for the entire year $\qquad$ | 95 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 9 | D | D | D | - | D | D | - |
|  | Establishments with sales of \$100,000 to \$249 999 | 1 |  |  |  |  |  |  |  |
|  | $\$ 100,000$ to $\$ 249,999 \ldots \ldots \ldots .$. Establishments with sales of | 1 | D | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 2 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 ........... | 14 | 11210 | 1062 | 271 | 29 | 1820 | 324 | 353 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 25 | 43030 | 4444 | 1018 | 126 | 9027 | 6872 | 6629 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . | 18 | 63564 | 6027 | 1412 | 131 | 11513 | 6143 | 6764 |
|  | \$5,000,000 to \$9,999,999 ........ | 15 | 103755 | 7846 | 1766 | 146 | 15238 | 6960 | 6297 |
|  | Establishment to $\mathbf{~ \$ 2 4 , 9 9 9 , 9 9 9 ~}$ | 16 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . . . . . . | 4 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 3 | D | D | D | c | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 400 | 13282606 | 328614 | 84606 | 6715 | 575193 | 324093 | 317785 |
|  | Establishments operated for the entire year | 375 | 13235394 | 324891 | 83245 | 6568 | 569447 | 322263 | 314409 |
|  | Establishments with sales less than \$100,000 | , | - | - | - | - | - | - | 14 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 250,000$ to $\$ 499,999 \ldots \ldots \ldots . . . . . .$. Establishments with sales of | 9 |  | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 27 | 20602 | 3482 | 779 | 82 | 6113 | 1296 | 1172 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 86 | 141588 | 15894 | 3843 | 445 | 26336 | 12589 | 11502 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 79 | 275964 | 22037 | 5604 | 649 | 44006 | 20688 | 20319 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 67 | 477391 | 36108 | 9230 | 1014 | 76864 | 47346 | 49057 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \ldots . .$ | 56 | 816512 | 55054 | 12914 | 1251 | 106348 | 65633 | 70107 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . | 49 | 11499817 | 191347 | 50650 | 3100 | 308344 | 174191 | 161690 |
|  | Establishments not operated for the entire year | 25 | 47212 | 3723 | 1361 | 147 | 5746 | 1830 | 3376 |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 182 | 3466042 | 98546 | 23118 | 2107 | 189409 | 89856 | 87142 |
|  | Establishments operated for the entire |  | D |  |  |  |  |  |  |
|  | year ${ }_{\text {Establishments with sales less than }}$ | 179 | D | D | D | g | D | D | D |
|  | \$100,000 ...................... | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$. |  |  | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to $\$ 999,999 \ldots \ldots . . .$. |  |  |  |  |  |  | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^33]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


[^34]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


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 see Appendix C]


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 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219906 | Other durable goods whsleCon. |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 19 | 374524 | 25519 | 5215 | 692 | 60737 | 19148 | 27103 |
|  | Establishments operated for the entire year | 18 | D | D | D | f | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 1 | D | D | D | a | D | D | D |
|  | Estabishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots . . . . .$. | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . . . . . . .$. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | _ | _ | _ | - | _ | - | - | - |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 5 | 21327 | 1643 | 357 | 35 | 3590 | 635 | 693 |
|  | Establishments with sales of $\$ 5,000,000 \text { to } \$ 9,999,999 \text {. }$ | 1 | D | D | D | a | D | D | D |
|  | \$10,000,000 to \$24,999,999 | 3 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 4 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 1 | D | D | D | a | D | D | D |
| 422 | Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |
|  | All establishments | 12077 | 551309153 | 19154155 | 4795651 | 442761 | 42706128 | 13194314 | 13674060 |
|  | Establishments operated for the entire year | 11594 | 538351111 | 18934893 | 4728821 | 436362 | 41607204 | 13063422 | 13483914 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . .$ | 63 | 3411 | 8065 | 1758 | 300 | 19115 | 34893 | 29506 |
|  | Establishments with sales of \$100,000 to \$249,999 | 127 | 22257 | 10725 | 2669 | 369 | 22591 | 15803 | 13600 |
|  | Establishments with sales of \$250,000 to \$499,999 | 295 | 112809 | 21203 | 5329 | 788 | 44691 | 16857 | 14518 |
|  | Establishments with sales of \$500,000 to \$999 999 |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . Establishments with sales of | 790 | 604765 | 86818 | 21584 | 3059 | 176348 | 56131 | 59768 |
|  | \$1,000,000 to \$2,499,999. | 1768 | 2932110 | 357406 | 87925 | 11200 | 750544 | 204156 | 211365 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . . .$. | 1788 | 6424002 | 719190 | 175085 | 20786 | 1508255 | 387222 | 391428 |
|  | Establishments with sales of $\$ 5,000,000 \text { to } \$ 9,999,999 \text {. }$ | 1786 | 12715304 | 1180586 | 294271 | 32587 | 2495797 | 588654 | 589624 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 1933 | 30531567 | 2340102 | 567099 | 64266 | 4986223 | 1298136 | 1371687 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 3044 | 485004886 | 14210798 | 3573101 | 303007 | 31603640 | 10461570 | 10802418 |
|  | Establishments not operated for the entire year | 483 | 12958042 | 219262 | 66830 | 6399 | 1098924 | 130892 | 190146 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1596 | 42967916 | 1646092 | 410886 | 50760 | 3279924 | 633637 | 667898 |
|  | Establishments operated for the entire year | 1537 | 41867742 | 1619072 | 403174 | 49983 | 3158332 | 625580 | 628833 |
|  | Establishments with sales less than \$100,000 | 9 | 582 | 173 | 48 | 10 | 269 | 10 | 10 |
|  | Establishments with sales of \$100,000 to \$249,999 | 17 | 3079 | 529 | 138 | 19 | 921 | 168 | 196 |
|  | Establishments with sales of \$250,000 to \$499,999 | 60 | 23394 | 4356 | 1150 | 147 | 7211 | 1268 | 1474 |
|  | Establishments with sales of $\$ 500,000$ to \$999,999 |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 Establishments with sales of | 170 | 127955 | 18826 | 4638 | 540 | 32699 | 4043 | 4386 |
|  | \$1,000,000 to \$2,499,999 ........ | 289 | 470109 | 58966 | 14588 | 1419 | 104196 | 16134 | 16208 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 251 | 902384 | 93317 | 23204 | 1974 | 173033 | 31384 | 33895 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 222 | 1579642 | 152561 | 40264 | 3362 | 310737 | 78424 | 71164 |
|  | \$10,000,000 to \$24,999,999 . | 238 | 3732640 | 282959 | 68291 | 5869 | 552755 | 151776 | 154584 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 281 | 35027957 | 1007385 | 250853 | 36643 | 1976511 | 342373 | 346916 |
|  | Establishments not operated for the entire year | 59 | 1100174 | 27020 | 7712 | 777 | 121592 | 8057 | 39065 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 294 | 16541542 | 310695 | 77028 | 5935 | 645393 | 203981 | 197089 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42211 | Printing \& writing paper whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 282 | 16332992 | 309972 | 76690 | 5903 | 643754 | 203981 | 197089 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999. | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 3 | 2056 | 428 | 98 | 9 | 595 | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 17 | 30978 | 4566 | 1184 | 84 | 7669 | 1288 | 1434 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 33 | 126925 | 5520 | 1469 | 99 | 9490 | 2387 | 2007 |
|  | Establishments with sales of $\$ 5,000000$ to $\$ 9,999,999$ | 30 | 222436 | 13374 | 3866 | 316 | 31667 | 18873 | 10213 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 58 | 929675 | 39255 | 9009 | 735 | 82356 | 12183 | 12962 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 134 | 15018769 | 246472 | 60974 | 4647 | 511204 | 169083 | 170303 |
|  | Establishments not operated for the entire year | 12 | 208550 | 723 | 338 | 32 | 1639 | - | - |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 294 | 16541542 | 310695 | 77028 | 5935 | 645393 | 203981 | 197089 |
|  | Establishments operated for the entire year | 282 | 16332992 | 309972 | 76690 | 5903 | 643754 | 203981 | 197089 |
|  | Establishments with sales less than \$100,000 | 2 | 16332 | - | - | 5 | ¢ 75 | 203 | , |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 3 | 2056 | 428 | 98 | 9 | 595 | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 17 | 30978 | 4566 | 1184 | 84 | 7669 | 1288 | 1434 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  | 1434 |
|  | \$2,500,000 to \$4,999,999 | 33 | 126925 | 5520 | 1469 | 99 | 9490 | 2387 | 2007 |
|  | \$5,000,000 to \$9,999,999. | 30 | 222436 | 13374 | 3866 | 316 | 31667 | 18873 | 10213 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 58 | 929675 | 39255 | 9009 | 735 | 82356 | 12183 | 12962 |
|  | \$25,000,000 or more...... | 134 | 15018769 | 246472 | 60974 | 4647 | 511204 | 169083 | 170303 |
|  | Establishments not operated for the entire year. | 12 | 208550 | 723 | 338 | 32 | 1639 | - | - |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1051 | 11496650 | 910139 | 226621 | 36505 | 1707716 | 251732 | 249391 |
|  | Establishments operated for the entire year | 1017 | 10923300 | 898849 | 223153 | 36208 | 1660287 | 251086 | 249272 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . .$ | 9 | 582 | 173 | 48 | 10 | 269 | 10 | 10 |
|  | Establishments with sales of \$100,000 to \$249,999. | 14 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 55 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 163 |  |  |  | f |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 163 | D | D | D | f | D | D | D |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 259 | 416290 | 52093 | 12827 | 1264 | 91468 | 12493 | 12574 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 188 | 666916 | 78685 | 19536 | 1640 | 144796 | 20659 | 22966 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 157 | 1104364 | 117934 | 31378 | 2478 | 234157 | 40856 | 41441 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 124 | 1911171 | 193672 | 47675 | 3927 | 366873 | 99845 | 101725 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 48 | 6677106 | 433920 | 106081 | 26226 | 784105 | 72121 | 64887 |
|  | Establishments not operated for the entire year | 34 | 573350 | 11290 | 3468 | 297 | 47429 | 646 | 119 |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1051 | 11496650 | 910139 | 226621 | 36505 | 1707716 | 251732 | 249391 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4222 | Drugs, \& druggists' sundries whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 351 | 90180537 | 3824604 | 948067 | 58902 | 8659207 | 2517092 | 2756060 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999. | 5 | 4087 | 956 | 197 | 48 | 1649 | 488 | 486 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 22 | 39511 | 5443 | 1298 | 138 | 9069 | 3178 | 3112 |
|  | Establishments with sales of | 39 | 145435 | 14862 | 3889 | 386 | 30163 | 7930 | 7069 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | 252142 | 22216 | 5311 | 686 | 48616 | 14035 | 16167 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 28 | 430063 | 50482 | 12450 | 1529 | 92293 | 32284 | 31531 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 206 | 89305795 | 3729730 | 924691 | 56081 | 8475740 | 2458885 | 2697480 |
|  | Establishments not operated for the entire year. | 7 | 136608 | 3199 | 877 | 58 | 6919 | 272 | - |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Establishments operated for the entire year | 351 | 90180537 | 3824604 | 948067 | 58902 | 8659207 | 2517092 | 2756060 |
|  | Establishments with sales less than $\$ 100,000$. | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999, 999 | 5 | 4087 | 956 | 197 | 48 | 1649 | 488 | 486 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  | 1649 | 488 |  |
|  | \$1,000,000 to \$2,499,999 .. | 22 | 39511 | 5443 | 1298 | 138 | 9069 | 3178 | 3112 |
|  | \$2,500,000 to \$4,999,999 ........ | 39 | 145435 | 14862 | 3889 | 386 | 30163 | 7930 | 7069 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | 252142 | 22216 | 5311 | 686 | 48616 | 14035 | 16167 |
|  | Establishments with sales of ..... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots .$. Establishments with sales of | 28 | 430063 | 50482 | 12450 | 1529 | 92293 | 32284 | 31531 |
|  | \$25,000,000 or more...... | 206 | 89305795 | 3729730 | 924691 | 56081 | 8475740 | 2458885 | 2697480 |
|  | Establishments not operated for the entire year $\qquad$ | 7 | 136608 | 3199 | 877 | 58 | 6919 | 272 | - |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Establishments operated for the entire year | 351 | 90180537 | 3824604 | 948067 | 58902 | 8659207 | 2517092 | 2756060 |
|  | Establishments with sales less than \$100,000 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 6 |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999............ | 6 | D | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 ............ | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . . .$. . . | 5 | 4087 | 956 | 197 | 48 | 1649 | 488 | 486 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 22 |  |  |  |  |  |  | 3112 |
|  | Establishments with sales of . ${ }^{\text {a }}$. | 22 | 39511 | 5443 | 1298 | 138 | 9069 | 3178 | 3112 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 39 | 145435 | 14862 | 3889 | 386 | 30163 | 7930 | 7069 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | 252142 | 22216 | 5311 | 686 | 48616 | 14035 | 16167 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  | 252142 |  |  |  | 48 | 14035 |  |
|  | \$10,000,000 to \$24,999,999 ...... | 28 | 430063 | 50482 | 12450 | 1529 | 92293 | 32284 | 31531 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 206 | 89305795 | 3729730 | 924691 | 56081 | 8475740 | 2458885 | 2697480 |
|  | Establishments not operated for the entire year | 7 | 136608 | 3199 | 877 | 58 | 6919 | 272 | - |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 351 | 90180537 | 3824604 | 948067 | 58902 | 8659207 | 2517092 | 2756060 |
|  | Establishments with sales less than $\$ 100,000$ | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 5 | 4087 | 956 | 197 | 48 | 1649 | 488 | 486 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 22 | 39511 | 5443 | 1298 | 138 | 9069 | 3178 | 3112 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 39 | 145435 | 14862 | 3889 | 386 | 30163 | 7930 | 7069 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | 252142 | 22216 | 5311 | 686 | 48616 | 14035 | 16167 |
|  | Establishment ${ }^{\text {S }}$ (0,000,000 to $\$ 24,999,999$ | 28 | 430063 | 50482 | 12450 | 1529 | 92293 | 32284 | 31531 |
|  | Establishments with sales of $\$ 25,000,000$ or more........... | 206 | 89305795 | 3729730 | 924691 | 56081 | 8475740 | 2458885 | 2697480 |
|  | Establishments not operated for the entire year | 7 | 136608 | 3199 | 877 | 58 | 6919 | 272 | - |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 709 | 22808180 | 963347 | 238190 | 20459 | 2166712 | 1465168 | 1513039 |
|  | Establishments operated for the entire year | 668 | 22224456 | 942467 | 230909 | 19541 | 2124780 | 1418760 | 1489561 |
|  | Establishments with sales less than $\$ 100,000$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . .$. . . | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 46 | 34062 | 5365 | 1382 | 281 | 10267 | 4714 | 5159 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 91 | 143759 | 16766 | 4238 | 682 | 35131 | 20657 | 21574 |
|  | Establishments with sales of $\ldots \ldots$ | 01 | 13 |  |  |  |  |  |  |
|  | $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots .$. Es,ablishments with sales of | 88 | 311354 | 24805 | 5721 | 868 | 51410 | 28696 | 27271 |
|  | \$5,000,000 to \$9,999,999 | 101 | 706187 | 49705 | 12267 | 1358 | 103850 | 53709 | 56424 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 118 | 1877068 | 113380 | 28869 | 2858 | 257848 | 149002 | 166354 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 202 | 19145443 | 731367 | 178195 | 13455 | 1664576 | 1161417 | 1212332 |
|  | Establishments not operated for the entire year $\qquad$ | 41 | 583724 | 20880 | 7281 | 918 | 41932 | 46408 | 23478 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 245 | 6592566 | 246518 | 61096 | 4657 | 520679 | 166724 | 163647 |
|  | Establishments operated for the entire year | 236 | D | D | D | h | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 15 | 10716 | 1924 | 490 | 40 | 3133 | 845 | 810 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 1,000,000$ to $\$ 2,499,999 . \ldots \ldots .$. Establishments with sales of | 36 | 55017 | 6853 | 1765 | 186 | 13558 | 6381 | 6750 |
|  | \$2,500,000 to \$4,999,999 ....... | 26 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 39 | 278964 | 25017 | 5744 | 654 | 48433 | 15225 | 14504 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to $\$ 24,999,999$ Establishments with sales of | 48 | 749992 | 38011 | 8980 | 729 | 92248 | 51225 | 53112 |
|  | \$25,000,000 or more. . . . . . . . . . | 64 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 9 | D | D | D | b | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 245 | 6592566 | 246518 | 61096 | 4657 | 520679 | 166724 | 163647 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$500,000 to \$999,999 | 7 | 5063 | 489 | 119 | 34 | 1020 | 531 | 548 |
|  | Establishme to $\$ 2499999$ | 23 | 39205 | 3403 | 780 | 130 | 7560 | 5910 | 5828 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 39 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 37 | 250281 | 14519 | 3876 | 354 | 27316 | 12642 | 16081 |
|  | Estabishments with sales of | 42 | 659654 | 36428 | 10067 | 948 | 77947 | 36460 | 42399 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 61 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 13 | D | D | D | e | D | D | D |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Establishments operated for the entire year | 27 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {............................. }$ | - | - | - | _ | - | - | - | - |
|  | Establishments with sales of $\$ 100,000 \text { to } \$ 249,999 \ldots . . . . .$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 3 | 18218 | 1261 | 397 | 97 | 2671 | - | - |
|  | Establishments with sales of | 4 | 68086 | 5317 | 1525 | 149 | 13538 | 7597 | 9925 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 18 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 2 | D | D | D | a | D | D | D |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Establishments operated for the entire year | 27 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 500,000 \text { to } \$ 999,999 \ldots . . . . . . . .$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 3 |  |  | 397 | 97 |  | - |  |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots \ldots$ | 3 |  |  | 397 | 97 | 2671 | - | - |
|  | \$10,000,000 to \$24,999,999 $\ldots$. . . | 4 | 68086 | 5317 | 1525 | 149 | 13538 | 7597 | 9925 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 18 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 2 | D | D | D | a | D | D | D |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3765 | 145608857 | 6614860 | 1606055 | 188281 | 13850688 | 2165631 | 2258062 |
|  | Establishments operated for the entire year | 3661 | 143999948 | 6541843 | 1587917 | 186096 | 13612616 | 2152360 | 2213092 |
|  | Establishments with sales less than \$100,000 | 10 | $684$ | $162$ | 39 | 16 | 400 | 49 | 43 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ............ | 20 | 3143 | 603 | 150 | 36 | 1328 | 120 | 136 |
|  | Establishments with sales of \$250,000 to \$499,999 | 46 | 18401 | 2087 |  | 110 | 4843 |  |  |
|  | Establishments with sales of |  | 18401 |  | 500 | 110 | 4843 | 283 | 313 |
|  | \$500,000 to \$999,999............ | 135 | 102537 | 14190 | 3404 | 530 | 30833 | 2860 | 2926 |
|  | Establishments with sales of \$1,000,000 to $\$ 2,499,999 \ldots . .$. | 474 | 808211 | 102947 | 24760 | 3623 | 229259 | 23234 | 23774 |

[^35]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42244 | Poultry \& poultry product whsleCon. <br> Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 422440 | Poultry \& poultry product whsle <br> All establishments | 54 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year | 54 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | - | D | D | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | _ | _ | _ | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999. | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 13 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 21 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . . . . . . | 16 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 54 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year | 54 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 13 | D | D | D | c | D | D | D |
|  | Esabiolso,000 to \$24,999,999 . . . . . | 21 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 16 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year. | - | - | - | - | - | - | - | - |
| 42245 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 302 | 16592178 | 1242879 | 310472 | 37061 | 2148399 | 84367 | 83893 |
|  | Establishments operated for the entire year | 288 | 16364747 | 1231850 | 308566 | 36732 | 2130409 | 84325 | 83891 |
|  | Establishments with sales less than \$100,000 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 6 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 26 | $44277$ | $6319$ | 1469 | 246 | 16769 | 1014 | 1019 |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 26 | 95436 | 14078 | 3363 | 537 | 31145 | 3003 | 2933 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 38 | 283859 | 37177 | 9102 | 1271 | 78877 | 7475 | 7656 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 24 | 383193 | 49499 | 12257 | 1664 | 100462 | 9391 | 8992 |
|  | Establishments with sales of $\$ 25,000,000$ or more $\ldots \ldots \ldots .$. | 164 | 15551576 | 1124126 | 282216 | 32989 | 1901597 | 63322 | 63205 |
|  | Establishments not operated for the entire year $\square$ | $14$ | $227431$ | $11029$ | $1906$ | $329$ | $17990$ | $42$ | 2 |

[^36]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422450 | Confectionery whsle <br> All establishments | 302 | 16592178 | 1242879 | 310472 | 37061 | 2148399 | 84367 | 83893 |
|  | Establishments operated for the entire year | 288 | 16364747 | 1231850 | 308566 | 36732 | 2130409 | 84325 | 83891 |
|  | Establishments with sales less than $\$ 100,000 \text {.............................. }$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | _ | - | _ | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . .$. | 6 | D | D | D | b | D | D | D |
|  | Estabishments with sales of | 26 | 44277 | 6319 | 1469 | 246 | 16769 | 1014 | 1019 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999. | 26 | 95436 | 14078 | 3363 | 537 | 31145 | 3003 | 2933 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 38 | 283859 | 37177 | 9102 | 1271 | 78877 | 7475 | 7656 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 ...... | 24 | 383193 | 49499 | 12257 | 1664 | 100462 | 9391 | 8992 |
|  | $\$ 25,000,000$ or more. ..... | 164 | 15551576 | 1124126 | 282216 | 32989 | 1901597 | 63322 | 63205 |
|  | Establishments not operated for the entire year | 14 | 227431 | 11029 | 1906 | 329 | 17990 | 42 | 2 |
|  | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Establishments operated for the entire year | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | _ |  |
|  | Establishments with sales of | - | - | - | - | - | - | - | - |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . . . . . . .$ <br> Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$500,000 to \$999,999 ..... | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 4 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2 500,000 to \$4 999,999 | 6 | D | D | D | c | D | D | D |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$ |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 4 | 27774 | 1832 | 455 | 72 | 8433 | 553 | 599 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 3 | 41140 | 3250 | 724 | 117 | 12672 | 1345 | 1678 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 5 | 236880 | 11110 | 3643 | 274 | 39055 | 30379 | 26555 |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Establishments operated for the entire year | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Establishments with sales less than \$100,000 . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of | - |  | - | - | - | - | - |  |
|  | \$250,000 to \$499,999 ........... | - | - | - | - | - | - | - | - |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 2 | D | D | D | a | D | D | D |
|  |  | 4 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 6 | D | D | D | c | D | D | D |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 4 | 27774 | 1832 | 455 | 72 | 8433 | 553 | 599 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 3 | 41140 | 3250 | 724 | 117 | 12672 | 1345 | 1678 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 5 | 236880 | 11110 | 3643 | 274 | 39055 | 30379 | 26555 |
|  | Establishments not operated for the entire year. $\qquad$ | - |  | - | - | - | - | - | - |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 112 | 20272965 | 121017 | 26471 | 3094 | 370753 | 86322 | 100511 |
|  | Establishments operated for the entire year | 109 | 19928412 | 110960 | 25998 | 3050 | 341759 | 86137 | 87373 |
|  | Establishments with sales less than $\$ 100,000$ |  | - | - | - |  | - |  |  |
|  | \$100,000 . . . . . . . . . . . . . . . . . . . . . . . . Establishments with sales of | - |  | - | - | - | - | - | - |
|  | \$100,000 to \$249,999 . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . |  |  |  | D |  | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. | 2281 | 66366082 | 2396085 | 626620 | 46112 | 5063180 | 1911816 | 1928366 |
| 4226 | Chemical \& allied products whsle All establishments |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2180 | 65631812 | 2356436 | 610199 | 45053 | 4970549 | 1871345 | 1889072 |
|  | Establishments with sales less than \$100,000 | 6 | 396 | 184 | 53 | 7 | 258 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | 4317 | 1354 | 348 | 46 | 2280 | 488 | 473 |
|  | Establishments with sales of \$250,000 to \$499,999 | 71 | 27490 | 4298 | 1119 | 139 | 9622 | 2656 | 3131 |
|  | Establishments with sales of \$500,000 to \$999,999 | 208 | 162375 | 22448 | 5860 | 725 | 44244 | 14794 | 17774 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 409 | 660209 | 86261 | 22585 | 2520 | 172218 | 49138 | 54949 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 372 | 1332208 | 180041 | 44717 | 4420 | 347278 | 72597 | 77193 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 410 | 2888119 | 275240 | 69948 | 6189 | 535798 | 148552 | 144806 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 333 | 5063513 | 383730 | 93542 | 8176 | 760461 | 190771 | 205895 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 347 | 55493185 | 1402880 | 372027 | 22831 | 3098390 | 1392349 | 1384851 |
|  | Establishments not operated for the entire year. | 101 | 734270 | 39649 | 16421 | 1059 | 92631 | 40471 | 39294 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Establishments operated for the entire year | 331 | 14459617 | 343855 | 84880 | 6820 | 750637 | 557308 | 559555 |
|  | Establishments with sales less than | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to \$999,999 |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 8 | D | D | D | b | D | D | D |
|  | \$1,000,000 to \$2,499,999 . . . . . | 34 | 60272 | 7324 | 2186 | 223 | 15182 | 8183 | 9156 |
|  | \$ \$2,500,000 to \$4,999,999 ........ | 45 | 160631 | 16452 | 3759 | 440 | 32544 | 11746 | 12029 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 72 | 522860 | 35458 | 8730 | 1013 | 74294 | 50333 | 51084 |
|  | Establishments with sales of $\cdots \cdots \cdots$ |  | 522860 | 35458 |  | 1.013 | 74294 | 50333 | 51 |
|  | \$10,000,000 to \$24,999,999 . . . . | 71 | 1160748 | 55022 | 12325 | 1485 | 112983 | 59533 | 66848 |
|  | \$ $25,000,000$ or more . . . . | 93 | 12547169 | 228308 | 57559 | 3622 | 513418 | 427096 | 419912 |
|  | Establishments not operated for the entire year | 7 | 229510 | 4116 | 2305 | 275 | 9923 | 18105 | 25219 |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Establishments operated for the entire year | 331 | 14459617 | 343855 | 84880 | 6820 | 750637 | 557308 | 559555 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 |  |  |  |  | a |  |  |  |
|  | \$250,000 to \$499,999 Establishments with sales of | 6 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 34 | 60272 | 7324 | 2186 | 223 | 15182 | 8183 | 9156 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 45 | 160631 | 16452 | 3759 | 440 | 32544 | 11746 | 12029 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ....... | 72 | 522860 | 35458 | 8730 | 1013 | 74294 | 50333 | 51084 |
|  | Establishments with sales of ${ }^{\text {a }}$ (10,000,000 to $\$ 24,999,999 . .$. | 71 | 1160748 | 55022 | 12325 | 1485 | 112983 | 59533 | 66848 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 93 | 12547169 | 55022 228308 | 12325 57559 | 1 3622 | 112983 513418 | 59533 427096 | 66848 419912 |
|  | Establishments not operated for the entire year. | 7 | 229510 | 4116 | 2305 | 275 | 9923 | 18105 | 25219 |
| 42269 | Other chemical \& allied products whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 1943 | 51676955 | 2048114 | 539435 | 39017 | 4302620 | 1336403 | 1343592 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42269 | Other chemical \& allied products whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1849 | 51172195 | 2012581 | 525319 | 38233 | 4219912 | 1314037 | 1329517 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 6 | 396 | 184 | 53 | 7 | 258 | - |  |
|  | Establishments with sales of \$100,000 to \$249,999 | 22 | D | D | D | b | D | D |  |
|  | Establishments with sales of \$250,000 to \$499,999. | 65 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 200 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 375 | 599937 | 78937 | 20399 | 2297 | 157036 | 40955 | 45793 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 327 | 1171577 | 163589 | 40958 | 3980 | 314734 | 60851 | 6516 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 338 | 2365259 | 239782 | 61218 | 5176 | 461504 | 98219 | 9372 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 262 | 3902765 | 328708 | 81217 | 6691 | 647478 | 131238 | 139047 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 254 | 42946016 | 1174572 | 314468 | 19209 | 2584972 | 965253 | 964939 |
|  | Establishments not operated for the entire year. | 94 | 504760 | 35533 | 14116 | 784 | 82708 | 22366 | 14075 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1943 | 51676955 | 2048114 | 539435 | 39017 | 4302620 | 1336403 | 1343592 |
|  | Establishments operated for the entire year | 1849 | 51172195 | 2012581 | 525319 | 38233 | 4219912 | 1314037 | 1329517 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . .$ | 6 | 396 | 184 | 53 | 7 | 258 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 22 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999$ | 65 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500, 000 to \$999 999 |  |  |  |  | f | D | D | D |
|  | Establishments with sales of $\ldots$.... | 200 | D | D | D | f | D | D | D |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 375 | 599937 | 78937 | 20399 | 2297 | 157036 | 40955 | 45793 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 327 | 1171577 | 163589 | 40958 | 3980 | 314734 | 60851 | 65164 |
|  | Establishments with sales of | 338 | 2365259 | 239782 | 61218 | 5176 | 461504 | 98219 | 93722 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 .... | 262 | 3902765 | 328708 | 81217 | 6691 | 647478 | 131238 | 139047 |
|  | \$ $25,000,000$ or more...... | 254 | 42946016 | 1174572 | 314468 | 19209 | 2584972 | 965253 | 964939 |
|  | Establishments not operated for the entire year | 94 | 504760 | 35533 | 14116 | 784 | 82708 | 22366 | 14075 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 291 | 1302718 | 165055 | 40416 | 4117 | 331836 | 50960 | 54482 |
|  | Establishments operated for the entire year | 281 | 1284324 | 163248 | 40039 | 4049 | 327812 | 50193 | 53938 |
|  | Establishments with sales less than <br> $\$ 100,000 \ldots . . . . . . . . . . . . . . . .$. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 27 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 28 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 74 | 125747 | 22540 | 5554 | 568 | 45858 | 7942 | 9070 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 63 | D | D | D | g | D | D | D |
|  | Establishments with sales of . ${ }^{\text {a }}$. |  |  |  |  | g | D |  |  |
|  | \$5,000,000 to \$9,999,999 ........ | 50 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 26 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 4 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year. | 10 | 18394 | 1807 | 377 | 68 | 4024 | 767 | 544 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1652 | 50374237 | 1883059 | 499019 | 34900 | 3970784 | 1285443 | 1289110 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4226902 | Other chemical \& allied products whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1568 | 49887871 | 1849333 | 485280 | 34184 | 3892100 | 1263844 | 1275579 |
|  | Establishments with sales less than $\$ 100,000$ | 5 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 38 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . . . . . . . . . . . ~$ | 172 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 |  | 474190 | 56397 | 14845 | 1729 | 111178 | 33013 | 36723 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999 \ldots$ | 264 | D | D | D | h | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 288 | D | D | D | h | D | D | D |
|  | E $\mathbf{\$ 1 0 , 0 0 0 , 0 0 0}$ to \$24,999,999 | 236 | D | D | D | i | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 250 |  | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 84 | 486366 | 33726 | 13739 | 716 | 78684 | 21599 | 13531 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1271 | 116162796 | 992475 | 263868 | 20311 | 3286159 | 2527355 | 2513198 |
|  | Establishments operated for the entire year | 1225 | 107712455 | 962382 | 256034 | 19795 | 2751646 | 2523017 | 2485875 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . .$. | 25 | 920 | 7242 | 1540 | 250 | 17709 | 34760 | 29372 |
|  | Establishments with sales of \$100,000 to \$249,999 | 25 | 4102 | 6391 | 1572 | 185 | 14953 | 14511 | 12180 |
|  | Establishments with sales of \$250,000 to \$499,999 | 30 | 10693 | 4082 | 1030 | 150 | 10936 | 9932 | 6990 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999999$ | 22 |  | 4092 | 1019 | 115 | 12282 | 13078 | 13569 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 80 | 138892 | 13137 | 3198 | 381 | 39598 | 15716 | 15504 |
|  | \$2,500,000 to \$4,999,999. | 96 | 357232 | 20719 | 4954 | 616 | 51210 | 21509 | 20299 |
|  | Establishments with sales of | 127 | 908199 | 39286 | 9826 | 1035 | 97946 | 37359 | 39167 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 169 | 2705268 | 70774 | 17866 | 1959 | 164134 | 134998 | 139921 |
|  | \$25,000,000 or more...... | 651 | 103570338 | 796659 | 215029 | 15104 | 2342878 | 2241154 | 2208873 |
|  | Establishments not operated for the entire year | 46 | 8450341 | 30093 | 7834 | 516 | 534513 | 4338 | 27323 |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | 892 | 83944314 | 655953 | 171350 | 14691 | 1981725 | 2205866 | 2198570 |
|  | Establishments operated for the entire year | 860 | D | D | D | j | D | D | D |
|  | Establishments with sales less than \$100,000 | 23 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 22 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 20 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 15 |  |  | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ........ | 48 | 82329 | 8657 | 2071 | 257 | 29599 | 12456 | 12324 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 47 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . .$. . | 50 | 336934 | 17780 | 4371 | 516 | 48148 | 21853 | 21878 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 98 |  |  | D |  | D | D | D |
|  | Establishments with sales of |  |  |  |  | g | D | D | D |
|  | \$25,000,000 or more. . . . . . . . . . | 537 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 32 | D | D | D | c | D | D | D |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | 892 | 83944314 | 655953 | 171350 | 14691 | 1981725 | 2205866 | 2198570 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422710 | Petroleum bulk stations \& terminals-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 860 | D | D | D | j | D | D | D |
|  | Establishments with sales less than \$100,000 | 23 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 22 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 20 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 48 | 82329 | 8657 | 2071 | 257 | 29599 | 12456 | 12324 |
|  | Establishments with sales of $\$ 2,500,000$ to \$4,999,999 | 47 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 50 | 336934 | 17780 | 4371 | 516 | 48148 | 21853 | 21878 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 98 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 537 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 32 | D | D | D | c | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments . | 865 | D | D | D | j | D | D | D |
|  | Establishments operated for the entire year | 839 | D | D | D | j | D | D | D |
|  | Establishments with sales less than \$100,000 | 23 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 21 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 20 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  | D | c |  |  |  |
|  | \$500,000 to \$999,999 ............ | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 45 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 44 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 47 | D | D | D | $f$ | D | D | D |
|  | Establishments with sales of $\ldots \ldots$. |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 97 | D | D | D | g | D | D | D |
|  | E25,000,000 or more........... | 527 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 26 | D | D | D | b | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments . | 198 | D | D | D | h | D | D | D |
|  | Establishments operated for the entire year | 191 | D | D | D | h | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 3 | D | D | D | a | D | D | D |
|  | Estabishments with sales of | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 4 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 26 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 34 | D | D | D | e | D | D | D |
|  | Establishments with sales of ...... |  | D |  |  |  | D | D | D |
|  | \$5,000,000 to \$9,999,999 ....... | 33 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 32 | D | D | D | $f$ | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 54 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 7 | D | D | D | b | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 667 | D | D | D |  | D | D | D |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42271012 | Petroleum bulk terminals (except LP)-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 648 | D | D | D | j | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 20 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 18 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 18 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 11 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 19 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 10 | D | D | D | b | D | D | D |
|  | \$5,000,000 to \$9,999,999 . | 14 | D | D | D | c | D | D | D |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 65 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 473 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 19 | D | D | D | b | D | D | D |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | 27 | D | D | D | e | D | D | D |
|  | Establishments operated for the entire year | 21 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . <br> Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 3 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 3 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . ............. | 10 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 6 | D | D | D | a | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 379 | 32218482 | 336522 | 92518 | 5620 | 1304434 | 321489 | 314628 |
|  | Establishments operated for the entire year | 365 | D | D | D | i | D | D | D |
|  | Establishments with sales less than \$100,000 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 3 | D | D | D | a | D |  | D |
|  |  | 10 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 7 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 32 | 56563 | 4480 | 1127 | 124 | 9999 | 3260 | 3180 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 49 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 Establishments with sales of \$10,000,000 to \$24,999,999 Establishments with sales of $\$ 25,000,000$ or more. | 77 | 571265 | 21506 |  | 519 | 49798 | 15506 | 17289 |
|  |  | 77 | 571265 | 21506 | 5455 | 519 | 49798 | 15506 | 17289 |
|  |  | 71 | D | D | D | f | D | D | D |
|  |  | 114 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | $14$ | D | D | D |  | D | D | D |

[^37]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 379 | 32218482 | 336522 | 92518 | 5620 | 1304434 | 321489 | 314628 |
|  | Establishments operated for the entire year | 365 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . }$ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 10 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 7 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 32 | 56563 |  | 1127 | 124 | 9999 | 3260 | 3180 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 49 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 77 | 571265 | 21506 | 5455 | 519 | 49798 | 15506 | 17289 |
|  | Establishments with sales of $\ldots \ldots \ldots$ | 77 | 571265 | 21506 | 5455 |  | 49798 | 15506 | 17289 |
|  | \$10,000,000 to \$24,999,999 | 71 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more.......... | 114 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 14 | D | D | D | e | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 161 | D | D | D | i | D | D | D |
|  | Establishments operated for the entire year | 160 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000$. | - | _ | _ | - | - | _ | - | - |
|  | Establishments with sales of \$100,000 to \$249,999. | - | - | - | - | - | - | - | - |
|  | Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$500,000 to \$999,999 ...... | 1 | D | D | D | a | D | D | D |
|  | Estabish,00 to \$2,499,999 ........ | 6 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 19 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 .. | 13 | D | D | D | e | D | D | D |
|  | \$10,000,000 to \$24,999,999 | 33 | D | D | D | f | D | D | D |
|  | Establishments with sales of <br> \$25,000,000 or more | 88 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 1 | D | D | D | a | D | D | D |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 28 | D | D | D | h | D | D | D |
|  | Establishments operated for the entire year | 28 | D | D | D | h | D | D | D |
|  | Establishments with sales less than \$100,000. | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 1 | D | D | D | b | D | D | D |
|  |  | 2 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  | D |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 5 | D | D | D | c | D | D | D |
|  | \$10,000,000 to \$24,999,999 . . . . . | 5 | D | D | D | c | D | D | D |
|  | Estab,000,000 or more | 15 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 28 | D | D | D | h | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 132 | D | D | D | h | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . .$. | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  | - |  |  |
|  | \$250,000 to \$499,999 ............ | - | - | - | - | - | - | - | - |
|  | Esabo,000 to \$999,999 ..... | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2 499,999 | 5 |  | 1293 | 287 | 45 | 1824 | 317 | 303 |
|  | Establishments with sales of | 5 |  | 1293 | 287 | 45 | 1824 | 317 | 303 |
|  | \$2,500,000 to \$4,999,999. | 17 | 64189 | 3994 | 1041 | 86 | 8816 | 3837 | 3957 |
|  | Es,000,000 to \$9,999,999 . | 8 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 28 | D | D | D | e | D | D | D |
|  | \$25,000,000 or more....... | 73 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 1 | D | D | D | a | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1936 | D | D | D | 1 | D | D | D |
|  | Establishments operated for the entire year | 1812 | D | D | D | I | D | D | D |
|  | Establishments with sales less than \$100,000. | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 27 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 69 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 203 | D | D | D | f | D | D | D |
|  | \$1,000,000 to \$2,499,999. | 397 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 359 | D | D | D | h | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 249 | D | D | D | h | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 222 | D | D | D | i | D | D | D |
|  | Estabishments with sales of $\$ 25,000,000$ or more.......... | 277 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 124 | D | D | D | f | D | D | D |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  | Establishments operated for the entire year | 689 | 18698208 | 765850 | 208586 | 14580 | 1686089 | 836977 | 862660 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 11 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 73 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ | 73 | D | D | D |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 177 | D | D | D | f | D | D | D |
|  | \$2,500,000 to \$4,999,999 . | 156 | 541147 | 33384 | 7806 | 1098 | 88257 | 96321 | 96292 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ... | 110 | 773981 | 38008 | 9019 | 1160 | 93617 | 99699 | 103183 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots$. | 84 | D | D | D |  | D | D | D |
|  | Establishments with sales of . . . | 84 |  | D | D | g | D | D | D |
|  | $\$ 25,000,000$ or more. . . . . | 73 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 29 | 90700 | 2794 | 1063 | 143 | 12129 | 9906 | 9775 |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42292 | Book, periodical, \& newspaper whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$250,000 to \$499,999 <br> Establishments with sales of | 35 | 12061 | 3171 | 753 | 126 | 5877 | 89 | 94 |
|  | \$500,000 to \$999,999............ | 62 | 47914 | 8453 | 2020 | 261 | 16637 | 764 | 758 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 103 | 169448 | 31217 | 7297 | 829 | 54677 | 4806 | 4896 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 99 | 351967 | 54592 | 12972 | 1206 | 108989 | 13300 | 12318 |
|  | Establish,000 to \$9,999,999 . | 93 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 87 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 102 | 11165836 | 483171 | 122866 | 9464 | 1230942 | 352235 | 365688 |
|  | Establishments not operated for the entire year $\qquad$ | 75 | D | D | D | f | D | D | D |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 674 | 14024800 | 817849 | 207016 | 17026 | 1918824 | 410884 | 421998 |
|  | Establishments operated for the entire year | 599 | D | D | D | j | D | D | D |
|  | Establishments with sales less than | 6 | 461 | 211 | 51 | 7 | 288 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 . . . . . . . . . . . . | 12 | 2172 | 647 | 155 | 21 | 938 | - | - |
|  | \$250,000 to \$499,999 ...... | 35 | 12061 | 3171 | 753 | 126 | 5877 | 89 | 94 |
|  | Estabishments with, | 62 | 47914 | 8453 | 2020 | 261 | 16637 | 764 | 758 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 103 | 169448 | 31217 | 7297 | 829 | 54677 | 4806 | 4896 |
|  | Establishments with sales of | 103 | 169448 | 31217 | 7297 | 829 | 54677 | 4806 | 4896 |
|  | $\$ 2,500,000 \text { to } \$ 4,999,999$ | 99 | 351967 | 54592 | 12972 | 1206 | 108989 | 13300 | 12318 |
|  | \$5,000,000 to \$9,999,999. | 93 | D | D | D | g | D | D | D |
|  | Establishment to $\mathbf{}$ (24,999,999 | 87 | D | D | D | h | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 102 | 11165836 | 483171 | 122866 | 9464 | 1230942 | 352235 | 365688 |
|  | Establishments not operated for the entire year | 75 | D | D | D | f | D | D | D |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 12 | 79855 | 7757 | 1813 | 430 | 19156 | 13541 | 13752 |
|  | Establishments operated for the entire year | 10 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . .$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 1 | D | D | D | b | D | D | D |
|  | \$2,500,000 to \$4,999,999 ........ | 5 | 18929 | 2277 | 466 | 95 | 3956 | 2938 | 2686 |
|  | Establishments with sales of $\begin{aligned} & \text { E5,000,000 to } \$ 9,999,999 . . . . .\end{aligned}$ | 2 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  |  | 2 | D | D | D | c | D | D | D |
|  | \$25,000,000 or more. . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 2 | D | D | D | a | D | D | D |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 12 | 79855 | 7757 | 1813 | 430 | 19156 | 13541 | 13752 |
|  | Establishments operated for the entire year | 10 | D | D | D | e | D | D | D |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - |  |
|  | $\xrightarrow{\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . ~}$ | - | - | - | - | - | - | - | - |
|  | \$100,000 to \$249,999 ............ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 \ldots \ldots . . .$. |  |  |  |  |  |  | - |  |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^38]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211103 | Light truck \& van (14,000 lb or less) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 4 | D | D | D | b | D | D | D |
|  | Estabilismments with sales of | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of | 3 | 43587 | 498 | 111 | 15 | 1465 | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 5 | D | D | D | a | D | D | D |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 16 | D | D | D | b | D | D | D |
|  | Establishments operated for the entire year | 11 | D | D | D | b | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | - | - | _ | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of | - | - | - | - | - | - | - |  |
|  | Establishments with sales of |  |  |  | - |  | - | - |  |
|  | \$500,000 to \$999,999 ...... | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999 \text {. }$ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 2 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | - | - | - | - | - | - | - |  |
|  | Establishments with sales of <br> $\$ 25,000,000$ or more. . . . . . . . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 5 | D | D | D | a | D | D | D |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 70 | D | D | D | e | D | D | D |
|  | Establishments operated for the entire year | 63 | D | D | D | e | D | D | D |
|  | Establishments with sales less than \$100,000 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999.999$ |  | D |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 4 | D | D | D | a | D | D | D |
|  | \$1,000,000 to \$2,499,999 ....... | 21 | D | D | D | c | D | D | D |
|  | \$2,500,000 to \$4,999,999 ....... | 10 | D | D | D | b | D | D | D |
|  | Estabion,000 to \$9,999,999 . . . . . . . | 7 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  | D |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots$. ${ }^{\text {a }}$. | 6 | D | D | D | b | D | D | D |
|  | \$25,000,000 or more............ | 3 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 7 | D | D | D | a | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1129 | r16 750610 | 349057 | 77461 | 5106 | 613599 | 23671 | 23083 |
|  | Establishments operated for the entire year | 1016 | 16468856 | 343398 | 76271 | 4989 | 602434 | 23652 | 23083 |
|  | Establishments with sales less than $\$ 100,000 . \ldots . . . . . . . . . . .$. | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249.999 \ldots \ldots .$. |  |  | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | $76$ | $26220$ | $2293$ | D 497 | 130 | $5748$ | D 324 | 302 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42112 | Motor vehicle supplies \& new parts whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 82 | 59454 | 5551 | 1308 | 186 | 11328 | 1120 | 1168 |
|  | Estabishenen to \$2,499,999 ........ | 176 | 282353 | 12556 | 2826 | 380 | 25687 | 2575 | 2861 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999$ | 147 | 531062 | 17614 | 3797 | 451 | 37235 | 2255 | 2442 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 Establishments with sales of | 149 | 1069832 | 29073 | 6708 | 682 | 53715 | 4301 | 4478 |
|  | \$10,000,000 to \$24,999,999 | 167 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 145 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 113 | 281754 | 5659 | 1190 | 117 | 11165 | 19 | - |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1129 | r16 750610 | 349057 | 77461 | 5106 | 613599 | 23671 | 23083 |
|  | Establishments operated for the entire year | 1016 | 16468856 | 343398 | 76271 | 4989 | 602434 | 23652 | 23083 |
|  | Establishments with sales less than \$100,000 | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 46 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 76 | 26220 | 2293 | 497 | 130 | 5748 | 324 | 302 |
|  | Establishments with sales of \$500,000 to \$999,999 | 82 | 59454 | 5551 | 1308 | 186 | 11328 | 1120 | 1168 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 176 | 282353 | 12556 | 2826 | 380 | 25687 | 2575 | 2861 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 147 | 531062 | 17614 | 3797 | 451 | 37235 | 2255 | 2442 |
|  | \$5,000,000 to \$9,999,999. | 149 | 1069832 | 29073 | 6708 | 682 | 53715 | 4301 | 4478 |
|  | \$10,000,000 to \$24,999,999 | 167 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 145 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 113 | 281754 | 5659 | 1190 | 117 | 11165 | 19 | - |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 395 | '4 646827 | 101692 | 22176 | 1861 | 179893 | 13029 | 11326 |
|  | Establishments operated for the entire year | 348 | 4495010 | 99213 | 21369 | 1798 | 175366 | 13010 | 11326 |
|  | Establishments with sales less than \$100,000 | 9 | 552 | 79 | 20 | 11 | 176 | 23 | 24 |
|  | Establishments with sales of \$100,000 to \$249,999 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 16 | 5492 | 585 | 120 | 33 | 1490 | 109 | 95 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ........... | 26 | 19066 | 1530 | 301 | 55 | 3597 | 237 | 260 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 62 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 70 | 251778 | 7712 | 1607 | 216 | 19005 | 794 | 829 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 60 | 417569 | 12324 | 3029 | 346 | 22730 | 73 | 80 |
|  | Establishments with sales of ..... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ..... | 57 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 33 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 47 | 151817 | 2479 | 807 | 63 | 4527 | 19 | - |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 669 | 11883075 | 241158 | 53861 | 3097 | 420147 | 9889 | 10820 |
|  | Establishments operated for the entire year | 615 | 11764994 | 238251 | 53481 | 3044 | 414149 | 9889 | 10820 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . .$. | 16 | 1098 | 136 | 39 | 17 | 350 | 9 | 15 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to $\$ 249,999 \ldots . .$. Establishments with sales of | 28 | 5032 | 596 | 138 | 44 | 1313 | 197 | 237 |
|  | \$250,000 to \$499,999 ........... | 52 | 18161 | 1423 | 315 | 86 | 3657 | 215 | 207 |
|  | Establishments with sales of \$500,000 to \$999,999 |  | 38461 |  |  |  | 7629 | 883 | 908 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211202 | Motor vehicle supplies \& new parts-jobbers-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$1,000,000 to \$2,499,999 | 99 | 161220 | 7749 | 1750 | 210 | 14728 | 1396 | 1424 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . | 68 | 245714 | 8921 | 2008 | 204 | 15813 | 1461 | 1613 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 82 | 605558 | 15521 | 3389 | 307 | 28552 | 3786 | 3847 |
|  | Esta,000,000 to \$24,999,999 . | 107 | 1706348 | 40939 | 8914 | 587 | 72687 | 1822 | 2452 |
|  | $\$ 25,000,000 \text { or more. . . . . . }$ | 110 | 8983402 | 159001 | 35935 | 1461 | 269420 | 120 | 117 |
|  | Establishments not operated for the entire year | 54 | 118081 | 2907 | 380 | 53 | 5998 | - | - |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 65 | 220708 | 6207 | 1424 | 148 | 13559 | 753 | 937 |
|  | Establishments operated for the entire year | 53 | 208852 | 5934 | 1421 | 147 | 12919 | 753 | 937 |
|  | Establishments with sales less than \$100,000 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999........... | 8 | 2567 | 285 | 62 | 11 | 601 | - | - |
|  | \$500,000 to \$999,999 ........... | 3 | 1927 | 56 | 14 | 3 | 102 | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 <br> Establishments with sales of | 9 | 33570 | 981 | 182 | 31 | 2417 | - | - |
|  | \$5,000,000 to \$9,999,999. | 7 | 46705 | 1228 | 290 | 29 | 2433 | 442 | 551 |
|  | Establishments with sales of | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 12 | 11856 | 273 | 3 | 1 | 640 | - | - |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 51 | 183557 | 6256 | 1334 | 169 | 12286 | 802 | 886 |
|  | Establishments operated for the entire year | 47 | 176207 | 6217 | 1334 | 169 | 12188 | 802 | 886 |
|  | Establishments with sales less than \$100,000 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 9 | 3404 | 258 | 73 | 17 | 454 | 62 | 101 |
|  | Establishments with sales of \$500,000 to \$999,999 | 8 | 5464 | 460 | 107 | 14 | 1130 | - | 23 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 12 | 18560 | 1457 | 315 | 44 | 2842 | 470 | 461 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 2,500,000 \text { to } \$ 4,999,999 \text {. . . . . . . } \end{aligned}$ | 5 | 15264 | 752 | 186 | 30 | 1682 | - | - |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 5 | 32921 | 1010 | 221 | 18 | 1882 | - | - |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 5 |  | D | D | b | D | D | D |
|  | Establishments with sales of $\cdots \cdots$ |  |  |  | D | b | D | D |  |
|  | \$25,000,000 or more............. | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 4 | 7350 | 39 | - | - | 98 | - | - |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 51 | 183557 | 6256 | 1334 | 169 | 12286 | 802 | 886 |
|  | Establishments operated for the entire year | 47 | 176207 | 6217 | 1334 | 169 | 12188 | 802 | 886 |
|  | Establishments with sales less than \$100,000 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  | a |  |  |  |
|  | \$250,000 to \$499,999 ........... | 9 | 3404 | 258 | 73 | 17 | 454 | 62 | 101 |
|  | Establishments with sales of \$500,000 to \$999,999 | 8 | 5464 | 460 | 107 | 14 | 1130 | - | 23 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 $\ldots \ldots . .$. Establishments with sales of | 12 | 18560 | 1457 | 315 | 44 | 2842 | 470 | 461 |
|  | $\$ 2,500,000 \text { to } \$ 4,999,999 \ldots \ldots . .$ |  | 15264 |  | 186 | 30 | 1682 | - | - |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421210 | Furniture whsle-Con. <br> Establishments not operated for the entire year | 160 | 262308 | 7036 | 1107 | 121 | 16068 | - | 13 |
| 4212101 | Household \& lawn furniture whsle <br> All establishments $\qquad$ | 938 | 4824140 | 114108 | 28070 | 2552 | 241168 | 4067 | 2937 |
|  | Establishments operated for the entire year Establishments with sales less than | 849 | 4634539 | 110572 | 27666 | 2488 | 232916 | 4067 | 2924 |
|  | $\$ 100,000$ | 19 | 1388 | 295 | 70 | 19 | 634 | - | - |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 . . .$. | 54 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 54 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 74 | D | D | D | c | D | D | D |
|  | Estabishments with sales of | 202 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 204 | 720143 | 20194 | 4680 | 481 | 38760 | 210 | 186 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 140 | 968364 | 18870 | 4164 | 325 | 39544 | 203 | 246 |
|  | Establishments with sales of | 75 | 1093377 | 20398 | 4608 | 348 | 37647 | 9 | 33 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . | 27 | 1436685 | 31067 | 9336 | 601 | 68938 | 1228 | 618 |
|  | Establishments not operated for the entire year | 89 | 189601 | 3536 | 404 | 64 | 8252 | - | 13 |
| 4212102 | Office \& business furniture whsle <br> All establishments $\qquad$ | 632 | 2573292 | 102798 | 24009 | 2399 | 193284 | 3477 | 4756 |
|  | Establishments operated for the entire year | 561 | 2500585 | 99298 | 23306 | 2342 | 185468 | 3477 | 4756 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 25 | 1624 | 592 | 159 | 32 | 913 | 4 | 4 |
|  | Establishments with sales of \$100,000 to \$249,999 | 66 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 48 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to \$999,999 | 50 |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 <br> Establishments with sales of ........ | 50 | D | D | D | c | D | D | D |
|  | \$1,000,000 to \$2,499,999. | 126 | D | D | D | e | D | D | D |
|  | Estabisoo,000 to \$4,999,999. | 102 | 356392 | 15995 | 3784 | 453 | 28295 | 1080 | 1419 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 70 | 472063 | 15176 | 3485 | 283 | 26502 | 141 | 405 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 57 | 799064 | 31459 | 7980 | 629 | 59217 | 710 | 1224 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 17 | 604374 | 13715 | 3066 | 223 | 25820 | 944 | 982 |
|  | Establishments not operated for the entire year $\qquad$ | 71 | 72707 | 3500 | 703 | 57 | 7816 | - | - |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1279 | 6881557 | 181238 | 39945 | 4302 | 372601 | 7596 | 8901 |
|  | Establishments operated for the entire year | 1152 | 6648805 | 176147 | 38929 | 4184 | 360786 | 7596 | 8901 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . . }$ | 41 | 2697 | 548 | 148 | 54 | 1317 | 14 | 15 |
|  | Establishments with sales of \$100,000 to \$249,999 | 85 | 14664 | 2796 | 654 | 113 | 5299 | 96 | 68 |
|  | Establishments with sales of \$250,000 to \$499,999 | 95 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 119 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 268 | D | D | D | f | D | D | D |
|  | Establishments with sales of . $\quad$. ${ }^{\text {a }}$ |  | D |  | D |  | D | D | D |
|  | \$2,500,000 to \$4,999,999 ....... | 209 | 740418 | 23076 | 5099 | 637 | 51470 | 1834 | 2117 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 161 | 1104260 | 30528 | 6541 | 687 | 63739 | 1988 | 3561 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 135 | 2011307 | 53200 | 11896 | 938 | 101125 | 422 | 202 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 39 | 2214613 | 36466 | 7740 | 597 | 68134 | 1302 | 949 |
|  | Establishments not operated for the entire year | 127 | 232752 | 5091 | 1016 | 118 | 11815 |  | - |

[^39]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421220 | Home furnishings whsle <br> All establishments | 1279 | 6881557 | 181238 | 39945 | 4302 | 372601 | 7596 | 8901 |
|  | Establishments operated for the entire year <br> Establishments with sales Ioss than | 1152 | 6648805 | 176147 | 38929 | 4184 | 360786 | 7596 | 8901 |
|  | Establishments with sales less than \$100,000 | 41 | 2697 | 548 | 148 | 54 | 1317 | 14 | 15 |
|  | Establishments with sales of \$100,000 to \$249,999 | 85 | 14664 | 2796 | 654 | 113 | 5299 | 96 | 68 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . | 95 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 119 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 268 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 .$. | 209 | 740418 | 23076 | 5099 | 637 | 51470 | 1834 | 2117 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 161 | 1104260 | 30528 | 6541 | 687 | 63739 | 1988 | 3561 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 ...... | 135 | 2011307 | 53200 | 11896 | 938 | 101125 | 422 | 202 |
|  | Establishments with sales of $\$ 25,000,000$ or more...... | 39 | 2214613 | 36466 | 7740 | 597 | 68134 | 1302 | 949 |
|  | Establishments not operated for the entire year. $\qquad$ | 127 | 232752 | 5091 | 1016 | 118 | 11815 | - | - |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 279 | 2350666 | 55000 | 12226 | 1167 | 108301 | 3369 | 4958 |
|  | Establishments operated for the entire year | 263 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 6 | 388 | 69 | 20 | 7 | 150 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 12 | 2105 | 294 | 69 | 19 | 577 | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 15 | 5533 | 755 | 185 | 33 | 2091 | 200 | 200 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$ | 27 | 19121 | 1101 | 259 | 51 | 2466 | 28 | 24 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 56 | D | D | D | c | D | D | D |
|  | E2,500,000 to \$4,999,999. | 54 | D | D | D | c | D | D | D |
|  | Establishments with sales of | 39 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 . . . . . . | 39 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 15 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 16 | D | D | D | b | D | D | D |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 242 | 1461021 | 35906 | 7567 | 742 | 70901 | 403 | 394 |
|  | Establishments operated for the entire year | 218 | 1430103 | 34813 | 7371 | 720 | 68617 | 403 | 394 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 7 | 445 | 101 | 25 | 9 | 223 | 7 | 6 |
|  | Establishments with sales of \$100,000 to \$249,999 | 18 | 3019 | 698 | 144 | 22 | 1170 | - | 6 |
|  | Establishments with sales of \$250,000 to \$499,999. | 16 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 9 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots$. | 9 |  |  | D | b | D | D | D |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 50 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 34 | 119317 | 3640 | 751 | 81 | 8827 | 16 | 11 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 37 | 255608 | 7317 | 1534 | 153 | 13162 | 75 | 53 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 38 | 556891 | 9780 | 1936 | 122 | 18128 | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more | 9 | 396262 | 7427 | 1641 | 99 | 13246 | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 24 | 30918 | 1093 | 196 | 22 | 2284 | - | - |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 225 | 660505 | 20246 | 4414 | 574 | 43448 | 768 | 615 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


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 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213203 | Cement, lime, \& related products whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of \$10,000,000 to \$24,999,999 ...... Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 4 | D | D | D | a | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Establishments operated for the entire year Establishments with sales less than | 271 | 1301209 | 36306 | 7628 | 720 | 64969 | 744 | 649 |
|  | \$100,000 .................... | 11 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 13 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . . . . . .$. | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 61 | 96286 | 4426 | 961 | 127 | 9182 | 368 | 309 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 58 | 203224 | 5492 | 1330 | 108 | 10876 | 55 | 11 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 38 | 262373 | 7414 | 1549 | 151 | 12053 | 53 | 58 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 ...... <br> Establishments with sales of | 34 | 489587 | 10203 | 1944 | 154 | 17270 | 138 | 153 |
|  | \$25,000,000 or more............ | 4 | 220740 | 4711 | 983 | 60 | 7737 | - | - |
|  | Establishments not operated for the entire year. $\qquad$ | 22 | 38325 | 644 | 79 | 12 | 1263 | - | 30 |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Establishments operated for the entire year | 271 | 1301209 | 36306 | 7628 | 720 | 64969 | 744 | 649 |
|  | Establishments with sales less than $\$ 100,000$ | 11 | D | D | D | a | D | D | D |
|  | Estabishments with sales of | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . . . . . . .$. | 13 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 61 | 96286 | 4426 | 961 | 127 | 9182 | 368 | 309 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 58 | 203224 | 5492 | 1330 | 108 | 10876 | 55 | 11 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 38 | 262373 | 7414 | 1549 | 151 | 12053 | 53 | 58 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 34 | 489587 | 10203 | 1944 | 154 | 17270 | 138 | 153 |
|  | \$25,000,000 or more. . . . . . . | 4 | 220740 | 4711 | 983 | 60 | 7737 | - | - |
|  | Establishments not operated for the entire year | 22 | 38325 | 644 | 79 | 12 | 1263 | - | 30 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Establishments operated for the entire year | 271 | 1301209 | 36306 | 7628 | 720 | 64969 | 744 | 649 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . .$. | 11 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 13 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$ | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  | D | D | $b$ | D | D | D |
|  | \$1,000,000 to \$2,499,999 | 61 | 96286 | 4426 | 961 | 127 | 9182 | 368 | 309 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . . .$. | 58 | 203224 | 5492 | 1330 | 108 | 10876 | 55 | 11 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 38 | 262373 | 7414 | 1549 | 151 | 12053 | 53 | 58 |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \ldots . .$ |  | 489587 | 10203 | 1944 |  | 17270 | 138 | 153 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213301 | Roofing, siding, \& insulation material whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more. | 4 | 220740 | 4711 | 983 | 60 | 7737 | - | - |
|  | Establishments not operated for the entire year. $\qquad$ | 22 | 38325 | 644 | 79 | 12 | 1263 | - | 30 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 303 | 966495 | 34183 | 7722 | 872 | 61511 | 601 | 756 |
|  | Establishments operated for the entire year | 265 | 898718 | 32545 | 7307 | 829 | 58488 | 601 | 751 |
|  | Establishments with sales less than \$100,000 . | 14 | 918 | 235 | 58 | 19 | 409 | - | - |
|  | Establishments with sales of <br> \$100,000 to \$249,999 | 27 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . . . . . . . . . ~$ | 25 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 33 | 23310 | 1969 | 489 | 76 | 3883 | 174 | 72 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 70 | 115156 | 7503 | 1654 | 215 | 13921 | 122 | 361 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 49 | 171500 | 6583 | 1582 | 169 | 11128 | 51 | 44 |
|  | Establishments with sales of <br> \$5,000,000 to \$9,999,999 | 27 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 5 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 38 | 67777 | 1638 | 415 | 43 | 3023 | - | 5 |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 303 | 966495 | 34183 | 7722 | 872 | 61511 | 601 | 756 |
|  | Establishments operated for the entire year | 265 | 898718 | 32545 | 7307 | 829 | 58488 | 601 | 751 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . .$. | 14 | 918 | 235 | 58 | 19 | 409 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999. | 27 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 25 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 33 | 23310 | 1969 | 489 | 76 | 3883 | 174 | 72 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . $\ldots \ldots$. | 70 | 115156 | 7503 | 1654 | 215 | 13921 | 122 | 361 |
|  | \$2,500,000 to \$4,999,999. | 49 | 171500 | 6583 | 1582 | 169 | 11128 | 51 | 44 |
|  | Estabishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . .$. | 27 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 ..... | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 5 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 38 | 67777 | 1638 | 415 | 43 | 3023 | - | 5 |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 49 | 220957 | 6052 | 1425 | 120 | 11040 | 188 | 192 |
|  | Establishments operated for the entire year | 43 | 218048 | 5971 | 1411 | 118 | 10898 | 188 | 192 |
|  | Establishments with sales less than $\$ 100,000$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999$ | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . . . .$. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 8 | 28255 | 689 | 161 | 15 | 1187 | - | 2 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 13 | 91699 | 2142 | 494 | 44 | 3742 | 15 | 15 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  |  | 6 | D | D | D | b | D | D | D |
|  |  | - | - | - | - | - | - | - | - |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 98 | 228240 | 8218 | 1708 | 191 | 16815 | 618 | 1098 |
|  | Establishments operated for the entire year | 82 | 201269 | 7406 | 1655 | 185 | 15260 | 618 | 1098 |
|  | $\begin{aligned} & \text { Establishments with sales less than } \\ & \$ 100,000 . . . . . . . . . . . . . . . . . . . . . . . . . . . . ~ \end{aligned}$ | 8 | 407 | 146 | 38 | 12 | 225 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 15 | 2214 | 703 | 157 | 24 | 1185 | 4 | 4 |
|  | Establishments with sales of \$250,000 to \$499,999 | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 11 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 18 | 27706 | 1608 | 380 | 41 | 3424 | 192 | 209 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 10 | 37590 | 1191 | 244 | 30 | 2568 | 362 | 700 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . | 6 | 42975 | 977 | 213 | 17 | 2068 | 41 | 120 |
|  | Estabishments with sales of | 5 | 79764 | 1342 | 341 | 24 | 2977 | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 16 | 26971 | 812 | 53 | 6 | 1555 | - | - |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 404 | 1595240 | 63279 | 14593 | 1832 | 110819 | 4555 | 4922 |
|  | Establishments operated for the entire year | 350 | 1515383 | 61374 | 14219 | 1789 | 106719 | 4555 | 4917 |
|  | Establishments with sales less than \$100,000 | 17 | 1216 | 491 | 99 | 28 | 793 | 4 | 2 |
|  | Establishments with sales of \$100,000 to \$249,999 | 35 | 6122 | 1542 | 385 | 78 | 2870 | 123 | 122 |
|  | Establishments with sales of \$250,000 to \$499,999 | 56 | 20317 | 3666 | 843 | 164 | 6892 | 285 | 329 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 72 | 49605 | 6513 | 1493 | 279 | 13173 | 771 | 934 |
|  | \$1,000,000 to \$2,499,999 | 81 | 130711 | 13349 | 3281 | 400 | 23306 | 1299 | 1249 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 41 | 137514 | 12825 | 2648 | 347 | 20492 | 1274 | 1435 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 24 | 155647 | 6456 | 1588 | 157 | 11817 | 255 | 285 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999 . . .$. . Establishments with sales of | 13 | 179373 | 6199 | 1435 | 186 | 9267 | 530 | 545 |
|  | \$ $25,000,000$ or more . . . . . | 11 | 834878 | 10333 | 2447 | 150 | 18109 | 14 | 16 |
|  | Establishments not operated for the entire year. | 54 | 79857 | 1905 | 374 | 43 | 4100 | - | 5 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 404 | 1595240 | 63279 | 14593 | 1832 | 110819 | 4555 | 4922 |
|  | Establishments operated for the entire year | 350 | 1515383 | 61374 | 14219 | 1789 | 106719 | 4555 | 4917 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 17 | 1216 | 491 | 99 | 28 | 793 | 4 | 2 |
|  | Establishments with sales of \$100,000 to \$249,999 | 35 | 6122 | 1542 | 385 | 78 | 2870 | 123 | 122 |
|  | Establishments with sales of \$250,000 to \$499,999 | 56 | 20317 | 3666 | 843 | 164 | 6892 | 285 | 329 |
|  | Establishments with sales of \$500,000 to \$999,999 | 72 | 49605 | 6513 | 1493 | 279 | 13173 | 771 | 934 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . | 81 | 130711 | 13349 | 3281 | 400 | 23306 | 1299 | 1249 |
|  | E2,500,000 to \$4,999,999. | 41 | 137514 | 12825 | 2648 | 347 | 20492 | 1274 | 1435 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 24 | 155647 | 6456 | 1588 | 157 | 11817 | 255 | 285 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 13 | 179373 | 6199 | 1435 | 186 | 9267 | 530 | 545 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 11 | 834878 | 10333 | 2447 | 150 | 18109 | 53 14 | 16 |
|  | Establishments not operated for the entire year | 54 | 79857 | 1905 | 374 | 43 | 4100 | - | 5 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42143 | Computer \& computer peripheral equipment \& software whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 617 | 7002593 | 206135 | 50389 | 3417 | 347208 | 16117 | 6781 |
|  | Establishments with sales less than $\$ 100,000$ | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 56 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 63 | 23216 | 3855 | 1006 | 127 | 7349 | 29 | 47 |
|  | Establishments with sales of \$500,000 to \$999,999 | 94 | 66207 | 7937 | 2064 | 226 | 15610 | 307 | 297 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 124 | 196272 | 18615 | 4580 | 474 | 34976 | 1390 | 1222 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 79 | 287929 | 18768 | 3909 | 364 | 32857 | 1527 | 1586 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 56 | 377910 | 22508 | 5343 | 484 | 38486 | 778 | 906 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999 \ldots . .$ | 62 | 928417 | 34092 | 7856 | 442 | 59152 | 562 | 626 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 55 | 5112060 | 97232 | 24884 | 1180 | 153677 | 11479 | 2052 |
|  | Establishments not operated for the entire year | 140 | 343042 | 5958 | 885 | 94 | 11318 | - | 25 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |
|  | Establishments operated for the entire year | 617 | 7002593 | 206135 | 50389 | 3417 | 347208 | 16117 | 6781 |
|  | Establishments with sales less than \$100,000 | - 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 56 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 63 | 23216 | 3855 | 1006 | 127 | 7349 | 29 | 47 |
|  | Establishments with sales of $\ldots \ldots$ |  | 23216 | 3855 | 1006 | 127 |  | 29 |  |
|  | \$500,000 to \$999,999 ..... | 94 | 66207 | 7937 | 2064 | 226 | 15610 | 307 | 297 |
|  | \$1,000,000 to \$2,499,999. | 124 | 196272 | 18615 | 4580 | 474 | 34976 | 1390 | 1222 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 79 | 287929 | 18768 | 3909 | 364 | 32857 | 1527 | 1586 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 56 | 377910 | 22508 | 5343 | 484 | 38486 | 778 | 906 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. . ${ }^{\text {a }}$, | 62 | 928417 | 34092 | 7856 | 442 | 59152 | 562 | 626 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 55 | 5112060 | 97232 | 24884 | 1180 | 153677 | 11479 | 2052 |
|  | Establishments not operated for the entire year $\qquad$ | 140 | 343042 | 5958 | 885 | 94 | 11318 | - | 25 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 609 | 6670157 | 183321 | 44830 | 3031 | 309608 | 15404 | 6142 |
|  | Establishments operated for the entire year | 489 | 6344569 | 178321 | 44098 | 2948 | 300261 | 15404 | 6142 |
|  | Establishments with sales less than $\$ 100,000$ | 21 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 41 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 45 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .......... | 66 | 46166 | 5385 | 1432 | 174 | 10074 | 232 | 264 |
|  | Estabishments to \$2,499,999 ....... | 98 | 152424 | 13632 | 3330 | 362 | 26120 | 1308 | 1023 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 64 | D | D | D | e | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 49 | 333988 | 19831 | 4759 | 438 | 34282 | 778 | 906 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 54 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 51 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 120 | 325588 | 5000 | 732 | 83 | 9347 | - | - |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |
|  | All establishments | 320 | 4896105 | 102413 | 25812 | 1708 | 172422 | 13537 | 3833 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42144 | Other commercial equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 524 | 2565097 | 102352 | 23879 | 2409 | 189661 | 4425 | 4758 |
|  | Establishments with sales less than | 16 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . | 44 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 39 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 52 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ | 52 | D | D | D | c | D | D | D |
|  | $\$ 1,000,000 \text { to } \$ 2,499,999 \ldots . . .$ | 93 | 151618 | 11025 | 2367 | 300 | 21481 | 997 | 905 |
|  | \$2,500,000 to \$4,999,999 . | 103 | 366689 | 15906 | 3778 | 465 | 32712 | 651 | 965 |
|  | Establishments with sales of $\$ 5,000,000$ to | 103 | 708256 | 24244 | 5473 | 504 | 43980 | 925 | 1100 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 63 | 923135 | 30010 | 6939 | 495 | 53612 | 957 | 915 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 11 | 355349 | 14385 | 3721 | 358 | 23803 | 172 | 158 |
|  | Establishments not operated for the entire year | 70 | 121668 | 3113 | 547 | 65 | 6776 | - | - |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Establishments operated for the entire year | 524 | 2565097 | 102352 | 23879 | 2409 | 189661 | 4425 | 4758 |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . }$ | 16 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 44 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  | D |  |  |  |  |  |  |
|  | \$250,000 to \$499,999.... | 39 | D | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 .... | 52 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 93 | 151618 | 11025 | 2367 | 300 | 21481 | 997 | 905 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 .. | 103 | 366689 | 15906 | 3778 | 465 | 32712 | 651 | 965 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 103 | 708256 | 24244 | 5473 | 504 | 43980 | 925 | 1100 |
|  | Establishments with sales of | 63 | 923135 | 30010 | 6939 | 495 | 53612 | 957 | 915 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more............ | 11 | 355349 | 14385 | 3721 | 358 | 23803 | 172 | 158 |
|  | Establishments not operated for the entire year $\qquad$ | 70 | 121668 | 3113 | 547 | 65 | 6776 | - | - |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 438 | 2172270 | 77586 | 18041 | 1723 | 145614 | 2804 | 3090 |
|  | Establishments operated for the entire year | 398 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {.............................. }$ | 8 | 666 | 158 | 45 | 8 | 312 | 1 | 1 |
|  | Establishments with sales of \$100,000 to \$249,999 | 30 | 4824 | 729 | 175 | 45 | 1665 | 206 | 212 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 23 | D | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 32 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 71 | 119460 | 7286 | 1597 | 206 | 14353 | 631 | 657 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 80 | 288010 | 12064 | 2880 | 342 | 25107 | 298 | 387 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 91 | D | D | D | e | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . | 57 | 824593 | 25151 | 5747 | 410 | 44092 | 596 | 580 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . | 6 | 192465 | 5690 | 1757 | 117 | 10131 | - | - |
|  | Establishments not operated for the entire year. $\qquad$ | 40 | D | D | D | b | D | D | D |
| 4214402 | Store machines \& equipment whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  |  | 514495 | 27879 | 6385 | 751 | 50823 | 1621 | 1668 |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214402 | Store machines \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 126 | D | D | D | f | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . .$ | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 16 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 20 | D | D | D | b | D | D | D |
|  | Estabilishments with sales of $\$ 1,000,000$ to $2,499,999$ | 22 | 32158 | 3739 | 770 | 94 | 7128 | 366 | 248 |
|  | Establishments with sales of | 2 |  |  | 770 |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 23 | 78679 | 3842 | 898 | 123 | 7605 | 353 | 578 |
|  | \$5,000,000 to \$9,999,999. | 12 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 | 6 | 98542 | 4859 | 1192 | 85 | 9520 | 361 | 335 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 5 | 162884 | 8695 | 1964 | 241 | 13672 | 172 | 158 |
|  | Establishments not operated for the entire year | 30 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Establishments operated for the entire year | 1273 | 3934422 | 292060 | 67426 | 4543 | 539502 | 12517 | 20881 |
|  | Establishments with sales less than $\$ 100,000$ | 82 | 5322 | 2017 | 501 | 102 | 3074 | 14 | 12 |
|  | Establishments with sales of \$100,000 to \$249,999 | 206 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 130 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 158 | 112833 | 14680 | 3773 | 367 | 29368 | 941 | 990 |
|  | Establishments with sales of $\ldots$ |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 282 | 461721 | 42084 | 10322 | 805 | 76912 | 3253 | 2896 |
|  | Es2,500,000 to \$4,999,999. | 194 | 678515 | 59481 | 13760 | 846 | 107539 | 1862 | 2217 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 139 | 935700 | 65416 | 14432 | 847 | 116934 | 1635 | 1538 |
|  | Establishments with sales of |  |  |  |  |  | 116 |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 62 | 872068 | 59157 | 13367 | 670 | 109731 | 893 | 1352 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 20 | 789641 | 31945 | 7251 | 377 | 65332 | 3600 | 11417 |
|  | Establishments not operated for the entire year | 200 | 557610 | 30472 | 8088 | 533 | 61502 | - | - |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Establishments operated for the entire year | 1273 | 3934422 | 292060 | 67426 | 4543 | 539502 | 12517 | 20881 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 82 | 5322 | 2017 | 501 | 102 | 3074 | 14 | 12 |
|  | Establishments with sales of \$100,000 to \$249,999 | 206 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 130 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 158 | 112833 | 14680 | 3773 | 367 | 29368 | 941 | 990 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 282 | 461721 | 42084 | 10322 | 805 | 76912 | 3253 | 2896 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 194 | 678515 | 59481 | 13760 | 846 | 107539 | 1862 | 2217 |
|  | \$5,000,000 to \$9,999,999 ........ | 139 | 935700 | 65416 | 14432 | 847 | 116934 | 1635 | 1538 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 62 | 872068 | 59157 | 13367 | 670 | 109731 | 893 | 1352 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 20 | 789641 | 31945 | 7251 | 377 | 65332 | 3600 | 11417 |
|  | Establishments not operated for the entire year. $\qquad$ | 200 | 557610 | 30472 | 8088 | 533 | 61502 | - | - |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1423 | 4284750 | 303636 | 70445 | 4751 | 559942 | 11508 | 19973 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214501 | Surgical, medical, \& hospital supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1228 | D | D | D | h | D | D | D |
|  | Establishments with sales less than \$100,000. | 79 | 5150 | 1933 | 484 | 99 | 2967 | 14 | 12 |
|  | Establishments with sales of \$100,000 to \$249,999 | 199 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 122 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 155 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 270 | 439092 | 40854 | 9965 | 771 | 73668 | 3007 | 2527 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 |  | D | D | D | f | D | D | D |
|  | Establishments with sales of |  | D |  | D | f |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 138 | D | D | D | f | D | D | D |
|  | \$10,000,000 to \$24,999,999 | 61 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more | 17 | 654837 | 19625 | 3804 | 222 | 36780 | 3000 | 11045 |
|  | Establishments not operated for the entire year $\qquad$ | 195 | D | D | D | f | D | D | D |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 50 | 207282 | 18896 | 5069 | 325 | 41062 | 1009 | 908 |
|  | Establishments operated for the entire year | 45 | D | D | D | e | D | D | D |
|  |  | 3 | 172 | 84 | 17 | 3 | 107 | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 . . . . . . . . . . . . Establishments with sales of | 7 | 1055 | 278 | 60 | 10 | 533 | - | - |
|  | \$250,000 to \$499,999 ............ | 8 | 2875 | 706 | 171 | 20 | 1169 | 24 | 24 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 12 | 22629 | 1230 | 357 | 34 | 3244 | 246 | 369 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 7 | D | D | D | b | D | D | D |
|  | Establishments with sales of . $\quad$. |  |  | D | D | b | D | D | D |
|  | \$5,000,000 to \$9,999,999. | 1 | D | D | D | a | D | D | D |
|  | \$ $\$ 10,000,000$ to \$24,999,999 . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 3 | 134804 | 12320 | 3447 | 155 | 28552 | 600 | 372 |
|  | Establishments not operated for the entire year | 5 | D | D | D | a | D | D | D |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 164 | 264765 | 14399 | 3437 | 419 | 28558 | 590 | 731 |
|  | Establishments operated for the entire year | 141 | 259193 | 13885 | 3335 | 404 | 27641 | 590 | 731 |
|  | Establishments with sales less than $\$ 100,000$ | 29 | 1977 | 759 | 159 | 33 | 1224 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 26 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 12 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 ............ | 22 | 15248 | 1365 | 303 | 53 | 2520 | 249 | 291 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 29 | 44164 | 2812 | 750 | 63 | 6355 | 249 | 240 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 10 | 35695 | 1235 | 276 | 15 | 3347 | - | - |
|  | Establishments with sales of $\ldots$. |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 6 | 36995 | 1028 | 223 | 13 | 1613 | - | - |
|  | \$10,000,000 to \$24,999,999 . . . . . | 6 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 23 | 5572 | 514 | 102 | 15 | 917 | - | - |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 164 | 264765 | 14399 | 3437 | 419 | 28558 | 590 | 731 |
|  | Establishments operated for the entire year | 141 | 259193 | 13885 | 3335 | 404 | 27641 | 590 | 731 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . .$ | 29 | 1977 | 759 | 159 | 33 | 1224 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 |  |  |  | D |  | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421460 | Ophthalmic goods whsle-Con. <br> Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$250,000 to \$499,999 | 12 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . .$. | 22 | 15248 | 1365 | 303 | 53 | 2520 | 249 | 291 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999 \ldots$ | 29 | 44164 | 2812 | 750 | 63 | 6355 | 249 | 240 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . | 10 | 35695 | 1235 | 276 | 15 | 3347 | - | - |
|  | Establishments with sales of $\$ 5,00000$ to $\$ 9,999,999$ | 6 | 36995 | 1028 | 223 | 13 | 1613 | - | - |
|  | \$10,000,000 to \$24,999,999. | 6 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 23 | 5572 | 514 | 102 | 15 | 917 | - | - |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 335 | 806102 | 47257 | 11003 | 997 | 83841 | 1905 | 2791 |
|  | Establishments operated for the entire year | 302 | 792829 | 46519 | 10801 | 976 | 82369 | 1885 | 2786 |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . .$ | 18 | 1028 | 247 | 63 | 24 | 467 | 1 | 12 |
|  | Establishments with sales of \$100,000 to \$249,999 | 37 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 34 | D | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 ...... | 53 | 39299 | 4593 | 1088 | 131 | 8494 | 241 | 266 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 70 | 117100 | 8919 | 1935 | 210 | 17050 | 976 | 1223 |
|  | Establishments with sales of | 49 | 166707 | 10794 | 2418 | 202 | 18187 | 176 | 233 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 23 | 149630 | 8578 | 2020 | 141 | 14335 | 399 | 379 |
|  | Es0,000,000 to \$24,999,999 . . . . . | 16 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 33 | 13273 | 738 | 202 | 21 | 1472 | 20 | 5 |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 335 | 806102 | 47257 | 11003 | 997 | 83841 | 1905 | 2791 |
|  | Establishments operated for the entire year | 302 | 792829 | 46519 | 10801 | 976 | 82369 | 1885 | 2786 |
|  |  | 18 | 1028 | 247 | 63 | 24 | 467 | 1 | 12 |
|  | Establishments with sales of \$100,000 to \$249,999 | 37 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 34 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 53 | 39299 | 4593 | 1088 | 131 | 8494 | 241 | 266 |
|  | Establishments with sales of $\ldots$.... |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 .. | 70 | 117100 | 8919 | 1935 | 210 | 17050 | 976 | 1223 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 49 | 166707 | 10794 | 2418 | 202 | 18187 | 176 | 233 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 23 | 149630 | 8578 | 2020 | 141 | 14335 | 399 | 379 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ..... | 16 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 33 | 13273 | 738 | 202 | 21 | 1472 | 20 | 5 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 50 | 174015 | 8404 | 1812 | 199 | 16730 | 249 | 284 |
|  | Establishments operated for the entire year | 47 | 171836 | 8352 | 1812 | 199 | 16602 | 249 | 284 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . .$. | 3 | 147 | 17 | 4 | 5 | 45 | - | - |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots \ldots . .$. | 9 | 1740 | 414 | 113 | 14 | 763 | 42 | 43 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 6 | D | D | D | a | D | D | D |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 500,000 \text { to } \$ 999,999 . . . . . . . . . . . . \end{aligned}$ |  |  |  |  |  |  | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151011 | Ferrous metal service centersCon. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 7 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 3 | D | D | D | a | D | D | D |
| 42151012 | Ferrous metal sales offices <br> All establishments | 989 | 8270344 | 156925 | 33835 | 2535 | 276564 | - | - |
|  | Establishments operated for the entire year | 910 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000$. | 15 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 46 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 49 | 16780 | 1861 | 448 | 74 | 4258 | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 .. | 73 | 50088 | 3309 | 776 | 118 | 7081 | - | - |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 174 | 287773 | 12131 | 2543 | 338 | 24985 | - | - |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 146 | 525355 | 13965 | 3115 | 321 | 24041 | - | - |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 172 | 1169193 | 24918 | 5649 | 470 | 44424 | - | - |
|  | Esto, ${ }^{\text {a }}$, | 166 | D | D | D | $f$ | D | D | D |
|  | \$25,000,000 or more........ | 69 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 79 | D | D | D | b | D | D | D |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments .. | 279 | 2279030 | 40852 | 8984 | 825 | 74344 | 1857 | 5395 |
|  | Establishments operated for the entire year | 257 | 2215606 | 40060 | 8885 | 799 | 72164 | 1771 | 5371 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 6 | 491 | 90 | 22 | 7 | 163 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 ............. . . | 24 | 3658 | 1007 | 252 | 34 | 1943 | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 10 | 3540 | 586 | 126 | 14 | 1149 | 161 | 155 |
|  | Establishments with sales of \$500,000 to \$999,999 | 23 | 16115 | 1590 | 413 | 53 | 3006 | 59 | 65 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 50 | 82481 | 5080 | 1211 | 136 | 10299 | 330 | 413 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 46 | 162712 | 4790 | 1087 | 111 | 8744 | 709 | 840 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 44 | 290994 | 6995 | 1697 | 117 | 11863 | 69 | 80 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 38 | 582272 | 9224 | 1791 | 211 | 15728 | 107 | 3692 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 16 | 1073343 | 10698 | 2286 | 116 | 19269 | 336 | 126 |
|  | Establishments not operated for the entire year $\qquad$ | 22 | 63424 | 792 | 99 | 26 | 2180 | 86 | 24 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 25 | 128172 | 4431 | 881 | 116 | 10249 | 1857 | 5395 |
|  | Establishments operated for the entire year | 23 | D | D | D | c | D | D | D |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | D | - |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . .$. | 3 | 2412 | 234 | 79 | 9 | 536 | 59 | 65 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 10 | 15423 | 1202 | 310 | 42 | 2815 | 330 | 413 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 .. | 2 | D | D | D | a | D | D | D |
|  | Estabio00,000 to \$9,999,999 ........ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  | D |  | a | D | D |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year |  | D | D | D | a | D | D | D |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151022 | Nonferrous metal sales offices <br> All establishments | 254 | 2150858 | 36421 | 8103 | 709 | 64095 | - | - |
|  | Establishments operated for the entire year | 234 | D | D | D | f | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 6 | 491 | 90 | 22 | 7 | 163 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | 3658 | 1007 | 252 | 34 | 1943 | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 20 | 13703 | 1356 | 334 | 44 | 2470 | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 40 | 67058 | 3878 | 901 | 94 | 7484 | - | - |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 44 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 42 | D | D | D | c | D | D | D |
|  | \$10,000,000 to \$24,999,999 ...... | 36 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 14 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 20 | D | D | D | a | D | D | D |
| 42152 | Coal \& other mineral \& ore whsle All establishments | 123 | 1634031 | 29446 | 6192 | 455 | 52611 | 7193 | 7493 |
|  | Establishments operated for the entire year | 108 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 .$ | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of | 6 |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ........... | 6 | 3691 | 377 | 52 | 13 | 669 | - |  |
|  | \$1,000,000 to \$2,499,999. | 17 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 12 | 42775 | 1527 | 442 | 36 | 3179 | 331 | 374 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 18 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\cdots \cdots \cdots$ | 18 |  | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 23 | D | D | D | b | D | D | D |
|  | $\$ 25,000,000 \text { or more. . . . . . . . . . . . . }$ | 19 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 15 | D | D | D | a | D | D | D |
| 421520 | Coal \& other mineral \& ore whsle <br> All establishments $\qquad$ | 123 | 1634031 | 29446 | 6192 | 455 | 52611 | 7193 | 7493 |
|  | Establishments operated for the entire year | 108 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  | D | D | a | D | D | D |
|  | \$250,000 to \$499,999........... | 6 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 6 | 3691 | 377 | 52 | 13 | 669 | - | - |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 17 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 12 | 42775 | 1527 | 442 | 36 | 3179 | 331 | 374 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 18 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 23 | D | D | D | b |  |  |  |
|  |  | 23 | D | D | D | b | D | D | D |
|  | $\$ 25,000,000$ or more . . . . . . . . . . . . . | 19 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 15 | D | D | D | a | D | D | D |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 86 | D | D | D | e | D | D | D |
|  | Establishments operated for the entire year | 77 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . .$. | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  | D | D |  |  |  |  |
|  | \$100,000 to \$249,999 ........... | 1 | D | D | D | a | D | D | D |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . . . . . . .$ |  |  | D | D |  | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^40]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42171 |  |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$10,000,000 to \$24,999,999 ...... Establishments with sales of \$25,000,000 or more . . . . . . . . . . . . . | 126 65 | 1836867 3460037 | 55193 68613 | 11933 14682 | 1014 1189 | 93276 119435 | 662 5121 | 688 9199 |
|  | Establishments not operated for the entire year | 86 | 165026 | 2587 | 441 | 65 | 5459 | 42 | - |
| 421710 |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 962 | 7585187 | 208732 | 45811 | 4316 | 367881 | 13165 | 17207 |
|  | Establishments with sales less than \$100,000. | 11 | 877 | 149 | 36 | 11 | 357 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 62 | 10903 | 1363 | 359 | 90 | 2829 | 28 | 3 |
|  | Establishments with sales of \$250,000 to \$499,999 | 79 | 27512 | 2687 | 624 | 124 | 5835 | 556 | 541 |
|  | Establishments with sales of \$500,000 to \$999,999 | 79 | 56023 | 4691 | 1113 | 180 | 10110 | 711 | 709 |
|  | Establishments with sales of | 171 | 282034 | 14086 | 3271 | 474 | 27796 | 2405 | 2662 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 195 | 684786 | 23050 | 5515 | 554 | 41403 | 1415 | 1157 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 174 | 1226148 | 38900 | 8278 | 680 | 66840 | 2267 | 2248 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 126 | 1836867 | 55193 | 11933 | 1014 | 93276 | 662 | 688 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 65 | 3460037 | 68613 | 14682 | 1189 | 119435 | 5121 | 9199 |
|  | Establishments not operated for the entire year $\qquad$ | 86 | 165026 | 2587 | 441 | 65 | 5459 | 42 | - |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1152 | 7864360 | 285192 | 63815 | 6330 | 506800 | 30379 | 34251 |
|  | Establishments operated for the entire year | 1070 | 7786690 | 282188 | 63173 | 6245 | 501232 | 30337 | 34248 |
|  | Establishments with sales less than \$100,000 | 29 | 1902 | 599 | 140 | 34 | 1036 | 2 | 1 |
|  | Establishments with sales of \$100,000 to \$249,999 | 64 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 62 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . .$. . . . | 94 | 69234 | 8631 | 1910 | 283 | 16911 | 271 | 193 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 197 | 325160 | 28140 | 6293 | 756 | 53126 | 3383 | 4229 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 211 | 750279 | 33126 | 7303 | 831 | 62213 | 3978 | 4479 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 187 | 1328052 | 50984 | 11347 | 1178 | 89659 | 4872 | 5672 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 165 | 2479240 | 80140 | 19226 | 1584 | 138543 | 11267 | 12176 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 25,000,000 \text { or more........ } \end{aligned}$ | 61 | 2800256 | 73570 | 15307 | 1316 | 126723 | 6151 | 7217 |
|  | Establishments not operated for the entire year $\qquad$ | 82 | 77670 | 3004 | 642 | 85 | 5568 | 42 | 3 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1152 | 7864360 | 285192 | 63815 | 6330 | 506800 | 30379 | 34251 |
|  | Establishments operated for the entire year | 1070 | 7786690 | 282188 | 63173 | 6245 | 501232 | 30337 | 34248 |
|  | Establishments with sales less than \$100,000 | 29 | 1902 | 599 | 140 | 34 | 1036 | 2 | 1 |
|  | Establishments with sales of \$100,000 to \$249,999 | 64 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 62 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 94 | 69234 | 8631 | 1910 | 283 | 16911 | 271 | 193 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  | 283 |  |  |  |
|  | \$1,000,000 to \$2,499,999 ....... | 197 | 325160 | 28140 | 6293 | 756 | 53126 | 3383 | 4229 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 211 | 750279 | 33126 | 7303 | 831 | 62213 | 3978 | 4479 |
|  | Establishments with sales of \$5,000,000 to \$9, 999, 999 |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 187 | 1328052 | 50984 | 11347 | 1178 | 89659 | 4872 | 5672 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 165 | 2479240 | 80140 | 19226 | 1584 | 138543 | 11267 | 12176 |
|  |  |  | 2800256 | 73570 | 15307 | 1316 | 126723 | 6151 | 7217 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsleCon. <br> Establishments not operated for the entire year $\qquad$ | 82 | 77670 | 3004 | 642 | 85 | 5568 | 42 | 3 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 559 | 2304902 | 149169 | 35398 | 2705 | 249424 | 8045 | 7518 |
|  | Establishments operated for the entire year | 503 | D | D | D | h | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 16 | 972 | 226 | 44 | 17 | 404 | 2 | 2 |
|  | Establishments with sales of \$100,000 to \$249,999 | 44 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 36 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 73 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 113 | 187678 | 16313 | 4169 | 366 | 27917 | 679 | 861 |
|  | Estabishments with sales of | 93 | 341795 | 21857 | 4953 | 459 | 37587 | 647 | 765 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 75 | 507907 | 39429 | 9302 | 565 | 65821 | 721 | 755 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 37 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 16 | 578061 | 32367 | 8027 | 517 | 50680 | 4302 | 3413 |
|  | Establishments not operated for the entire year $\qquad$ | 56 | D | D | D | b | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 559 | 2304902 | 149169 | 35398 | 2705 | 249424 | 8045 | 7518 |
|  | Establishments operated for the entire year | 503 | D | D | D | h | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 16 | 972 | 226 | 44 | 17 | 404 | 2 | 2 |
|  | Establishments with sales of \$100,000 to \$249,999 | 44 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 36 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 73 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 113 | 187678 | 16313 | 4169 | 366 | 27917 | 679 | 861 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 93 | 341795 | 21857 | 4953 | 459 | 37587 | 647 | 765 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 75 | 507907 | 39429 | 9302 | 565 | 65821 | 721 | 755 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 37 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 16 | 578061 | 32367 | 8027 | 517 | 50680 | 4302 | 3413 |
|  | Establishments not operated for the entire year | 56 | D | D | D | b | D | D | D |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 135 | D | D | D | e | D | D | D |
|  | Establishments operated for the entire year | 123 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 .$ | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 5 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ....... | 25 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 26 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 33 | D | D | D | c | D | D | D |
|  | Establishments with sales of . ${ }^{\text {a }}$..... | 33 | D | D | D | c | D | D | D |
|  | \$10,000,000 to \$24,999,999 . . . . . | 7 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. |  |  |  |  |  |  | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42174 | Refrigeration equipment \& supplies whsle-Con. <br> Establishments not operated for the entire year. $\qquad$ | 12 | D | D | D | a | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 135 | D | D | D | e | D | D | D |
|  | Establishments operated for the entire year | 123 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of <br> \$100,000 to \$249,999 | 5 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . . . .$. | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 1,000000$ to $\mathbf{\$ 2 , 4 9 9 , 9 9 9}$ | 25 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 26 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 33 | D | D | D | c | D | D | D |
|  | Estabisismments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 7 | D | D | D | b | D | D | D |
|  | $\$ 25,000,000$ or more | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 12 | D | D | D | a | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 7572 | 29427233 | 1253888 | 277216 | 26107 | 2259835 | 141800 | 160065 |
|  | Establishments operated for the entire year | 6863 | 28512038 | 1221448 | 271475 | 25439 | 2194016 | 141663 | 159369 |
|  | Establishments with sales less than $\$ 100,000$ | 300 | 18589 | 5831 | 1426 | 381 | 9706 | 82 | 76 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 646 | 107885 | 25554 | 5926 | 1030 | 45306 | 957 | 891 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 634 | 229396 | 33402 | 7703 | 1248 | 66304 | 1916 | 1977 |
|  | Establishments with sales of \$500,000 to \$999,999 | 876 | 630331 | 71257 | 16046 | 2191 | 139453 | 7341 | 7959 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 1658 | 2684192 | 192883 | 43680 | 4875 | 361922 | 18349 | 19617 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4.999,999$ | 1236 | 4348054 | 233935 | 51704 | 5034 | 414988 | 23088 | 26481 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 869 | 5913934 | 246701 | 54430 | 4561 | 434064 | 25714 | 26296 |
|  | \$10,000,000 to \$24,999,999 ..... | 501 | 7288560 | 260332 | 58268 | 4063 | 448193 | 28595 | 27375 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 143 | 7291097 | 151553 | 32292 | 2056 | 274080 | 35621 | 48697 |
|  | Establishments not operated for the entire year $\qquad$ | 709 | 915195 | 32440 | 5741 | 668 | 65819 | 137 | 696 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 277 | 1251107 | 46195 | 10150 | 1107 | 91948 | 10454 | 11080 |
|  | Establishments operated for the entire year | 241 | 1217728 | 44833 | 9993 | 1071 | 89070 | 10454 | 11020 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 20 | 7123 | 874 | 220 | 37 | 1966 | 316 | 312 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 22 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 66 | 101225 | 5972 | 1358 | 186 | 13277 | 1268 | 1382 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999$ | 40 | 134882 | 6322 | 1270 | 172 | 12062 | 1942 | 2077 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 36 | 245034 | 7963 | 1875 | 206 | 16867 | 2877 | 2498 |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 18 | 242856 | 9886 | 1965 | 173 | 18142 | 1371 | 2190 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 6 | 465918 | 11697 | 2814 | 201 | 22551 | 2477 | 2371 |
|  | Establishments not operated for the entire year | 36 | $33379$ | $1362$ | $157$ | 36 | $2878$ | - | 60 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | First- quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 277 | 1251107 | 46195 | 10150 | 1107 | 91948 | 10454 | 11080 |
|  | Establishments operated for the entire year | 241 | 1217728 | 44833 | 9993 | 1071 | 89070 | 10454 | 11020 |
|  | $\begin{aligned} & \text { stablishments with sales less than } \\ & \$ 100,000 . . . . . . . . . . . . . . . . . . . . . . . . . . . . . ~ \end{aligned}$ | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 20 | 7123 | 874 | 220 | 37 | 1966 | 316 | 312 |
|  | Establishments with sales of \$500,000 to \$999,999 | 22 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 66 | 101225 | 5972 | 1358 | 186 | 13277 | 1268 | 1382 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 40 | 134882 | 6322 | 1270 | 172 | 12062 | 1942 | 2077 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  |  |  |  |  | 12062 |  | 2077 |
|  | \$5,000,000 to \$9,999,999 | 36 | 245034 | 7963 | 1875 | 206 | 16867 | 2877 | 2498 |
|  | \$10,000,000 to \$24,999,999 | 18 | 242856 | 9886 | 1965 | 173 | 18142 | 1371 | 2190 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 6 | 465918 | 11697 | 2814 | 201 | 22551 | 2477 | 2371 |
|  | Establishments not operated for the entire year. | 36 | 33379 | 1362 | 157 | 36 | 2878 | - | 60 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 338 | 1352959 | 43977 | 9492 | 1329 | 86902 | 17297 | 17377 |
|  | Establishments operated for the entire year | 311 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 11 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 36 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499 999 | 28 | 10616 | 1724 | 353 | 76 | 3581 | 121 | 126 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . | 45 | 30779 | 3689 | 886 | 156 | 7653 | 2452 | 2524 |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 60 | 96840 | 5479 | 1107 | 224 | 11047 | 3466 | 4193 |
|  | Establishments with sales of \$2 500,000 to \$4.999,999 |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 Establishments with sales of | 59 | 200960 | 7751 | 1672 | 264 | 16050 | 5798 | 6001 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 45 | 309433 | 9117 | 1868 | 250 | 15459 | 1120 | 1264 |
|  |  | 15 | 233438 | 6673 | 1325 | 140 | 11747 | 2288 | 1455 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 12 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 27 | D | D | D | b | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 338 | 1352959 | 43977 | 9492 | 1329 | 86902 | 17297 | 17377 |
|  | Establishments operated for the entire year | 311 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 11 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 36 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 28 | 10616 | 1724 | 353 | 76 | 3581 | 121 | 126 |
|  | Establishments with sales of \$500,000 to \$999,999 | 45 | 30779 | 3689 | 886 | 156 | 7653 | 2452 | 2524 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ....... | 60 | 96840 | 5479 | 1107 | 224 | 11047 | 3466 | 4193 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 59 | 200960 | 7751 | 1672 | 264 | 16050 | 5798 | 6001 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 45 | 309433 | 9117 | 1868 | 250 | 15459 | 1120 | 1264 |
|  | Establishments with sales of . . . . . . |  | 309433 |  |  |  | 15459 | 1120 | 1264 |
|  | \$10,000,000 to \$24,999,999 ...... | 15 | 233438 | 6673 | 1325 | 140 | 11747 | 2288 | 1455 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 12 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year |  | D | D | D |  | D | D | D |

[^41]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42183 | Industrial machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year $\qquad$ | 4610 | 17113219 | 830965 | 183428 | 16694 | 1459280 | 81117 | 92899 |
|  | Establishments with sales less than \$100,000 | 205 | 12877 | $4360$ | 1046 | 268 | 6926 | 65 | 61 |
|  | Establishments with sales of \$100,000 to \$249,999 | 425 | 71456 | 17806 | 4077 | 676 | 30656 | 333 | 327 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 433 | 155414 | 22122 | 5145 | 828 | 43255 | 1093 | 1080 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 611 | 440002 | 48050 | 10883 | 1464 | 93874 | 3794 | 3972 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 1182 | 1910393 | 145152 | 32592 | 3532 | 268052 | 9743 | 9975 |
|  | Establishments with sales of |  | 1 | 145152 | 32 |  | 268 |  |  |
|  | \$2,500,000 to \$4,999,999. | 838 | 2938569 | 170527 | 37771 | 3471 | 298005 | 12953 | 14580 |
|  | \$5,000,000 to \$9,999,999 . . . . . . . . | 520 | 3510126 | 162637 | 36508 | 2737 | 279470 | 14465 | 13670 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 322 | 4573693 | 171721 | 37207 | 2537 | 287907 | 15479 | 17099 |
|  | Establishments with sales of $\$ 25,000,000$ or more. ............. | 74 | 3500689 | 88590 | 18199 | 1181 | 151135 | 23192 | 32135 |
|  | Establishments not operated for the entire year. | 411 | 479916 | 19667 | 3954 | 422 | 39426 | 15 | 485 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Establishments operated for the entire year | 4610 | 17113219 | 830965 | 183428 | 16694 | 1459280 | 81117 | 92899 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . . . . . . .$. | 205 | 12877 | 4360 | 1046 | 268 | 6926 | 65 | 61 |
|  | Establishments with sales of \$100,000 to \$249,999 | 425 | 71456 | 17806 | 4077 | 676 | 30656 | 333 | 327 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499999$ | 433 | 155414 | 22122 | 5145 | 828 | 43255 | 1093 | 1080 |
|  | Establishments with sales of $\ldots \ldots$ |  | 155414 | 22122 |  |  | 43255 |  | 1080 |
|  | \$500,000 to \$999,999 ..... | 611 | 440002 | 48050 | 10883 | 1464 | 93874 | 3794 | 3972 |
|  | \$1,000,000 to \$2,499,999. | 1182 | 1910393 | 145152 | 32592 | 3532 | 268052 | 9743 | 9975 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4.999,999$ | 838 | 2938569 | 170527 | 37771 | 3471 | 298005 | 12953 | 14580 |
|  | Establishments with sales of |  |  | 170 |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 520 | 3510126 | 162637 | 36508 | 2737 | 279470 | 14465 | 13670 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 322 | 4573693 | 171721 | 37207 | 2537 | 287907 | 15479 | 17099 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 74 | 3500689 | 88590 | 18199 | 1181 | 151135 | 23192 | 32135 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 411 | 479916 | 19667 | 3954 | 422 | 39426 | 15 | 485 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 244 | 977042 | 54490 | 12039 | 1054 | 95597 | 5387 | 5036 |
|  | Establishments operated for the entire year | 223 | D | D | D | g | D | D | D |
|  | Establishments with sales less than <br> \$100,000 | 6 | 327 | 127 | 30 | 7 | 173 | - | - |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249.999$ | 15 | 2405 | 605 | 130 | 25 | 989 | 4 | 6 |
|  | Establishments with sales of $\ldots$ |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 19 | 7258 | 860 | 230 | 33 | 1709 | 18 | 14 |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 36 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 ....... | 41 | 69457 | 4486 | 1000 | 114 | 9311 | 118 | 164 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 45 | 152259 | 10207 | 2307 | 213 | 17382 | 1180 | 1235 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 32 | 194551 | 9097 | 2050 | 143 | 16555 | 1533 | 1444 |
|  | \$10,000,000 to \$24,999,999 ...... | 27 | 412688 | 20651 | 4612 | 346 | 34434 | 2383 | 2020 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year. | 21 | D | D | D | a | D | D | D |
| 4218302 | Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 308 | 1007357 | 54300 | 11892 | 1150 | 94743 | 7983 | 7513 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218303 | General-purpose industrial machinery \& equipment whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1868 | 6553004 | 329393 | 74476 | 6604 | 573607 | 19974 | 22059 |
|  | Establishments with sales less than $\$ 100,000$ | 64 |  | 1525 | 362 | 89 | 2263 | 22 | 15 |
|  | Establishments with sales of \$100,000 to \$249,999 | 169 | 28441 | 7535 | 1773 | 268 | 12649 | 70 | 66 |
|  | Establishments with sales of \$250,000 to \$499,999 | 177 | 62986 | 9506 | 2127 | 369 | 18551 | 710 | 656 |
|  | Establishments with sales of \$500,000 to \$999,999 | 226 | 164106 | 16597 | 3879 | 513 | 32241 | 1691 | 1700 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 528 | 858480 | 63219 | 14535 | 1516 | 112544 | 3186 | 3970 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 . . . . . . . . | 347 | 1218477 | 71032 | 15419 | 1488 | 123544 | 4695 | 5082 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 215 | 1444579 | 75426 | 17271 | 1192 | 127147 | 5048 | 4613 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 121 | 1663088 | 57667 | 13086 | 887 | 99157 | 4254 | 5601 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 21 | 1108859 | 26886 | 6024 | 282 | 45511 | 298 | 356 |
|  | Establishments not operated for the entire year | 94 | 117348 | 4596 | 999 | 122 | 8926 | - | 17 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 727 | 2696380 | 119589 | 26645 | 2500 | 211159 | 10994 | 14783 |
|  | Establishments operated for the entire year | 659 | 2631275 | 116952 | 26087 | 2431 | 206237 | 10982 | 14773 |
|  | Establishments with sales less than $\$ 100,000$ | 33 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 59 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499 999 | 66 | D |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 66 | D | D | D | c | D | D | D |
|  | \$500,000 to \$999,999 ............ | 92 | 65944 | 6580 | 1380 | 200 | 13535 | 521 | 479 |
|  | \$1,000,000 to \$2,499,999 ........ | 172 | 281663 | 20473 | 4360 | 512 | 38847 | 1310 | 1436 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 115 | 406199 | 22325 | 5199 | 427 | 40306 | 1488 | 1861 |
|  | Establishments with sales of |  |  | 22325 |  | 427 | 40306 | 1488 | 1 |
|  | \$5,000,000 to \$9,999,999. | 64 | 461458 | 19378 | 4505 | 355 | 34624 | 1302 | 1366 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 46 | 661446 | 24761 | 5831 | 376 | 40275 | 2738 | 2981 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 12 | 718386 | 17651 | 3484 | 309 | 27094 | 3430 | 6427 |
|  | Establishments not operated for the entire year | 68 | 65105 | 2637 | 558 | 69 | 4922 | 12 | 10 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 412 | 982086 | 57984 | 13292 | 1305 | 99437 | 5211 | 5280 |
|  | Establishments operated for the entire year | 364 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 21 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 35 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 49 | 16638 | 2625 | 651 | 77 | 4546 | 27 | 26 |
|  | Establishments with sales of \$500,000 to \$999,999 | 51 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 88 | 146665 | 10432 | 2405 | 279 | 19988 | 934 | 864 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 69 | 244821 | 15068 | 3439 | 311 | 25752 | 868 | 710 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 38 | 253241 | 12887 | 3196 | 237 | 20942 | 1324 | 1457 |
|  | \$10,000,000 to \$24,999,999 ...... | 10 | 138836 | 4696 | 956 | 54 | 8274 | 28 | 38 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 3 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 48 | D | D | D | b | D | D | D |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 249 | 1070405 | 41706 | 7785 | 793 | 75723 | 3341 | 3601 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle - Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 220 | 1032462 | 40570 | 7580 | 761 | 73260 | 3341 | 3554 |
|  | Establishments with sales less than $\$ 100,000$ | 15 | 845 | 299 | 89 | 17 | 522 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 26 | 4545 | 1188 | 264 | 44 | 2277 | 94 | 106 |
|  | Establishments with sales of \$250,000 to \$499,999. | 27 | 9666 | 1326 | 290 | 54 | 2543 | 41 | 42 |
|  | Establishments with sales of \$500,000 to \$999,999 | 29 | 21066 | 2614 | 567 | 82 | 5537 | 256 | 328 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 36 | 56002 | 4100 | 942 | 144 | 8799 | 930 | 953 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 33 | 110458 | 6671 | 1337 | 131 | 11184 | 608 | 675 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 26 | 191334 | 8507 | 1722 | 139 | 13999 | 1067 | 1095 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 21 | 296640 | 11174 | 1639 | 113 | 20464 | 345 | 355 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 7 | 341906 | 4691 | 730 | 37 | 7935 | - | - |
|  | Establishments not operated for the entire year | 29 | 37943 | 1136 | 205 | 32 | 2463 | - | 47 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1119 | 4189513 | 188574 | 40254 | 3588 | 339514 | 28242 | 35095 |
|  | Establishments operated for the entire year | 998 | 4072558 | 183168 | 39144 | 3503 | 326905 | 28240 | 34687 |
|  | Establishments with sales less than \$100,000 | 51 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 91 | 15414 | 3833 | 841 | 144 | 6474 | 144 | 115 |
|  | Establishments with sales of \$250,000 to \$499,999 | 79 | D | D | D | c | D | D | D |
|  | Establishments with sales of | 126 | 90306 | 10527 | 4413 | - | 20.6 | 590 | 598 |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . <br> Establishments with sales of | 126 | 90306 | 10527 | 2413 | 294 | 20624 | 590 | 598 |
|  | \$1,000,000 to \$2,499,999. | 244 | 383060 | 31123 | 6903 | 700 | 58867 | 2154 | 2066 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 192 | 674371 | 37060 | 7846 | 736 | 65077 | 2779 | 3425 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 116 | 769947 | 30012 | 6164 | 528 | 53270 | 3612 | 3002 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 74 | 1082666 | 40076 | 8499 | 559 | 64171 | 2797 | 3354 |
|  | Establishments with sales of \$25,000,000 or more . . . . . . . . . . | 25 | 1024651 | 25775 | 5323 | 338 | 49388 | 16074 | 22013 |
|  | Establishments not operated for the entire year | 121 | 116955 | 5406 | 1110 | 85 | 12609 | 2 | 408 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1090 | 4126000 | 177181 | 41969 | 3872 | 321647 | 17208 | 22568 |
|  | Establishments operated for the entire year | 971 | D | D | D | h | D | D | D |
|  | Establishments with sales less than \$100,000 | 47 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 98 |  | D | D | c | D | D | D |
|  | Establishments with sales of . ${ }^{\text {a }}$. | 98 |  |  |  | 160 |  |  |  |
|  | \$250,000 to \$499,999 ............ | 85 | 31360 | 4645 | 1058 | 160 | 9347 | 254 | 314 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 114 | 82816 | 10807 | 2310 | 291 | 18881 | 505 | 732 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 213 | 348784 | 23030 | 5697 | 600 | 43360 | 2526 | 2824 |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ........ | 167 | 600576 | 30113 | 7274 | 648 | 53118 | 1199 | 1747 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 149 | 1026373 | 38763 | 8380 | 840 | 71231 | 3020 | 3429 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ..... | 84 | 1256965 | 44673 | 11388 | 800 | 79775 | 4740 | 5312 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 14 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 119 | D | D | D | b | D | D | D |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1090 | 4126000 | 177181 | 41969 | 3872 | 321647 | 17208 | 22568 |

[^42]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421840 | Industrial supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 971 | D | D | D | h | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 47 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 98 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 85 | 31360 | 4645 | 1058 | 160 | 9347 | 254 | 314 |
|  | Establishments with sales of \$500,000 to \$999,999 | 114 | 82816 | 10807 | 2310 | 291 | 18881 | 505 | 732 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 213 | 348784 | 23030 | 5697 | 600 | 43360 | 2526 | 2824 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 167 | 600576 | 30113 | 7274 | 648 | 53118 | 1199 | 1747 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . | 149 | 1026373 | 38763 | 8380 | 840 | 71231 | 3020 | 3429 |
|  | \$10,000,000 to \$24,999,999 . . . . . . Establishments with sales of | 84 | 1256965 | 44673 | 11388 | 800 | 79775 | 4740 | 5312 |
|  | \$25,000,000 or more....... | 14 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year............................ . . | 119 | D | D | D | b | D | D | D |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 151 | 427104 | 19556 | 5063 | 465 | 34097 | 1688 | 1824 |
|  | Establishments operated for the entire year | 127 | 405350 | 18916 | 4917 | 456 | 32976 | 1688 | 1824 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . .$. | 9 | 517 | 162 | 50 | 10 | 272 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 14 | 2332 | 324 | 74 | 24 | 618 | 49 | 35 |
|  | Establishments with sales of \$250,000 to \$499,999 | 13 |  | 898 | 195 | 30 | 1678 | 43 | 36 |
|  | Establishments with sales of \$500,000 to \$999,999 | 22 | 16196 | 2628 | 584 | 67 | 4737 | 147 | 147 |
|  | Establishments with sales of $\ldots \ldots$ |  | 16 |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 | 22 | 36021 | 1804 | 466 | 60 | 3517 | 438 | 460 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 26 | 88787 | 4752 | 1293 | 110 | 8943 | 340 | 388 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  | 1489 | 79 | 6927 | 381 |  |
|  | Establishments with sales of <br> $\$ 25,000,000$ or more. | 7 2 | 104745 D | 4896 D | 1489 D | 79 a | 6927 D | 381 D | 495 D |
|  | Establishments not operated for the entire year | 24 | 21754 | 640 | 146 | 9 | 1121 | - | - |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 159 | 700311 | 26760 | 6403 | 607 | 47494 | 591 | 608 |
|  | Establishments operated for the entire year | 146 | 684511 | 26302 | 6272 | 589 | 46637 | 591 | 608 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ......... | 7 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . .$. | 38 | 63064 | 3161 | 832 | 94 | 6691 | 250 | 225 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 29 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 37 | 246451 | 7672 | 1568 | 158 | 14645 | 178 | 215 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 13 | 215857 | 7793 | 2097 | 151 | 12532 | 24 | 25 |
|  | $\$ 25,000,000$ or more $\qquad$ | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 13 | 15800 | 458 | 131 | 18 | 857 | - | - |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 24 | 60895 | 1610 | 435 | 45 | 3762 | 154 | 137 |
|  | Establishments operated for the entire year $\qquad$ | 18 | 53779 | 1439 | 419 | 39 | 3285 | 154 | 137 |
|  | Establishments with sales less ...... $\$ 100,000 . . . . . . . . . . . . . . . . . . . . ~$ | 3 | 186 | 50 | 9 | 3 | 97 | 1 | 1 |
|  | Establishments with sales of \$100,000 to \$249,999 |  |  |  |  |  | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218403 | Welding supplies whsle-Con. <br> Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$250,000 to \$499,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 3 | 4237 | 278 | 65 | 8 | 596 | 16 | 5 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999$ | 2 | D | D | D | a | D | D | D |
|  | Estabishments with sales of | 2 | D | D | D | a | D | D | D |
|  | Esto,000,000 to \$24,999,999 . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . |  | _ | - | _ | - | - | - | - |
|  | Establishments not operated for the entire year | 6 | 7116 | 171 | 16 | 6 | 477 | - | - |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 226 | 817235 | 29852 | 6790 | 573 | 53204 | 304 | 289 |
|  | Establishments operated for the entire year | 187 | D | D | D | f | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. . . . . . . . . . . . . . . . . . . . . }$ | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 23 | 3743 | 1147 | 257 | 32 | 1944 | - | - |
|  | Establishments with sales of | 3 |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ...... | 15 | 5178 | 817 | 217 | 22 | 1429 | 8 | 7 |
|  | \$500,000 to \$999,999............ | 25 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 37 | 63346 | 3760 | 805 | 95 | 7440 | 63 | 34 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 30 | 107235 | 4884 | 1189 | 101 | 8621 | 5 | 31 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 26 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 20 | 295622 | 7014 | 1913 | 115 | 10919 | 136 | 145 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 39 | D | D | D | a | D | D | D |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 175 | 873594 | 52884 | 12139 | 1080 | 99155 | 6563 | 7804 |
|  | Establishments operated for the entire year | 167 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 4 | 278 | 92 | 23 | 6 | 140 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 9 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999 999 |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . Establishments with sales of | 21 | 15693 | 1749 | 443 | 54 | 2838 | 139 | 104 |
|  | \$1,000,000 to \$2,499,999. | 41 | 67432 | 6687 | 1603 | 153 | 11631 | 924 | 1163 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 20 | 74506 | 6215 | 1486 | 128 | 11126 | 619 | 1065 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 34 | 241867 | 13740 | 3053 | 270 | 24745 | 1603 | 1922 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 21 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 3 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 8 | D | D | D | a | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 355 | 1246861 | 46519 | 11139 | 1102 | 83935 | 7908 | 11906 |
|  | Establishments operated for the entire year | 326 | 1215146 | 45726 | 11054 | 1089 | 82426 | 7908 | 11906 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . .$. | 21 | 1319 | 426 | 96 | 28 | 738 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 39 |  | D | D | b |  | D |  |
|  | Establishments with sales of . . . . . | 39 |  | D | D | b | D | D | D |
|  | \$250,000 to \$499,999 ............ | 35 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 |  |  |  |  |  |  | 24 | 297 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218406 | Other industrial supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$1,000,000 to \$2,499,999 <br> Establishments with sales of | 72 | 114684 | 7340 | 1926 | 190 | 13485 | 835 | 937 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 60 | 211375 | 8780 | 2003 | 187 | 14960 | 96 | 120 |
|  | \$5,000,000 to \$9,999,999. | 38 | 256674 | 8590 | 1783 | 248 | 15894 | 930 | 1015 |
|  | \$10,000,000 to \$24,999,999 . . . . . . | 21 | 327454 | 8394 | 1721 | 131 | 15209 | 1049 | 1255 |
|  | \$25,000,000 or more....... | 6 | 259935 | 5857 | 2151 | 105 | 10264 | 4878 | 8163 |
|  | Establishments not operated for the entire year $\qquad$ | 29 | 31715 | 793 | 85 | 13 | 1509 | - | - |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Establishments operated for the entire year | 347 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 19 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 42 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . . | 36 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 37 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 63 | 104147 | 6704 | 1545 | 177 | 13063 | 418 | 516 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 63 | 224079 | 9057 | 1788 | 263 | 17733 | 332 | 506 |
|  | Establishments with sales of $\$ 5,000,000 \text { to } \$ 9,999,999 \text {. . }$ | 54 | 367879 | 13438 | 3027 | 288 | 23437 | 925 | 742 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 27 | D | D | D | e | D | D | D |
|  | Establishments with sales of |  | D |  |  |  |  |  |  |
|  | \$25,000,000 or more............ | 6 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 46 | D | D | D | b | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Establishments operated for the entire year | 347 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000. | 19 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 42 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 36 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 37 |  | D | D | c | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 .. | 63 | 104147 | 6704 | 1545 | 177 | 13063 | 418 | 516 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 63 | 224079 | 9057 | 1788 | 263 | 17733 | 332 | 506 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 54 | 367879 | 13438 | 3027 | 288 | 23437 | 925 | 742 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... | 27 | D | D | D | e | D | D | D |
|  | Establishments with sales of <br> $\$ 25,000,000$ or more . . . . . . . . . . . . | 6 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 46 | D | D | D | b | D | D | D |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 53 | D | D | D | c | D | D | D |
|  | Establishments operated for the entire year | 46 | D | D | D | c | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots . . . . . . . . . . . . . . . . . . . .$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots$. |  |  | D | D | a | D |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 \ldots . . . . .$. | 10 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ |  |  |  |  | b | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^43]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


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 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 49 | 207845 | 6689 | 1595 | 191 | 11867 | 162 | 187 |
|  | Establishments operated for the entire year | 42 | 203646 | 6376 | 1548 | 186 | 11117 | 162 | 187 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 7 | 405 | 145 | 28 | 12 | 231 | 24 | 25 |
|  | Establishments with sales of \$100,000 to \$249,999 | 6 | 853 | 244 | 49 | 10 | 337 | 5 | 5 |
|  | Estabishments with sales of $\$ 250,000$ to $\$ 499,999 . . . . . .$. | 6 | 2261 | 288 | 77 | 11 | 529 | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . | 5 | 3504 | 252 | 65 | 8 | 447 | 28 | 21 |
|  | Estabishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 6 | 10719 | 1276 | 280 | 95 | 2158 | 3 | 3 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 4 | 15190 | 303 | 73 | 12 | 768 | 102 | 133 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 5 | 35035 | 855 | 168 | 11 | 2060 | - | - |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 7 | 4199 | 313 | 47 | 5 | 750 | - | - |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 129 | 407181 | 11787 | 2342 | 285 | 22332 | 1859 | 1304 |
|  | Establishments operated for the entire year | 99 | 361776 | 10468 | 2264 | 261 | 19670 | 1859 | 1064 |
|  | Establishments with sales less than $\$ 100,000$ | 17 | 1105 | 379 | 92 | 24 | 603 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999. | 9 | 1478 | 521 | 106 | 21 | 800 | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 9 | 3334 | 230 | 68 | 14 | 454 | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | 13 |  | 1170 | 256 | 33 | 2508 | 34 | 34 |
|  | Establishments with sales of $\ldots \ldots$ |  | 9723 |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999. | 30 | 46815 | 3542 | 913 | 88 | 6873 | 167 | 168 |
|  | E2,500,000 to \$4,999,999 . . . . . . . | 10 | 34220 | 1185 | 169 | 21 | 2454 | - | - |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 4 | 28380 | 1030 | 249 | 38 | 2201 | 1034 | 638 |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... Establishments with sales of | 4 | D | D | D | a | D | D | D |
|  | \$25,000,000 or more. ..... | 3 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 30 | 45405 | 1319 | 78 | 24 | 2662 | - | 240 |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 451 | 904350 | 37942 | 8646 | 998 | 79046 | 10225 | 10366 |
|  | Establishments operated for the entire year | 375 | D | D | D | f | D | D | D |
|  | Establishments with sales less than | 35 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 59 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 49 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999 999 | 55 | D |  |  |  |  |  |  |
|  | \$500,000 to $\$ 999,999 \ldots \ldots \ldots .$. | 55 | D | D | D | c | D | D | D |
|  | \$1,000,000 to \$2,499,999 ....... | 80 | 122129 | 7260 | 1888 | 232 | 16524 | 1096 | 1465 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . .$. | 58 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 20 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 . . . . . | 17 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 76 | D |  | D |  | D | D | D |

[^44]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^45]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1379 | 3700167 | 118715 | 26462 | 3545 | 243319 | 4924 | 4196 |
|  | Establishments operated for the entire year | 1035 | 3384845 | 110998 | 25496 | 3356 | 225186 | 4894 | 4148 |
|  | E100,000 . . . . . . . . . . . . . . . . . . | 98 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 . . .$. | 181 | D | D | D | e | D | D | D |
|  | Establishments with sales of | 131 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 138 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 201 | 328456 | 17091 | 3865 | 560 | 37975 | 1112 | 926 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 132 | 469572 | 13381 | 3078 | 350 | 27057 | 167 | 184 |
|  | Establishments with sales of $\$ 5,000,000 \text { to } \$ 9,999,999 \text {. }$ | 81 | 542743 | 15104 | 3298 | 347 | 31922 | 19 | 39 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 51 | 754744 | 23278 | 5773 | 554 | 42239 | 2572 | 2219 |
|  | \$25,000,000 or more....... | 22 | 1108485 | 19447 | 4206 | 581 | 37357 | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 344 | 315322 | 7717 | 966 | 189 | 18133 | 30 | 48 |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1379 | 3700167 | 118715 | 26462 | 3545 | 243319 | 4924 | 4196 |
|  | Establishments operated for the entire year | 1035 | 3384845 | 110998 | 25496 | 3356 | 225186 | 4894 | 4148 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . .$. | 98 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 181 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  | D | D | e | D | D | D |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 131 | D | D | D | c | D | D | D |
|  | Estabishments with, sales of | 138 | D | D | D | e | D | D | D |
|  | Establishments with sales of | 201 | 328456 | 17091 | 3865 | 560 | 37975 | 1112 | 926 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 132 | 469572 | 13381 | 3078 | 350 | 27057 | 167 | 184 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 81 | 542743 | 15104 | 3298 | 347 | 31922 | 19 | 39 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 51 | 754744 | 23278 | 5773 | 554 | 42239 | 2572 | 2219 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 22 | 1108485 | 19447 | 4206 | 581 | 37357 | - | - |
|  | Establishments not operated for the entire year | 344 | 315322 | 7717 | 966 | 189 | 18133 | 30 | 48 |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 64 | 120890 | 4958 | 1212 | 137 | 13136 | 121 | 80 |
|  | Establishments operated for the entire year | 47 | 102826 | 4628 | 1176 | 122 | 12181 | 121 | 48 |
|  | Establishments with sales less than | 3 | 192 | 30 | 9 | 3 | 100 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999. | 12 | 2023 | 286 | 77 | 16 | 562 | 100 | 9 |
|  | Establishments with sales of \$250,000 to \$499,999 | 4 | 1542 | 177 | 39 | 4 | 449 | - |  |
|  | Establishments with sales of | 4 | 1542 | 177 | 39 | 4 | 449 | - | - |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 4 | 2699 | 214 | 38 | 8 | 603 | - | - |
|  | Establishments with sales of | 8 | 11246 | 555 | 123 | 21 | 1315 | 5 | 7 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 9 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  |  | D | D | b | D | D | D |
|  | \$5,000,000 to \$9,999,999 ....... | 5 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 17 | 18064 | 330 | 36 | 15 | 955 | - | 32 |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 188 | 715205 | 15414 | 3491 | 462 | 31701 | 179 | 212 |

[^46]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219902 | Forest products (except lumber) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 141 | 667903 | 14668 | 3385 | 439 | 30106 | 179 | 212 |
|  | Establishments with sales less than $\$ 100,000$ | 11 | 697 | 92 | 25 | 14 | 308 | 22 | 19 |
|  | Establishments with sales of \$100,000 to \$249,999 | 14 | 2411 | 386 | 116 | 20 | 849 | 20 | 21 |
|  | Establishments with sales of \$250,000 to \$499,999 | 14 | 5045 | 498 | 82 | 19 | 1458 | 79 | 111 |
|  | Establishments with sales of \$500,000 to \$999,999 | 22 | 15648 | 1192 | 256 | 37 | 2649 | 24 | 27 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 36 | 56811 | 2242 | 591 | 97 | 4508 | 2 | 13 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 22 | 79760 | 2329 | 547 | 63 | 4187 | 32 | 21 |
|  | Estabishments with sales of | 8 | 53594 | 1339 | 235 | 42 | 2645 | - | - |
|  | Establishments with sales of | 11 | 168620 | 4339 | 1003 | 99 | 8381 | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 3 | 285317 | 2251 | 530 | 48 | 5121 | - | - |
|  | Establishments not operated for the entire year | 47 | 47302 | 746 | 106 | 23 | 1595 | - | - |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 514 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year | 402 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 50 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 78 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 47 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 4 | D |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | 56 | D | D | D | c | D | D | D |
|  | \$1,000,000 to \$2,499,999 ....... | 66 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 40 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 36 | D | D | D | c | D | D | D |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 19 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more | 10 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 112 | D | D | D | b | D | D | D |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 140 | 321738 | 11830 | 3438 | 416 | 28590 | 511 | 615 |
|  | Establishments operated for the entire year | 102 | D | D | D | e | D | D | D |
|  | Establishments with sales less than \$100,000 | 6 | 492 | 111 | 30 | 7 | 271 | - | - |
|  | Establishments with sales of $\$ 100,000$ to \$249,999 | 20 | 3430 | 454 | 116 | 28 | 931 | 17 | 17 |
|  | Establishments with sales of \$250,000 to \$499,999 | 12 | 4146 | 493 | 117 | 23 | 1056 | 9 | 17 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999999$ | 13 |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 13 | D | D | D | b | D | D | D |
|  | \$1,000,000 to \$2,499,999 ....... | 23 | D | D | D | b | D | D | D |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 10 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 11 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 \ldots .$. | 5 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  | D | D | D | b | D | D | D |
|  | \$25,000,000 or more............. | 2 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 38 | D | D | D | b | D | D | D |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 124 | D | D | D | e | D | D | D |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 86 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 18 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . . . . . . .$. | 11 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 17 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 7 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 8 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  |  |  |  | b |  |  | D |
|  | \$10,000,000 to \$24,999,999 | 4 | D | D | D | b | D | D | D |
|  | $\$ 25,000,000 \text { or more. . . . . . . . . . . . }$ | 2 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year | 38 | D | D | D | b | D | D | D |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 16 | D | D | D | b | D | D | D |
|  | Establishments operated for the entire year | 16 | D | D | D | b | D | D | D |
|  |  |  | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of | 1 | D | D | D | a |  |  |  |
|  | \$250,000 to \$499,999 ........... | 1 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 3 | D | D | D | a | D | D | D |
|  | \$5,000,000 to \$9,999,999. | 3 | D | D | D | a | D | D | D |
|  | Es10,000,000 to \$24,999,999 . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 4219905 | Fire extinguishers \& fire safety equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 72 | D | D | D | c | D | D | D |
|  | Establishments operated for the entire year | 45 | D | D | D | c | D | D | D |
|  | Establishments with sales less than \$100,000 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 11 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots$.... |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999..... | 6 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 5 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  | D |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 $\ldots \ldots .$. | 13 | D | D | D | b | D | D | D |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$. |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year. | 27 | D | D | D | a | D | D | D |
| 4219906 | Other durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 401 | 010358 | 31983 | 6442 | 877 | 67929 | 941 | 743 |

[^47]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219906 | Other durable goods whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 298 | D | D | D | f | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 46 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 48 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 38 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 55 | 93305 | 5061 | 1186 | 149 | 11540 | 370 | 330 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999$ | 49 | 176914 | 4724 | 1126 | 118 | 9440 | 60 | 88 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$. | 20 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 6 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 103 | D | D | D | b | D | D | D |
| 422 | Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |
|  | All establishments . | 15813 | '210 280732 | 3860234 | 881785 | 121102 | 7159777 | 146688 | 171062 |
|  | Establishments operated for the entire year | 13426 | 198184360 | 3648870 | 838585 | 113724 | 6727928 | 145990 | 162521 |
|  | Establishments with sales less than $\$ 100,000$ | 700 | 43773 | 12468 | 3173 | 891 | 22646 | 169 | 90 |
|  | Establishments with sales of \$100,000 to \$249,999 | 1272 | 210044 | 47664 | 11147 | 2148 | 89357 | 1480 | 1383 |
|  | Establishments with sales of \$250,000 to \$499,999 | 1112 | 397724 | 49601 | 11399 | 2189 | 106755 | 1958 | 2044 |
|  | Establishments with sales of \$500,000 to \$999,999 | 1378 | 992145 | 89862 | 21195 | 3526 | 188331 | 5829 | 5657 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 Establishments with sales of | 2310 | 3738169 | 200064 | 46018 | 6944 | 417749 | 12643 | 12643 |
|  | \$2,500,000 to \$4,999,999 ....... | 1808 | 6360434 | 215649 | 48330 | 6875 | 435121 | 12884 | 14297 |
|  | Estabishments $\$ 5000$ to 9999,999 . | 1713 | 11978804 | 308445 | 70801 | 9907 | 591604 | 11898 | 14918 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 1706 | 26499755 | 548301 | 126475 | 18979 | 1040100 | 20935 | 27142 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 1427 | 147963512 | 2176816 | 500047 | 62265 | 3836265 | 78194 | 84347 |
|  | Establishments not operated for the entire year | 2387 | 12096372 | 211364 | 43200 | 7378 | 431849 | 698 | 8541 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1566 | 7602771 | 242505 | 56581 | 5335 | 452024 | 17175 | 18681 |
|  | Establishments operated for the entire year | 1392 | 7338641 | 234835 | 54873 | 5170 | 436385 | 17166 | 18679 |
|  | Establishments with sales less than $\$ 100,000$ | 102 | 6426 | 1812 | 485 | 137 | 3250 | - | 2 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 177 | 29287 | 7641 | 1656 | 285 |  | 164 | 240 |
|  | Establishments with sales of \$250,000 to \$499,999 | 156 | 56108 | 7073 | 1664 | 286 | 15066 | 109 | 145 |
|  | Establishments with sales of \$500,000 to \$999,999 | 218 | 156746 | 15677 | 3593 | 555 | 32054 | 663 | 687 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 265 | 437366 | 35033 | 8246 | 920 | 70305 | 2570 | 2939 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 146 | 513016 |  | 4973 | 506 | 42993 | 395 | 293 |
|  | Establishments with sales of | 166 | 1171628 | 34962 | 7916 | 613 | 60576 | 888 | 1327 |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 166 | 1171628 | 34962 | 7916 | 613 | 60576 | 888 | 1327 |
|  | \$10,000,000 to \$24,999,999 ...... | 106 | 1605061 | 36399 | 8668 | 605 | 67589 | 745 | 583 |
|  | $\$ 25,000,000 \text { or more. . . . . . . . . . . . }$ | 56 | 3363003 | 72962 | 17672 | 1263 | 131299 | 11632 | 12463 |
|  | Establishments not operated for the entire year | 174 | 264130 | 7670 | 1708 | 165 | 15639 | 9 | 2 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 177 | 1378150 | 33353 | 7722 | 616 | 69098 | 12457 | 13426 |
|  | Establishments operated for the entire year | 154 | 1317314 | 32487 | 7675 | 603 | 66069 | 12457 | 13426 |
|  | Establishments with sales less than \$100,000 | 8 | $433$ | 106 | 20 | 11 | 211 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 |  | D | D |  |  | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422120 | Stationery \& office supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$1,000,000 to \$2,499,999 | 130 | 208830 | 19197 | 4521 | 515 | 38151 | 1113 | 1279 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999 \text {. }$ | 46 | 157033 | 7611 | 1739 | 186 | 14506 | 180 | 110 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 51 | 370499 | 10444 | 2412 | 200 | 18516 | 52 | 27 |
|  | \$10,000,000 to \$24,999,999. | 32 | 490834 | 12665 | 2867 | 218 | 22889 | - | - |
|  | \$25,000,000 or more........ | 16 | 771938 | 15755 | 4113 | 497 | 30020 | - | - |
|  | Establishments not operated for the entire year | 67 | 58009 | 2567 | 534 | 62 | 4840 | - | - |
| 42213 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 654 | 4023074 | 121430 | 28138 | 2276 | 213931 | 2768 | 3182 |
|  | Establishments operated for the entire year | 570 | 3877789 | 117193 | 27011 | 2186 | 206161 | 2759 | 3180 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 32 | 2194 | 698 | 189 | 44 | 1143 | - | 2 |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 . . . .$. | 49 | 8038 | 2693 | 556 | 81 | 4159 | - | - |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 \ldots .$. | 34 | D | D | D | b | D | D | D |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 .... | 62 | D | D | D | c | D | D | D |
|  | Es1,000,000 to \$2,499,999 . | 114 | 191985 | 12640 | 2927 | 314 | 25917 | 794 | 963 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . | 87 | 306395 | 11626 | 2329 | 255 | 21809 | 173 | 155 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 5,000,000 \text { to } \$ 9,999,999 \text {. } \end{aligned}$ | 104 | 723018 | 22094 | 5044 | 384 | 38217 | 836 | 1260 |
|  | Establishments with sales of | 58 | 883671 | 19970 | 4852 | 345 | 35365 | 717 | 554 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$25,000,000 or more........ | 30 | 1704508 | 42423 | 9984 | 570 | 69451 | 34 | 21 |
|  | Establishments not operated for the entire year | 84 | 145285 | 4237 | 1127 | 90 | 7770 | 9 | 2 |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 654 | 4023074 | 121430 | 28138 | 2276 | 213931 | 2768 | 3182 |
|  | Establishments operated for the entire year | 570 | 3877789 | 117193 | 27011 | 2186 | 206161 | 2759 | 3180 |
|  | Establishments with sales less than | 32 | 2194 | 698 | 189 | 44 | 1143 | - | 2 |
|  | Establishments with sales of \$100,000 to \$249,999 | 49 | 8038 | 2693 | 556 | 81 | 4159 | - | - |
|  | Establishments with sales of | 4 |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 34 | D | D | D | b | D | D | D |
|  | E500,000 to \$999,999 ........... | 62 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 114 | 191985 | 12640 | 2927 | 314 | 25917 | 794 | 963 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 87 | 306395 | 11626 | 2329 | 255 | 21809 | 173 | 155 |
|  | Establishments with sales of |  | 306 |  |  |  |  | 173 |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 104 | 723018 | 22094 | 5044 | 384 | 38217 | 836 | 1260 |
|  | \$10,000,000 to \$24,999,999 ...... | 58 | 883671 | 19970 | 4852 | 345 | 35365 | 717 | 554 |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . | 30 | 1704508 | 42423 | 9984 | 570 | 69451 | 34 | 21 |
|  | Establishments not operated for the entire year | 84 | 145285 | 4237 | 1127 | 90 | 7770 | 9 | 2 |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 445 | 5451128 | 113644 | 23300 | 2526 | 234947 | 5047 | 5164 |
|  | Establishments operated for the entire year | 363 | 5215100 | 108011 | 22044 | 2360 | 222453 | 4746 | 4854 |
|  | Establishments with sales less than | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 32 | $\mathrm{D}$ | D | D | b | D | D | D |
|  | Establishments with sales of | 32 |  | D | D | b | D | D | D |
|  | $\$ 250,000 \text { to } \$ 499,999 \ldots . . . . . . .$ | 30 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 47 | 34374 | 3006 | 683 | 102 | 6743 | 44 | 43 |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999 \ldots \ldots \ldots$ | $72$ | 114219 | $5489$ | 1207 |  | 11274 | 951 | 864 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4222 | Drugs, \& druggists' sundries whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$2,500,000 to \$4,999,999 Establishments with sales of | 50 | 180932 | 6642 | 1513 | 207 | 14078 | 338 | 297 |
|  | \$5,000,000 to \$9,999,999 ....... | 43 | 306072 | 9705 | 2069 | 198 | 18535 | 550 | 704 |
|  | \$10,000,000 to \$24,999,999 | 39 | 615934 | 12911 | 2986 | 234 | 24786 | 325 | 339 |
|  | Establishments with sales of $\$ 25,000,000$ or more . ........ | 46 | 3948319 | 68518 | 13177 | 1343 | 143327 | 2454 | 2530 |
|  | Establishments not operated for the entire year............................. | 82 | 236028 | 5633 | 1256 | 166 | 12494 | 301 | 310 |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 445 | 5451128 | 113644 | 23300 | 2526 | 234947 | 5047 | 5164 |
|  | Establishments operated for the entire year | 363 | 5215100 | 108011 | 22044 | 2360 | 222453 | 4746 | 4854 |
|  | Establishments with sales less than $\$ 100,000$ | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 32 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 30 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 47 | 34374 | 3006 | 683 | 102 | 6743 | 44 | 43 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 72 | 114219 | 5489 | 1207 | 184 | 11274 | 951 | 864 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 50 | 180932 | 6642 | 1513 | 207 | 14078 | 338 | 297 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . | 43 | 306072 | 9705 | 2069 | 198 | 18535 | 550 | 704 |
|  | \$10,000,000 to \$24,999,999 | 39 | 615934 | 12911 | 2986 | 234 | 24786 | 325 | 339 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 46 | 3948319 | 68518 | 13177 | 1343 | 143327 | 2454 | 2530 |
|  | Establishments not operated for the entire year | 82 | 236028 | 5633 | 1256 | 166 | 12494 | 301 | 310 |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 445 | 5451128 | 113644 | 23300 | 2526 | 234947 | 5047 | 5164 |
|  | Establishments operated for the entire year | 363 | 5215100 | 108011 | 22044 | 2360 | 222453 | 4746 | 4854 |
|  | Establishments with sales less than $\$ 100,000 \text {............................. }$ | 4 | D | D | D | a | D | D | D |
|  | \$100,000 to \$249,999 ........... | 32 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 30 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 47 | 34374 | 3006 | 683 | 102 | 6743 | 44 | 43 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 72 | 114219 | 5489 | 1207 | 184 | 11274 | 951 | 864 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999$ | 50 | 180932 | 6642 | 1513 | 207 | 14078 | 338 | 297 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 43 | 306072 | 9705 | 2069 | 198 | 18535 | 550 | 704 |
|  | Establishments with sales of ...... |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ... | 39 | 615934 | 12911 | 2986 | 234 | 24786 | 325 | 339 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 46 | 3948319 | 68518 | 13177 | 1343 | 143327 | 2454 | 2530 |
|  | Establishments not operated for the entire year $\qquad$ | 82 | 236028 | 5633 | 1256 | 166 | 12494 | 301 | 310 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 445 | 5451128 | 113644 | 23300 | 2526 | 234947 | 5047 | 5164 |
|  | Establishments operated for the entire year | 363 | 5215100 | 108011 | 22044 | 2360 | 222453 | 4746 | 4854 |
|  | Establishments with sales less than \$100,000 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 32 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 30 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 ............ | 47 | 34374 | 3006 | 683 | 102 | 6743 | 44 | 43 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 72 | 114219 | 5489 | 1207 | 184 | 11274 | 951 | 864 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | $50$ | 180932 | $6642$ | $1513$ | $207$ | 14078 | 338 | 297 |

[^48]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | 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 ${ }^{\text {¹ }}$ (\$1,000) | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42232 | Men's \& boys' clothing \& furnishings whsle-Con. <br> Establishments not operated for the entire year. | 72 | 138107 | 2749 | 549 | 56 | 6564 | - | 256 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 660 | 2927495 | 76803 | 17588 | 1606 | 167770 | 3932 | 4655 |
|  | Establishments operated for the entire year | 588 | 2789388 | 74054 | 17039 | 1550 | 161206 | 3932 | 4399 |
|  | Establishments with sales less than \$100,000 | 21 | 1370 | 283 | 72 | 23 | 613 | 10 | 10 |
|  | Establishments with sales of <br> \$100,000 to \$249,999 . . . . . . . . . . . . | 45 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999. | 36 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 66 | 48866 | 4427 | 1027 | 139 | 9946 | 570 | 562 |
|  | Estabishments with sales of | 145 | D | D | D | e | D | D | D |
|  | \$2,500,000 to \$4,999,999 | 112 | D | D | D | e | D | D | D |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 95 | 640872 | 13443 | 3316 | 277 | 26345 | 282 | 238 |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \ldots . .$ Establishments with sales of | 47 | 695203 | 14549 | 3735 | 199 | 30703 | 539 | 703 |
|  | \$25,000,000 or more............ | 21 | 765356 | 16710 | 3183 | 180 | 37620 | - | - |
|  | Establishments not operated for the entire year . $\qquad$ | 72 | 138107 | 2749 | 549 | 56 | 6564 | - | 256 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1203 | 4735312 | 147928 | 31213 | 3132 | 289901 | 6423 | 7722 |
|  | Establishments operated for the entire year | 967 | D | D | D | h | D | D | D |
|  | Establishments with sales less than \$100,000 | 42 | 2937 | 591 | 147 | 52 | 1483 | 6 | 12 |
|  | Establishments with sales of \$100,000 to \$249,999 | 90 | 15334 | 2447 | 660 | 155 | 6448 | 77 | 30 |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . | 87 | 32066 | 4322 | 990 | 181 | 9705 | 305 | 247 |
|  | Establishments with sales of \$500,000 to \$999,999 .............. | 123 | 89243 | 6512 | 1673 | 240 | 13857 | 436 | 332 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 249 | 400793 | 16770 | 3654 | 514 | 37609 | 1037 | 1400 |
|  | Establishments with sales of $\$ 2,500,000 \text { to } \$ 4,999,999$ | 164 | D | D | D | e | D | D | D |
|  | \$5,000,000 to \$9,999,999. | 115 | 779708 | 20279 | 4526 | 526 | 44792 | 375 | 418 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 ...... . | 71 | 1063842 | 28160 | 6075 | 502 | 52547 | 542 | 984 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 26 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year . $\qquad$ | 236 | D |  | D | c | D | D | D |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  | D |  |  |  |  |  |
|  | All establishments ....... | 1203 | 4735312 | 147928 | 31213 | 3132 | 289901 | 6423 | 7722 |
|  | Establishments operated for the entire year | 967 | D | D | D | h | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . .$. | 42 | 2937 | 591 | 147 | 52 | 1483 | 6 | 12 |
|  | Establishments with sales of \$100,000 to \$249,999 | 90 | 15334 | 2447 | 660 | 155 | 6448 | 77 | 30 |
|  | Establishments with sales of \$250,000 to \$499,999 | 87 | 32066 | 4322 | 990 | 181 | 9705 | 305 | 247 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$ | 123 | 89243 | 6512 | 1673 | 240 | 13857 | 436 | 332 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 249 | 400793 | 16770 | 3654 | 514 | 37609 | 1037 | 1400 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . . . .$. | 164 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 115 | 779708 | 20279 | 4526 | 526 | 44792 | 375 | 418 |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999 \ldots \ldots$ Establishments with sales of |  | 1063842 | 28160 |  | 502 |  | 542 | 984 |
|  | \$25,000,000 or more............ | 26 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year. | 236 | D | D | D | c | D | D | D |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42234 | Footwear whsle-Con. <br> All establishments $\qquad$ | 378 | 4242357 | 141753 | 31529 | 2032 | 270359 | 11146 | 11891 |
|  | Establishments operated for the entire year | 322 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \ldots \ldots \ldots \ldots . . .$ | 8 | 680 | 103 | 28 | 10 | 306 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 38 | 6095 | 1241 | 319 | 49 | 2514 | 2 | 5 |
|  | Establishments with sales of \$250,000 to \$499,999 | 23 | 7887 | 1211 | 285 | 43 | 3127 | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | 39 | 28039 | 2948 | 630 | 81 | 7571 | 210 | 217 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 54 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 70 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 37 | 247110 | 6792 | 1435 | 130 | 14749 | 83 | 73 |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \ldots . .$ <br> Establishments with sales of | 28 | 445496 | 11122 | 2548 | 111 | 20915 | - | - |
|  | \$ $25,000,000$ or more............. | 25 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 56 | D | D | D | b | D | D | D |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 378 | 4242357 | 141753 | 31529 | 2032 | 270359 | 11146 | 11891 |
|  | Establishments operated for the entire year | 322 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 8 | 680 | 103 | 28 | 10 | 306 | - | - |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots . . . . . .$. | 38 | 6095 | 1241 | 319 | 49 | 2514 | 2 | 5 |
|  | Establishments with sales of \$250,000 to \$499,999 |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999............ | 23 | 7887 | 1211 | 285 | 43 | 3127 | - | - |
|  | $\$ 500,000 \text { to } \$ 999,999 \ldots . . .$ | 39 | 28039 | 2948 | 630 | 81 | 7571 | 210 | 217 |
|  | \$1,000,000 to \$2,499,999 ........ | 54 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 70 | D | D | D | c | D | D | D |
|  | Establishments with sales of . ${ }^{\text {a }}$. | 70 | D | D |  | c | D | D | - |
|  | \$5,000,000 to \$9,999,999 <br> Establishments with sales of | 37 | 247110 | 6792 | 1435 | 130 | 14749 | 83 | 73 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 28 | 445496 | 11122 | 2548 | 111 | 20915 | - | - |
|  | E25,000,000 or more. . . . . . . . . . . . . | 25 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 56 | D | D | D | b | D | D | D |
| 4224 | Grocery \& related products whsle <br> All establishments | 4652 | 113150470 | 2043803 | 476829 | 62493 | 3587796 | 42628 | 47860 |
|  | Establishments operated for the entire year | 4035 | 105357153 | 1922755 | 448447 | 58599 | 3350483 | 42349 | 47564 |
|  | Establishments with sales less than $\$ 100,000 .$ | 129 | 8938 | 2377 | 604 | 166 | 4314 | 26 | 24 |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 237 | 40367 | 8019 | 1915 | 417 | 15575 | 123 | 97 |
|  | Establishments with sales of \$250,000 to \$499,999 | 309 | 110302 | 11321 | 2564 | 564 | 23228 | 348 | 385 |
|  | Establishments with sales of \$500,000 to \$999,999 | 316 | 225318 | 18755 | 4389 | 795 | 37007 | 769 | 808 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 561 | 918904 | 45226 | 10282 | 1693 | 91599 | 2080 | 2314 |
|  | Establishments with sales of $\$ 2500,000$ to $\$ 4,999,999$ |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 Establishments with sales of | 499 | 1759979 | 53784 | 11779 | 1784 | 108526 | 2794 | 2495 |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 517 | 3611846 | 92637 | 22154 | 2640 | 171340 | 2635 | 2729 |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \ldots \ldots$ | 653 | 10521023 | 216225 | 48907 | 6351 | 392220 | 5607 | 9094 |
|  | $\$ 25,000,000$ or more | 814 | 88160476 | 1474411 | 345853 | 44189 | 2506674 | 27967 | 29618 |
|  | Establishments not operated for the entire year $\qquad$ | 617 | 7793317 | 121048 | 28382 | 3894 | 237313 | 279 | 296 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Establishments operated for the entire year | 624 | 47480626 | 799086 | 186436 | 26594 | 1337037 | 19548 | 20161 |
|  | Establishments with sales less than \$100,000 | 62 | - | - | - | - | - | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 ........... | - | - | - | - | - | - | - | - |
|  |  |  |  |  |  |  |  | 28 | 20 |

[^49]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42241 | General-line grocery whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with sales of \$500,000 to \$999,999 $\qquad$ | 19 | 15386 | 358 | 81 | 25 | 692 | 114 | 110 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 .$. | 49 | 79532 | 2444 | 579 | 107 | 4704 | 63 | 61 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 75 | 266274 | 5590 | 1137 | 207 | 10887 | 791 | 876 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 75 | 499434 | 10041 | 2165 | 330 | 17670 | - | - |
|  | \$10,000,000 to \$24,999,999 | 120 | 1967381 | 37841 | 8782 | 1277 | 65838 | 49 | 56 |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 25,000,000 \text { or more. . . . . } \end{aligned}$ | 270 | 44646737 | 742631 | 173649 | 24630 | 1236901 | 18503 | 19038 |
|  | Establishments not operated for the entire year $\qquad$ | 124 | 5267136 | 59114 | 14376 | 2003 | 121094 | - | - |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Establishments operated for the entire year | 624 | 47480626 | 799086 | 186436 | 26594 | 1337037 | 19548 | 20161 |
|  | Establishments with sales less than \$100,000 | - | , |  | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | _ | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 16 | 5882 | 181 | 43 | 18 | 345 | 28 | 20 |
|  | Establishments with sales of \$500,000 to \$999,999 | 19 | 15386 | 358 | 81 | 25 | 692 | 114 | 110 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 49 | 79532 | 2444 | 579 | 107 | 4704 | 63 | 61 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999. | 75 | 266274 | 5590 | 1137 | 207 | 10887 | 791 | 876 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 75 | 499434 | 10041 | 2165 | 330 | 17670 | _ | - |
|  | Establishments with sales of | 120 | 1967381 | 37841 | 8782 | 1277 | 65838 | 49 | 56 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 270 | 44646737 | 742631 | 173649 | 24630 | 1236901 | 18503 | 19038 |
|  | Establishments not operated for the entire year $\qquad$ | 124 | 5267136 | 59114 | 14376 | 2003 | 121094 | - | - |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Establishments operated for the entire year | 624 | 47480626 | 799086 | 186436 | 26594 | 1337037 | 19548 | 20161 |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to $\$ 249,999$. . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 16 | 5882 | 181 | 43 | 18 | 345 | 28 | 20 |
|  | Establishments with sales of \$500,000 to \$999,999 | 19 | 15386 | 358 | 81 | 25 | 692 | 114 | 110 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 49 | 79532 | 2444 | 579 | 107 | 4704 | 63 | 61 |
|  | Establishments with sales of $\ldots \ldots$ |  | 7953 |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 75 | 266274 | 5590 | 1137 | 207 | 10887 | 791 | 876 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 75 | 499434 | 10041 | 2165 | 330 | 17670 | - | - |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 120 | 1967381 | 37841 |  | 1277 |  | 49 | 56 |
|  | Establishments with sales of $\ldots \ldots$. | 120 |  | 37841 | 8782 | 1277 |  | 49 | 56 |
|  | \$25,000,000 or more............ | 270 | 44646737 | 742631 | 173649 | 24630 | 1236901 | 18503 | 19038 |
|  | Establishments not operated for the entire year | 124 | 5267136 | 59114 | 14376 | 2003 | 121094 | - | - |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 2959 |
|  | Establishments operated for the entire year | 630 | 16590176 | 270134 | 61529 | 7075 | 467839 | 2632 | 2944 |
|  | Establishments with sales less than \$100,000 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 5 |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 . . . . . . . . . . . . Establishments with sales of | 5 | D | D | D | a | D | D | D |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 17 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 35 | 26525 | 728 | 172 | 46 | 1534 | 24 | 24 |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  | 24 |
|  | \$1,000,000 to \$2,499,999 ....... | 75 | 128894 | 3758 | 910 | 182 | 7712 | 2 | 18 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . .$. | 85 | 301973 | 5816 | 1389 | 230 | 11174 | 611 | 471 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^50]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422440 | Poultry \& poultry product whsle <br> All establishments ........ | 113 | D | D | D | e | D | D | D |
|  | Establishments operated for the entire year | 101 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . .$. | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 21 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 24 | D | D | D | b | D | D | D |
|  | Estabishments to \$24,999,999 . . . . . | 18 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$25,000,000 or more. . . . . . . . . . . . . | 18 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 12 | D | D | D | a | D | D | D |
| 4224401 | Live poultry whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5 | D | D | D | b | D | D | D |
|  | Establishments operated for the entire year | 3 | D | D | D | b | D | D | D |
|  | Establishments with sales less than $\$ 100,000 .$ | - | - | - | _ | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - |  |
|  | Establishments with sales of . . $\quad$.... | - | - | - | - | - | - | - | - |
|  | \$500,000 to \$999,999............ | - | - | - | - | - | - | - | - |
|  | $\begin{aligned} & \text { Establishments with sales of } \\ & \$ 1,000,000 \text { to } \$ 2,499,999 \text {. . . . . . . } \end{aligned}$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | - | - | - | - | - | - | - | - |
|  | \$10,000,000 to \$24,999,999 . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . . | 1 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 2 | D | D | D | a | D | D | D |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 108 | D | D | D | e | D | D | D |
|  | Establishments operated for the entire year | 98 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 . \ldots \ldots . . . . . . . . . . . . . . ~$ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$100,000 to \$249, 999 | - | - | - | - | - | - | - |  |
|  | Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of . $\ldots$.... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 19 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  | D |  |  |
|  |  | 18 | D | D | D | b | D | D | D |
|  | \$25,000,000 or more............. | 17 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 10 | D | D | D | a | D | D | D |
| 42245 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 357 | 037847 | 69013 | 16381 | 2286 | 122608 | 731 | 931 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42245 | Confectionery whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 307 | 2757643 | 62217 | 13619 | 1898 | 111697 | 731 | 931 |
|  | Establishments with sales less than \$100,000. | 11 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | 4116 | 326 | 64 | 30 | 884 | 7 | 5 |
|  | Establishments with sales of \$250,000 to \$499,999 | 35 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 31 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 34 | 54405 | 1725 | 470 | 79 | 3235 | 229 | 313 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ........ | 45 | 155707 | 6125 | 1208 | 194 | 13295 | - | 107 |
|  | \$5,000,000 to \$9,999,999. | 46 | 332466 | 7583 | 1617 | 259 | 13413 | - | - |
|  | Establishments with sales of <br> \$10,000,000 to \$24,999,999 | 49 | 777350 | 18101 | 4113 | 543 | 30830 | 114 | 118 |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 32 | 1398373 | 25703 | 5611 | 653 | 44338 | 219 | 245 |
|  | Establishments not operated for the entire year $\qquad$ | 50 | 280204 | 6796 | 2762 | 388 | 10911 | - | - |
| 422450 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 357 | 3037847 | 69013 | 16381 | 2286 | 122608 | 731 | 931 |
|  | Establishments operated for the entire year | 307 | 2757643 | 62217 | 13619 | 1898 | 111697 | 731 | 931 |
|  | Establishments with sales less than $\$ 100,000$. | 11 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 |  | 326 | 64 | 30 | 884 | 7 | 5 |
|  | Establishments with sales of | 24 |  | 326 | 64 | 30 | 884 | 7 | 5 |
|  | \$250,000 to \$499,999 ....... | 35 | D | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 31 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 34 | 54405 | 1725 | 470 | 79 | 3235 | 229 | 313 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 | 45 | 155707 | 6125 | 1208 | 194 | 13295 | - | 107 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 46 | 332466 | 7583 | 1617 | 259 | 13413 | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999 \ldots \ldots$. Establishments with sales of | 49 | 777350 | 18101 | 4113 | 543 | 30830 | 114 | 118 |
|  | $\$ 25,000,000$ or more | 32 | 1398373 | 25703 | 5611 | 653 | 44338 | 219 | 245 |
|  | Establishments not operated for the entire year | 50 | 280204 | 6796 | 2762 | 388 | 10911 | - | - |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 108 | 832985 | 16294 | 3402 | 444 | 30039 | 472 | 1129 |
|  | Establishments operated for the entire year $\qquad$ | 86 | 788302 | 15514 | 3207 | 427 | 28531 | 472 | 1129 |
|  | Establishments with sales less than \$100,000 | 5 | 343 | 101 | 22 | 6 | 184 | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 . . . . | 5 | 845 | 115 | 28 | 7 | 307 | - | - |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . . . . . . . . ~$ | 10 | 3515 | 404 | 99 | 17 | 874 | - | - |
|  | Establishments with sales of \$500,000 to \$999,999 | 10 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 15 | D | D | D | c | D | D |  |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  | D | D | D | c | D | D | D |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 13 | D | D | D | b | D | D | D |
|  | Estabisho,000 to \$9,999,999 ........ | 13 | 88294 | 2349 | 507 | 56 | 4646 | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 6 | 95932 | 1129 | 301 | 24 | 1837 | - | - |
|  | \$25,000,000 or more....... | 9 | 519085 | 8769 | 1678 | 160 | 14989 | 385 | 931 |
|  | Establishments not operated for the entire year | 22 | 44683 | 780 | 195 | 17 | 1508 | - | - |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 108 | 832985 | 16294 | 3402 | 444 | 30039 | 472 | 1129 |
|  | Establishments operated for the entire year | 86 | 788302 | 15514 | 3207 | 427 | 28531 | 472 | 1129 |
|  | Establishments with sales less than |  |  |  |  |  |  |  |  |
|  | \$100,000 ....................... | 5 | 343 | 101 | 22 | 6 | 184 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 . . . . . . . . . . . . Establishments with sales of | 5 | 845 | 115 | 28 | 7 | 307 | - | - |
|  | \$250,000 to \$499,999 .... |  | 3515 | 404 | 99 | 17 | 874 | - | - |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422460 | Fish \& seafood whsle-Con. <br> Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with sales of \$500,000 to \$999,999 | 10 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . \ldots .$. | 15 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 13 | 88294 | 2349 | 507 | 56 | 4646 | - | - |
|  | \$10,000,000 to \$24,999,999 | 6 | 95932 | 1129 | 301 | 24 | 1837 | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 9 | 519085 | 8769 | 1678 | 160 | 14989 | 385 | 931 |
|  | Establishments not operated for the entire year $\qquad$ | 22 | 44683 | 780 | 195 | 17 | 1508 | - | - |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 298 | 4154013 | 64989 | 15916 | 1641 | 116647 | 2917 | 3444 |
|  | Establishments operated for the entire year <br> Establishments with sales less than | 262 | 4012303 | 62984 | 15397 | 1576 | 112561 | 2865 | 3441 |
|  | \$100,000 ...................... | 11 | 802 | 203 | 58 | 13 | 379 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 13 | 2023 | 424 | 114 | 23 | 883 | 1 | 1 |
|  | Establishments with sales of \$250,000 to \$499,999 | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 23 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 38 | D | D | D | c | D | D | D |
|  | \$2,500,000 to \$4,999,999. | 32 | 108856 | 3259 | 780 | 101 | 6292 | 72 | 66 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 37 | 244877 | 5803 | 1374 | 156 | 12046 | 143 | 154 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 51 | 776172 | 11710 | 2796 | 305 | 21044 | 614 | 1096 |
|  | Establishments with sales of $\$ 25,000,000$ or more | 44 | 2798599 | 36987 | 9260 | 789 | 63096 | 1831 | 1781 |
|  | Establishments not operated for the entire year $\qquad$ | 36 | 141710 | 2005 | 519 | 65 | 4086 | 52 | 3 |
| 422470 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 298 | 4154013 | 64989 | 15916 | 1641 | 116647 | 2917 | 3444 |
|  | Establishments operated for the entire year | 262 | 4012303 | 62984 | 15397 | 1576 | 112561 | 2865 | 3441 |
|  | Establishments with sales less than \$100,000 | 11 | 802 | 203 | 58 | 13 | 379 | - |  |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999 . . . . . . . . . . | 13 | 2023 | 424 | 114 | 23 | 883 | 1 | 1 |
|  | Establishments with sales of \$250,000 to \$499,999 | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 23 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots$. |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 38 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . . .$. | 32 | 108856 | 3259 | 780 | 101 | 6292 | 72 | 66 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 Establishments with sales of | 37 | 244877 | 5803 | 1374 | 156 | 12046 | 143 | 154 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 51 | 776172 | 11710 | 2796 | 305 | 21044 | 614 | 1096 |
|  | \$25,000,000 or more. . . . . . . . . . . . . | 44 | 2798599 | 36987 | 9260 | 789 | 63096 | 1831 | 1781 |
|  | Establishments not operated for the entire year | 36 | 141710 | 2005 | 519 | 65 | 4086 | 52 | 3 |
| 42248 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 647 | 5923035 | 180830 | 41516 | 4960 | 370545 | 6688 | 7855 |
|  | Establishments operated for the entire year | 510 | 5501513 | 167855 | 39318 | 4651 | 338555 | 6476 | 7601 |
|  | Establishments with sales less than \$100,000 | 13 | 1011 | 233 | 76 | 16 | 507 | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$100,000 to \$249,999.... | 27 | 4580 | 955 | 189 | 37 | 1807 | 1 | - |
|  | Establishments with sales of | 20 | 7317 | 884 | 204 | 40 | 2050 | 20 | 25 |
|  | Establishments with sales of \$500,000 to \$999,999 | 42 | 30688 | 4242 | 1004 | 133 | 8160 |  |  |
|  | Establishments with sales of $\ldots \ldots$. | 42 |  | 4242 |  | 133 | 8160 | 30 | 62 |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 101 | 172458 | 10018 | 2171 | 343 | 21245 | 101 | 61 |
|  | \$2,500,000 to \$4,999,999 . . . . . . . . |  | 345153 | 16259 | 3620 | 585 | 34839 | 391 | 431 |

[^51]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422490 | Other grocery \& related products whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 196 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 167 | D | D | D | f | D | D | D |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 115 | 1472900 | 26226 | 5662 | 654 | 47505 | 390 | 321 |
|  | Establishments operated for the entire year | 102 | 1299139 | 23642 | 5592 | 643 | 42586 | 390 | 321 |
|  | \$100,000 ..................... | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 9 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 18 | 30725 | 1369 | 277 | 34 | 3170 | 101 | 103 |
|  | Establishments with sales of | 7 |  |  |  | 15 |  |  |  |
|  | Establishments with sales of $\begin{aligned} & \text { \% }\end{aligned}$ | 7 | 23155 | 693 | 182 | 15 | 1468 | - | - |
|  | \$5,000,000 to \$9,999,999 | 14 | 102584 | 2368 | 453 | 46 | 3853 | 131 | 52 |
|  | Establishment to \$24,999,999 . | 12 | 183797 | 3914 | 1012 | 138 | 6137 | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 11 | 944473 | 13152 | 3096 | 289 | 23780 | - | - |
|  | Establishments not operated for the entire year | 13 | 173761 | 2584 | 70 | 11 | 4919 | - | - |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 351 | 1690138 | 46252 | 10524 | 1377 | 81240 | 309 | 354 |
|  | Establishments operated for the entire year | 316 | 1657000 | 45233 | 10436 | 1344 | 79026 | 309 | 346 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 26 | 1611 | 366 | 90 | 31 | 712 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 39 |  | 1204 | 301 | 70 | 2141 | 38 | 28 |
|  | Establishments with sales of $\ldots \ldots$ |  |  | 1204 | 301 | 70 | 2141 | 38 | 28 |
|  | \$250,000 to \$499,999...... | 104 | 36597 | 3224 | 756 | 173 | 6052 | 83 | 97 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 41 | 26479 | 2480 | 553 | 107 | 4360 | 53 | 68 |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . .$. | 38 | 54985 | 4541 | 1017 | 146 | 8903 | 3 | 77 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 17 | 56297 | 1780 | 394 | 70 | 2948 | 27 | 25 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 20 | 136453 | 3356 | 777 | 67 | 5963 | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ...... Establishments with sales of | 16 | 228762 | 4610 | 1034 | 120 | 8766 | - | - |
|  | $\$ 25,000,000$ or more | 15 | 1108657 | 23672 | 5514 | 560 | 39181 | 105 | 51 |
|  | Establishments not operated for the entire year | 35 | 33138 | 1019 | 88 | 33 | 2214 | - | 8 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 90 | 423591 | 9289 | 1942 | 280 | 16377 | 65 | 66 |
|  | Establishments operated for the entire year | 75 | 419515 | 9048 | 1814 | 264 | 15957 | 65 | 66 |
|  | Establishments with sales less than $\$ 100,000$ | 7 | 509 | 176 | 40 | 12 | 266 | 1 | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 250,000 \text { to } \$ 499,999 \ldots . . . . . . .$ | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 8 | 6098 | 549 | 113 | 22 | 914 | 53 | 55 |
|  |  |  | 34949 |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 Establishments with sales of | 22 | 34949 | 1729 | 375 | 57 | 4043 | - | - |
|  | \$2,500,000 to \$4,999,999 ....... | 2 | D | D | D | a | D | D | D |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 4 | 34046 | 919 | 134 | 19 | 1568 | - | - |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ | 2 | D | D | D | a | D | D | D |
|  | \$25,000,000 or more............. | 3 | 290538 | 3090 | 603 | 73 | 4772 | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 15 | $4076$ | 241 | 128 | 16 | $420$ | - | - |

See footnotes at end of table.

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224904 | Canned goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 238 | 6882311 | 126819 | 27953 | 3166 | 217916 | 4580 | 6395 |
|  | Establishments operated for the entire year | 208 | 6745174 | 118933 | 27406 | 3088 | 204523 | 4580 | 6395 |
|  | Establishments with sales less than \$100,000 | 7 | 615 | 200 | 54 | 14 | 342 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . | 14 | 2264 | 518 | 122 | 23 | 1104 | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 11 |  | 1017 | 175 | 22 | 1953 |  |  |
|  | Establishments with sales of $\ldots \ldots$ | 11 | 3856 | 1017 | 175 | 22 | 1953 | - | - |
|  | \$500,000 to \$999,999 ........... | 15 | 9659 | 1019 | 253 | 39 | 1966 | - | - |
|  | \$1,000,000 to \$2,499,999. | 32 | D | D | D | c | D | D | D |
|  | \$2,500,000 to \$4,999,999. | 20 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 27 | 192774 | 3236 | 729 | 105 | 5862 | 95 | 102 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 Establishments with sales of | 37 | 582724 | 10511 | 2295 | 250 | 17958 | 1245 | 2904 |
|  | \$25,000,000 or more............ | 45 | 5826919 | 97988 | 22761 | 2486 | 165569 | 2603 | 3027 |
|  | Establishments not operated for the entire year. | 30 | 137137 | 7886 | 547 | 78 | 13393 | - | - |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 139 | 2320600 | 43807 | 9758 | 1120 | 77455 | 190 | 330 |
|  | Establishments operated for the entire year | 136 | D | D | D | g | D | D | D |
|  | Establishments with sales less than |  |  |  |  | g |  |  |  |
|  | \$100,000 ....................... | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of | 10 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 9 | 3030 | 456 | 112 | 13 | 842 | 4 | 5 |
|  |  | 8 | 4763 | 511 | 133 | 22 | 1240 | - | 35 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 ........ . | 19 | 33669 | 2301 | 478 | 50 | 4258 | 18 | 23 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 17 | D | D | D | b | D | D | D |
|  | $\begin{aligned} & \text { Establishments with, sales of } \\ & \$ 5,00,000 \text { to } \$ 9,999,999 . . . . . . \end{aligned}$ | 24 | 164071 | 3587 | 796 | 94 | 5725 | 165 | 255 |
|  | \$10,000,000 to \$24,999,999 ...... | 23 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . ............. | 20 | 1676806 | 25859 | 6079 | 726 | 46308 | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 3 | D | D | D | a | D | D | D |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 588 | D | D | D | i | D | D | D |
|  | Establishments operated for the entire year | 517 | D | D | D | i | D | D | D |
|  | Establishments with sales less than \$100,000 | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots . . . . .$. | 56 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 .......... | 26 | D | D | D | b | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 48 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 81 | D | D | D | e | D | D | D |
|  | Establishments with sales of |  |  | D | D |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 54 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 43 | D | D | D | e | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 ..... | 79 | D | D | D | g | D | D | D |
|  | \$25,000,000 or more . . . . . . . . . . | 102 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 71 | D | D | D | f | D | D | D |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1494 | 33902691 | 209654 | 49221 | 23425 | 489969 | 13057 | 25131 |

[^52]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4225 | Farm-product raw material whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1203 | 32203935 | 191812 | 44640 | 21203 | 440449 | 13047 | 17653 |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 16 | 1101 | 254 | 55 | 30 | 485 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 26 | 4440 | 1176 | 271 | 93 | 1897 | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 40 | 14643 | 1195 | 236 | 108 | 2475 | 6 | 7 |
|  | Establishments with sales of \$500,000 to \$999,999 | 61 | 45129 | 2411 | 608 | 335 | 6070 | 142 | 134 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 133 | 219838 | 6212 | 1541 | 836 | 15506 | 999 | 910 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 158 | 572380 | 10464 | 2480 | 1509 | 24294 | 1268 | 2433 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 213 | 1577392 | 22642 | 5374 | 3401 | 52227 | 1120 | 1871 |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . .$. | 336 | 5296405 | 58199 | 13616 | 7964 | 129356 | 3295 | 3916 |
|  | Establishments with sales of ${ }_{\text {a }}$. $\ldots$. |  |  | 58199 |  |  | 129356 | 3295 | 3916 |
|  | \$25,000,000 or more............ | 220 | 24472607 | 89259 | 20459 | 6927 | 208139 | 6217 | 8382 |
|  | Establishments not operated for the entire year | 291 | 1698756 | 17842 | 4581 | 2222 | 49520 | 10 | 7478 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 135 | 15045234 | 22566 | 4323 | 478 | 44921 | 1739 | 2541 |
|  | Establishments operated for the entire year | 123 | 15029941 | 22408 | 4298 | 467 | 44532 | 1739 | 2541 |
|  | Establishments with sales less than $\$ 100,000 .$ | 7 | 539 | 107 | 22 | 10 | 240 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 10 | 1621 | 662 | 158 | 17 | 945 | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999........... | 5 | 1662 | 317 | 74 | 9 | 526 | - | - |
|  | \$500, 000 to \$999,999..... | 9 | 6767 | 471 | 91 | 25 | 1146 | 123 | 127 |
|  | \$1,000,000 to \$2,499,999. | 14 | 22148 | 1018 | 305 | 61 | 2109 | 8 | 1 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 20 | 72302 | 1185 | 287 | 44 | 3490 | 593 | 1402 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 10 | 80233 | 655 | 103 | 21 | 1487 | - | 33 |
|  | Establishments with sales of $\$ 10,000,000 \text { to } \$ 24,999,999$ | 22 | 367520 | 4142 | 864 | 84 | 7392 | 128 | 150 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 26 | 14477149 | 13851 | 2394 | 196 | 27197 | 887 | 828 |
|  | Establishments not operated for the entire year | 12 | 15293 | 158 | 25 | 11 | 389 | - | - |
| 422510 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 135 | 15045234 | 22566 | 4323 | 478 | 44921 | 1739 | 2541 |
|  | Establishments operated for the entire year | 123 | 15029941 | 22408 | 4298 | 467 | 44532 | 1739 | 2541 |
|  | Establishments with sales less than | 7 | 539 | 107 | 22 | 10 | 240 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 10 | 1621 | 662 | 158 | 17 | 945 | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | 5 |  | 317 | 74 | 9 | 526 | - | - |
|  |  |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 . . . . . . . . . . . . Establishments with sales of | 9 | 6767 | 471 | 91 | 25 | 1146 | 123 | 127 |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 14 | 22148 | 1018 | 305 | 61 | 2109 | 8 | 1 |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . .$. | 20 | 72302 | 1185 | 287 | 44 | 3490 | 593 | 1402 |
|  | Estabish,000 to \$9,999,999 . | 10 | 80233 | 655 | 103 | 21 | 1487 | - | 33 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 22 | 367520 | 4142 | 864 | 84 | 7392 | 128 | 150 |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 26 | 14477149 | 13851 | 2394 | 196 | 27197 | 887 | 828 |
|  | Establishments not operated for the entire year $\qquad$ | 12 | 15293 | 158 | 25 | 11 | 389 | - | - |
| 42252 | Livestock whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 957 | 15468016 | 144727 | 34129 | 19860 | 340694 | 9663 | 13135 |
|  | Establishments operated for the entire year | 882 | 15092864 | 142434 | 33398 | 19351 | 334851 | 9653 | 13130 |
|  | Establishments with sales less than \$100,000. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  | D | a | D | D | D |
|  | \$100,000 to \$249,999 ........... | 5 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to $\$ 499,999 \ldots . . . . . .$. |  |  |  | 63 | 66 | 609 | 6 | 7 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^53]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 654 | 3770919 | 99796 | 21450 | 1741 | 180912 | 3978 | 6095 |
|  | Establishments operated for the entire year | 594 | 3566946 | 96342 | 20965 | 1711 | 173024 | 3978 | 6095 |
|  | Establishments with sales less than | 18 | 1171 | 233 | 56 | 23 | 482 | 2 | 1 |
|  | Establishments with sales of \$100,000 to \$249,999 | 31 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 27 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 55 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 112 | 185617 | 8910 | 2099 | 262 | 17191 | 277 | 256 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 113 | 391113 | 13103 | 3004 | 265 | 25535 | 516 | 561 |
|  | Establishments with sales of |  | 351 |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 | 128 | 886834 | 23456 | 4840 | 383 | 39890 | 772 | 2014 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 88 | 1250655 | 29540 | 6916 | 410 | 51398 | 1411 | 1476 |
|  | Estabishments with sales of | 22 | 797426 | 15360 | 2574 | 150 | 26808 | 708 | 1443 |
|  | Establishments not operated for the entire year $\qquad$ | 60 | 203973 | 3454 | 485 | 30 | 7888 | - | - |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 654 | 3770919 | 99796 | 21450 | 1741 | 180912 | 3978 | 6095 |
|  | Establishments operated for the entire year | 594 | 3566946 | 96342 | 20965 | 1711 | 173024 | 3978 | 6095 |
|  | Establishments with sales less than \$100,000 | 18 | 1171 | 233 | 56 | 23 | 482 | 2 | 1 |
|  | Establishments with sales of \$100,000 to \$249,999 | 31 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 . . . . . . . . . . . . | 27 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 55 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . | 112 | 185617 | 8910 | 2099 | 262 | 17191 | 277 | 256 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 113 | 391113 | 13103 | 3004 | 265 | 25535 | 516 | 561 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 128 | 886834 | 23456 | 4840 | 383 | 39890 | 772 | 2014 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 | 88 | 1250655 | 29540 | 6916 | 410 | 51398 | 1411 | 1476 |
|  | Establishments with sales of...... | 22 | 797426 | 15360 | 2574 | 150 | 26808 | 708 | 1443 |
|  | Establishments not operated for the entire year $\qquad$ | 60 | 203973 | 3454 | 485 | 30 | 7888 | - | - |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 736 | 2738133 | 94796 | 19873 | 1946 | 173654 | 18065 | 20490 |
|  | Establishments operated for the entire year | 652 | 2631997 | 92018 | 19334 | 1882 | 168329 | 18060 | 20471 |
|  | Establishments with sales less than $\$ 100,000$ | 58 | 3539 | 1106 | 290 | 69 | 1825 | 33 | 22 |
|  | Establishments with sales of \$100,000 to \$249,999. | 104 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999. | 65 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 77 | D | D | D | c | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots .$. Establishments with sales of | 147 | 230551 | 15741 | 3571 | 372 | 30156 | 950 | 957 |
|  | \$2,500,000 to \$4,999,999 . . . . . . | 79 | 278589 | 9458 | 1924 | 197 | 18085 | 819 | 966 |
|  | Establishments with sales of | 65 | 441604 | 13554 | 2978 | 227 | 24339 | 1162 | 1581 |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 39 |  |  |  | 272 |  | 5768 | 6754 |
|  | Establishments with sales of $\ldots$. ${ }^{\text {a }}$. |  |  |  |  | 272 | 34580 | 5768 |  |
|  | \$25,000,000 or more . . . . . . . . . . | 18 | 993160 | 22421 | 3639 | 287 | 35111 | 8166 | 8922 |
|  | Establishments not operated for the entire year $\qquad$ | 84 | 106136 | 2778 | 539 | 64 | 5325 | 5 | 19 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 736 | 2738133 | 94796 | 19873 | 1946 | 173654 | 18065 | 20490 |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4227 | Petroleum \& petroleum products whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year Establishments with sales less than | 235 | 11909281 | 96488 | 20571 | 2636 | 182895 | 1100 | 1178 |
|  | \$100,000 ..................... | 22 | 1277 | 453 | 92 | 30 | 756 | 13 | 5 |
|  | \$100,000 to \$249,999 ........... | 32 | 4892 | 1636 | 393 | 50 | 2577 | 35 | 31 |
|  | Establishments with sales of $\$ 250,000$ to $\$ 499,999 . . . . . . .$. | 23 | 7867 | 877 | 187 | 46 | 2034 | 26 | 24 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999$. | 23 | 17128 | 1954 | 510 | 66 | 3271 | 1 | 6 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 40 | 64932 | 2320 | 540 | 95 | 4777 | 412 | 454 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 28 | 100556 | 3050 | 928 | 95 | 6249 | 299 | 335 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 ....... | 7 | 43027 | 885 | 191 | 31 | 1909 | - | - |
|  | \$10,000,000 to \$24,999,999 | 21 | 300833 | 5359 | 1500 | 178 | 10036 | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . . . | 39 | 11368769 | 79954 | 16230 | 2045 | 151286 | 314 | 323 |
|  | Establishments not operated for the entire year | 21 | 43905 | 748 | 100 | 19 | 1639 | 91 | - |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | 69 | 331386 | 12025 | 3033 | 266 | 33642 | 527 | 548 |
|  | Establishments operated for the entire year | 63 | D | D | D | e | D | D | D |
|  | $\$ 100,000$ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 . . . . . . .$. | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 . . . . . . . . . . . . | 10 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 16 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999. | 1 | D | D | D | a | D | D | D |
|  | \$10,000,000 to \$24,999,999 ...... | 5 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. |  | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 6 | D | D | D | a | D | D | D |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 69 | 331386 | 12025 | 3033 | 266 | 33642 | 527 | 548 |
|  | Establishments operated for the entire year | 63 | D | D | D | e | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of |  |  |  | D |  | D |  |  |
|  | \$250,000 to \$499,999 ............ | 8 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 10 | D | D | D | b | D | D | D |
|  | Establishments with sales of | 16 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots \ldots$ |  | D | D | D | b | D | D | D |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments with | 5 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 6 | D | D | D | a | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments | 68 | D | D | D | e | D | D |  |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4227101 | Petroleum bulk stations \& terminals (except LP) - Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 62 | D | D | D | e | D | D | D |
|  | Establishments with sales less than \$100,000 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots . . . . . .$. | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 10 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 16 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ | 14 | D |  | D | b | D | D |  |
|  | \$2,500,000 to \$4,999,999 . | 14 | D | D | D | b | D | D | D |
|  | Estabis0, 000 to \$9,999,999 . | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of | 5 | D | D |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 $\ldots \ldots$. | 5 | D | D | D | b | D | D | D |
|  | \$25,000,000 or more............ | 2 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 6 | D | D | D | a | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments | 63 | D | D | D | c | D | D | D |
|  | Establishments operated for the entire year | 58 | D | D | D | c | D | D | D |
|  | Establishments with sales less than \$100,000 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 8 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ | 8 | D | D | D | a | D | D | D |
|  | \$500,000 to \$999,999 ........... | 10 | D | D | D | b | D | D | D |
|  | \$1,000,000 to \$2,499,999. | 16 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . .$. | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  | D |  | D |  | D | D |  |
|  | \$5,000,000 to \$9,999,999 . . | 1 | D | D | D | a | D | D | D |
|  | \$10,000,000 to \$24,999,999 . . . . | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 1 | D | D | D | a | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 5 | D | D | D | a | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments . | 5 | D | D | D | b | D | D | D |
|  | Establishments operated for the entire year | 4 | D | D | D | b | D | D | D |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 100,000$ to $\$ 249,999 \ldots . . . . . .$. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | - | _ | - | _ | - | _ | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............. <br> Establishments with sales of | - | - | - | - | - | - | - | - |
|  | \$1,000,000 to \$2,499,999 ....... | - | - | - | - | - | - | - | - |
|  | Estabishment \$2,500,000 to \$4,999,999 . . . . . . . | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | - | - | - | - | - | _ | - | - |
|  | Establishments with sales of $\$ 10,000,000$ to $\$ 24,999,999 . . .$. | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . | 1 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 1 | D | D | D | a | D | D | D |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1 | D | D | D | a | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4227102 | Liquefied petroleum bulk stations \& terminals-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales less than \$100,000 ............................ . . | - | - | - | - | - | _ | - | _ |
|  | Establishments with sales of \$100,000 to \$249,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$500,000 to \$999,999 ............ | - | - | - | - | - | - | - | - |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | - | - | - | - | - | - | - | - |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 1 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | _ | - | - | - | - | - | - |  |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$. | - | - | - | - | - | - | - | - |
|  | \$10,000,000 to \$24,999,999 ...... | - | - | - | - | - | - | - | - |
|  | $\$ 25,000,000$ or more. | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments | 187 | r11 621800 | 85211 | 17638 | 2389 | 150892 | 664 | 630 |
|  | Establishments operated for the entire year | 172 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 20 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of . $\quad$. ${ }^{\text {a }}$. |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ............ | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . . . .$. | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . . | 6 | D | D | D | a | D | D | D |
|  | \$10,000,000 to \$24,999,999 . . . . . | 16 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. . . . . . . . . . | 37 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year. | 15 | D | D | D | a | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 187 | r11 621800 | 85211 | 17638 | 2389 | 150892 | 664 | 630 |
|  | Establishments operated for the entire year | 172 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000. | 20 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999. | 28 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ..... | 15 | D | D | D | b | D | D | D |
|  | Estab0,000 to \$999,999 . . . . . . . . . . . | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  | D | D | D |  | D |  |  |
|  | \$2,500,000 to \$4,999,999 . . . . . . . | 13 | D | D | D | b | D | D | D |
|  | Es5,000,000 to \$9,999,999 ........ | 6 | D | D | D | a | D | D | D |
|  | Establishments with sales of | 16 | D | D | D | a | - |  |  |
|  | \$10,000,000 to \$24,999,999 . . . . . | 16 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 37 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 15 | D | D | D | a | D | D | D |

[^54]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42282 | Wine \& distilled alcoholic beverage whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 155 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 7 | 486 | 166 | 40 | 8 | 356 | - |  |
|  | Establishments with sales of \$100,000 to \$249,999 | 16 | 2743 | 746 | 188 | 35 | 1558 | 85 | 88 |
|  | Establishments with sales of \$250,000 to \$499,999 | 20 | 6652 | 1260 | 258 | 28 | 2700 | 34 | 40 |
|  | Establishments with sales of $\$ 500,000$ to $\$ 999,999 . . . . . . .$. | 13 | D | D | D | b | D | D |  |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 30 | 46691 | 3736 | 868 | 91 | 7174 | 37 | 45 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 13 | 43683 | 2134 | 432 | 46 | 3793 | 153 | 326 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 21 | D | D | D | b | D | D |  |
|  | Establishments with sales of $\$ 10,00,00$ to $\$ 24,999,999 . . .$. | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 21 | D | D | D | $f$ | D | D | D |
|  | Establishments not operated for the entire year | 18 | D | D | D | a | D | D | D |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Establishments operated for the entire year | 155 | D | D | D | g | D | D | D |
|  | Establishments with sales less than $\$ 100,000 .$ | 7 | 486 | 166 | 40 | 8 | 356 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 16 | 2743 | 746 | 188 | 35 | 1558 | 85 | 88 |
|  | Establishments with sales of | 20 |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . . . Establishments with sales of | 20 | 6652 | 1260 | 258 | 28 | 2700 | 34 | 40 |
|  | \$500,000 to \$999,999 . . . . . . . . . . | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 30 | 46691 | 3736 | 868 | 91 | 7174 | 37 | 45 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 13 | 43683 | 2134 | 432 | 46 | 3793 | 153 | 326 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 21 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 .... | 14 | D | D | D | b | D | D | D |
|  | \$25,000,000 or more......... | 21 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 18 | D | D | D | a | D | D | D |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Establishments operated for the entire year | 155 | D | D | D | g | D | D | D |
|  | Establishments with sales less than \$100,000 | 7 | 486 | 166 | 40 | 8 | 356 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 16 | 2743 | 746 | 188 | 35 | 1558 | 85 | 88 |
|  | Establishments with sales of . ${ }^{\text {a }}$. |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 ........... | 20 | 6652 | 1260 | 258 | 28 | 2700 | 34 | 40 |
|  | Establishments with sales of \$500,000 to \$999,999 | 13 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 30 | 46691 | 3736 | 868 | 91 | 7174 | 37 | 45 |
|  | Establishments with sales of ....... |  |  |  |  |  |  |  |  |
|  | \$2,500,000 to \$4,999,999 ....... | 13 | 43683 | 2134 | 432 | 46 | 3793 | 153 | 326 |
|  | Establishments with sales of | 21 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 14 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  | D | D | b | D | D | D |
|  | \$25,000,000 or more............ | 21 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 18 | D | D | D | a | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2763 | D | D | D | j | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229 | Miscellaneous nondurable goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2196 | D | D | D | i | D | D | D |
|  | Establishments with sales less than $\$ 100,000 \text {. }$ | 233 | D | D | D | e | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 361 | D | D | D | $f$ | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 257 | D | D | D | f | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999. | 255 | D | D | D | f | D | D | D |
|  | Establishments with sales of $\$ 1,00000$ to $\$ 2,499,999$ | 364 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . . .$. | 271 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 209 | D | D | D | g | D | D | D |
|  | Establishments with sales of \$10,000,000 to \$24,999,999 | 174 | D | D | D | g | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 72 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year............................ . . | 567 | D | D | D | f | D | D | D |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Establishments operated for the entire year | 183 | 2178457 | 26201 | 5910 | 541 | 51021 | 1523 | 1091 |
|  | Establishments with sales less than $\$ 100,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . .$ | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$250,000 to \$499,999 | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$1,000,000 to \$2,499,999 . . . . . . . | 29 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 31 | 115283 | 3295 | 698 | 91 | 5824 | 259 | 339 |
|  | Establishments with sales of $\$ 5,000,000$ to $\$ 9$ 999 999 |  |  |  |  | 78 |  |  |  |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots \ldots$ | 23 |  | 4252 | 888 | 78 | 7628 | 221 | 254 |
|  | \$10,000,000 to \$24,999,999 $\ldots$. . . | 16 | 245624 | 5082 | 1377 | 64 | 9652 | - | - |
|  | $\$ 25,000,000$ or more . . . . . | 9 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 40 | 59785 | 1120 | 75 | 13 | 2360 | - | - |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Establishments operated for the entire year $\qquad$ | 183 | 2178457 | 26201 | 5910 | 541 | 51021 | 1523 | 1091 |
|  | Establishments with sales less than \$100,000 | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of ${ }^{\text {a }}$. $\ldots$. |  |  |  |  |  |  |  |  |
|  | \$250,000 to \$499,999 . . . . . . . . . . | 12 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 24 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 1,000,000 \text { to } \$ 2,499,999$ | 29 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 31 | 115283 | 3295 | 698 | 91 | 5824 | 259 | 339 |
|  | Establishments with sales of |  |  |  |  |  |  |  |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 23 | 152627 | 4252 | 888 | 78 | 7628 | 221 | 254 |
|  | \$10,000,000 to \$24,999,999 . . . . . | 16 | 245624 | 5082 | 1377 | 64 | 9652 | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more . . . . . . . . . . . . . | 9 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 40 | 59785 | 1120 | 75 | 13 | 2360 | - | - |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Establishments operated for the entire year $\qquad$ | 183 | 2178457 | 26201 | 5910 | 541 | 51021 | 1523 | 1091 |
|  | Establishments with sales less than $\$ 100,000 . . . . . . . . . . . . . . . . .$. | 15 | D | D | D | b | D | D | D |
|  | Establishments with sales of $\$ 100,000 \text { to } \$ 249,999 \ldots . . . . . . . .$ |  | D | D |  |  | D | D | D |

Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


[^55]Table 1. Sales Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


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 see Appendix C]


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 see Appendix C]

| NAICS code | Sales sizes of establishments by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229901 | Art goods whsle-Con. <br> Establishments not operated for the entire year. $\qquad$ | 110 | 155261 | 3066 | 316 | 55 | 7193 | - | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ......... | 398 | 785925 | 36541 | 7747 | 988 | 67179 | 1235 | 1634 |
|  | Establishments operated for the entire year | 290 | D | D | D | f | D | D | D |
|  | Establishments with sales less than $\$ 100,000$ | 51 | 2837 | 921 | 224 | 62 | 1593 | - | - |
|  | Establishments with sales of \$100,000 to \$249,999 | 64 | 10890 | 3031 | 675 | 117 | 5295 | 60 | 72 |
|  | Establishments with sales of \$250,000 to \$499,999 | 48 | 17526 | 2332 | 508 | 106 | 4752 | 40 | 45 |
|  | Estab00,000 to \$999,999 ........... | 26 | 18375 | 2201 | 525 | 74 | 4295 | 2 | 8 |
|  | Establishments with sales of \$1,000,000 to \$2,499,999 | 41 | 60974 | 3753 | 824 | 110 | 8233 | 14 | 42 |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 27 | 88788 | 5560 | 1149 | 100 | 9100 | 948 | 1266 |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 17 | D | D | D | b | D | D | D |
|  |  | 12 | D | D | D | b | D | D | D |
|  | E \$25,000,000 or more............ | 4 | D | D | D | b | D | D | D |
|  | Establishments not operated for the entire year | 108 | D | D | D | c | D | D | D |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 40 | 54043 | 2311 | 419 | 50 | 4934 | 38 | 39 |
|  | Establishments operated for the entire year | 26 | 42218 | 1877 | 412 | 46 | 3922 | 38 | 39 |
|  | Establishments with sales less than <br> \$100,000 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 . . . . . . . . . . . . | 8 | 1432 | 263 | 56 | 11 | 698 | 30 | 33 |
|  |  | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$500,000 to \$999,999 | 5 | 3141 | 253 | 51 | 7 | 588 | 7 | 5 |
|  | Establishments with sales of <br> \$1,000,000 to \$2,499,999 | 3 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 2 | D | D | D | a | D | D | D |
|  | Establishments with sales of \$5,000,000 to \$9,999,999 | 4 | D | D | D | a | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ |  |  |  | D | a | D | D | D |
|  | \$10,000,000 to \$24,999,999 ..... | - | - | - | - | - | - | - | - |
|  | Establishments with sales of $\$ 25,000,000$ or more. | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 14 | 11825 | 434 | 7 | 4 | 1012 | - | - |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 704 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year | 513 | D | D | D | g | D | D | D |
|  | Establishments with sales less than | 63 | D | D | D | b | D | D | D |
|  | Establishments with sales of \$100,000 to \$249,999 | 85 | D | D | D | c | D | D | D |
|  | Establishments with sales of | 5 | D | D | D | c | D | D | D |
|  | \$250,000 to \$499,999 .......... | 59 | D | D | D | c | D | D | D |
|  | \$500,000 to \$999,999 ............ | 44 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . .$. | 59 | D | D | D | c | D | D | D |
|  | Establishments with sales of \$2,500,000 to \$4,999,999 | 56 | D | D | D | c | D | D | D |
|  | Establishments with sales of $\ldots \ldots$ | 56 | D | D | D | - | D | D |  |
|  | \$5,000,000 to \$9,999,999 . . . . . . | 57 | D | D | D | c | D | D | D |
|  | \$10,000,000 to \$24,999,999 . . . . . | 62 | D | D | D | e | D | D | D |
|  | Establishments with sales of $\$ 25,000,000$ or more. | 28 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year. | 191 | D | D | D | b | D | D | D |

[^56]Table 2. Employment Size of Establishments: 1997
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& Firstquarter payroll \((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12 (number)
\end{tabular} \& Operating expenses \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline \multirow[t]{15}{*}{42} \& \multicolumn{9}{|l|}{WHOLESALE TRADE} \\
\hline \& All establishments \& '453 470 \& r4 059657778 \& '214915 405 \& '51 072571 \& '5 796557 \& 443572909 \& 254668624 \& 272240419 \\
\hline \& \multicolumn{9}{|l|}{Establishments operated for the entire} \\
\hline \& Establishments with no employees... \& 3172 \& 3 162887 \& \(\begin{array}{r}209844 \\ 684 \\ \hline\end{array}\) \& 49849 \& 5630965 \& 432367686
16686 \& 25125936
7 \& 26388787 \\
\hline \& Establishments with 1 employee.... \& 68746 \& 75702180 \& 2873986 \& 628240 \& 68746 \& 6577669 \& 2895828 \& 3018856 \\
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 48414 \& 82095795 \& 3223597 \& 714777 \& 96828 \& 7311493 \& 3227441 \& 3299248 \\
\hline \& employees............... \& 68760 \& 181119694 \& 7936614 \& 1783670 \& 236508 \& 17395139 \& 8572968 \& 8889564 \\
\hline \& Establishments with 5 or 6 employees. \& 45312 \& 178883378 \& 8381976 \& 1892090 \& 246941 \& 18135130 \& 9433533 \& 9755890 \\
\hline \& employees.............. \& 42450 \& 223811395 \& 11602344 \& 2625325 \& 334638 \& 24347917 \& 13420047 \& 13909324 \\
\hline \& employees. \& 41103 \& 321050894 \& 16953736 \& 3864051 \& 481325 \& 34868761 \& 19598595 \& 20441273 \\
\hline \& Establishments with 15 to 19 employees. \& 22431 \& 254583189 \& 13444178 \& 3106861 \& 375611 \& 27195109 \& 15952111 \& 16739291 \\
\hline \& Establishments with 20 to 49 employees. \& 42234 \& 918165940 \& 46187033 \& 10781436 \& 1261847 \& 92820993 \& 56562638 \& 58814813 \\
\hline \& Establishments with 50 to 99 employees. \& 12380 \& 537507413 \& 31482036 \& 7488783 \& 842616 \& 63820663 \& 40050395 \& 41840009 \\
\hline \& Establishments with 100 employees or more \& 7384 \& 1190853196 \& 67793290 \& 16964741 \& 1685905 \& 139878066 \& 81535010 \& 86317982 \\
\hline \& Establishments not operated for the entire year \& 54084 \& 95721817 \& 5029771 \& 1222577 \& 165592 \& 11205283 \& 3412712 \& 9205382 \\
\hline \multirow[t]{16}{*}{421} \& \multicolumn{9}{|l|}{Wholesale trade, durable goods} \\
\hline \& All establishments \& 290629 \& '2 179717376 \& r133 236997 \& '31 746275 \& r3 398261 \& 266145569 \& 162459247 \& 173780143 \\
\hline \& Establishments operated for the entire year \& 258083 \& 2136264715 \& 130197511 \& 31019725 \& 3307004 \& 259957980 \& 160795704 \& 168437101 \\
\hline \& Establishments with no employees.. \& 105 \& 2189234 \& 4785 \& - 4 \& 3307004 \& 210851 \& - 5011 \& - 5395 \\
\hline \& Establishments with 1 employee. \& 43479 \& 45045938 \& 1861803 \& 406879 \& 43479 \& 4119552 \& 1827069 \& 1913437 \\
\hline \& Establishments with 2 employees... \& 31324 \& 46396610 \& 2128460 \& 468628 \& 62648 \& 4660341 \& 2041674 \& 2111475 \\
\hline \& employees. \& 45379 \& 102345546 \& 5360288 \& 1201131 \& 156241 \& 11286166 \& 5424686 \& 5628242 \\
\hline \& Establishments with 5 or 6 employees. \& 30046 \& 94436473 \& 5698866 \& 1288714 \& 163756 \& 11636291 \& 5926888 \& 6150050 \\
\hline \& Establishments with 7 to 9 employees. \& 28373 \& 125403440 \& 7983867 \& 1806816 \& 223654 \& 15996005 \& 8503690 \& 8889550 \\
\hline \& Establishments with 10 to 14 employees. \& 27123 \& 182052616 \& 11605372 \& 2641699 \& 317587 \& 22683525 \& 13349628 \& 13986373 \\
\hline \& Establishments with 15 to 19 employees. \& 14696 \& 143789542 \& 9175326 \& 2120200 \& 246119 \& 17779739 \& 11349957 \& 11955890 \\
\hline \& Establishments with 20 to 49 employees. \& 26683 \& 560441021 \& 30627816 \& 7165222 \& 793258 \& 58825905 \& 39158524 \& 40925907 \\
\hline \& Establishments with 50 to 99 \& \& \& \& \& \& \& \& \\
\hline \& employees. Establishments with 100 employees \& 7227 \& 283544925 \& 19613723 \& 4685618 \& 489047 \& 38197016 \& 26064530 \& 27171747 \\
\hline \& or more ....................... \& 3648 \& 552719370 \& 36137205 \& 9234814 \& 811215 \& 74762589 \& 47144047 \& 49699035 \\
\hline \& Establishments not operated for the entire year \(\qquad\) \& 32546 \& 43452661 \& 3039486 \& 726550 \& 91257 \& 6187589 \& 1663543 \& 5343042 \\
\hline \multirow[t]{16}{*}{4211} \& \multicolumn{9}{|l|}{Motor vehicle \& motor vehicle parts \& supplies whsle} \\
\hline \& All establishments \& '29 328 \& r533 352124 \& r11 458634 \& '2717906 \& '375 731 \& 25885694 \& 22154986 \& 22912616 \\
\hline \& Establishments operated for the entire year \& 25769 \& 527782380 \& 11193757 \& 2651253 \& 364315 \& 25288922 \& 21912607 \& \\
\hline \& Establishments with no employees.. \& \& 42902 \& 11696 \& 2651 \& 364 - \& 25 1774 \& 21584 \& 22615 \\
\hline \& Establishments with 1 employee.... \& 4158 \& 5781729 \& 132380 \& 29799 \& 4158 \& 323678 \& 213015 \& 225771 \\
\hline \& Establishments with 2 employees...
Establishments with 3 or 4 \& 2951 \& 5191003 \& 142629 \& 32571 \& 5902 \& 343041 \& 219814 \& 229111 \\
\hline \& Establishments with 3 or 4 employees. \& 4461 \& 10999630 \& 398231 \& 90968 \& 15420 \& 901353 \& 588248 \& 606805 \\
\hline \& Establishments with 5 or 6 employees. \& 3110 \& 8023103 \& 437586 \& 102535 \& 16992 \& 953034 \& 645128 \& 649549 \\
\hline \& Establishments with 7 to 9 employees. \& 2901 \& 11775756 \& 615657 \& 144162 \& 22957 \& 1284221 \& 878972 \& 872446 \\
\hline \& Establishments with 10 to 14 employees. \& 2808 \& 33847207 \& 900254 \& 209587 \& 32688 \& 1835585 \& 1259991 \& 1265790 \\
\hline \& Establishments with 15 to 19 employees. \& 1379 \& 34397358 \& 677095 \& 155713 \& 23136 \& 1361575 \& 874588 \& 928748 \\
\hline \& Establishments with 20 to 49 \& \& \& \& \& \& \& \& \\
\hline \& employees. \& 2672 \& 209214546 \& 2679017 \& 633559 \& 82112 \& 5308825 \& 4672404 \& 4769844 \\
\hline \& Establishments with 50 to 99 employees. \& 867 \& 71283291 \& 1964664 \& 459407 \& 59129 \& 3981734 \& 4544796 \& 4495504 \\
\hline \& Establishments with 100 employees or more \(\qquad\) \& 449 \& 137225855 \& 3245548 \& 792951 \& 101821 \& 8994102 \& 8013067 \& 8171715 \\
\hline \& Establishments not operated for the entire year \& 3559 \& 5569744 \& 264877 \& 66653 \& 11416 \& 596772 \& 242379 \& 694718 \\
\hline \multirow[t]{7}{*}{42111} \& \multicolumn{9}{|l|}{Automobile \& other motor vehicle whsle} \\
\hline \& All establishments \& 7664 \& '428 356355 \& r4 638901 \& r1 112419 \& 150947 \& 11918759 \& 11029961 \& 11354906 \\
\hline \& Establishments operated for the entire \& \& \& \& \& \& \& \& \\
\hline \& year Establishments with no employees... \& 6685
7
1 \& \[
\begin{array}{r}
424396173 \\
38365
\end{array}
\] \& 4529643
350

42 \& 1082517 \& 146538 \& 11644213
1141

121 \& $$
\begin{array}{r}
10906894 \\
2055
\end{array}
$$ \& \[

$$
\begin{array}{r}
11027261 \\
2066
\end{array}
$$
\] <br>

\hline \& Establishments with 1 employee.... \& 1251 \& 3633460 \& 42567 \& 10219 \& 1251 \& 121877 \& 111007 \& 119759 <br>
\hline \& Establishments with 2 employees...
Establishments with 3 or 4 \& 706 \& 3363300 \& 40985 \& 9502 \& 1412 \& 111440 \& 93071 \& 99450 <br>
\hline \& employees............... \& 955 \& 5681373 \& 93417 \& 21738 \& 3269 \& 250929 \& 231944 \& 245132 <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42111 | Automobile \& other motor vehicle whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 5 or 6 employees. | 565 | 2811435 | 89245 | 19747 | 3095 | 216277 | 202600 | 207234 |
|  | Establishments with 7 to 9 employees. | 508 | 4744665 | 123585 | 28676 | 4024 | 285107 | 277835 | 270996 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees............... | 558 | 26670284 | 212406 | 48791 | 6561 | 455053 | 384815 | 398723 |
|  | employees. | 351 | 29080706 | 189437 | 44032 | 5899 | 417278 | 268616 | 300184 |
|  | Establishments with 20 to 49 employees. | 1097 | 188771539 | 1242892 | 302491 | 35319 | 2434372 | 2341872 | 2367460 |
|  | Establishments with 50 to 99 | 444 | 56782217 | 1059265 | 243183 | 30757 | 2165367 | 2927686 | 2807036 |
|  | Establishments with 100 employees or more $\square$ | 243 | 102818829 | 1435494 | 354138 | 54951 | 5185372 | 4065393 | 4209221 |
|  | Establishments not operated for the entire year | 979 | 3960182 | 109258 | 29902 | 4409 | 274546 | 123067 | 327645 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7664 | r428 356355 | '4 638901 | r1 112419 | 150947 | 11918759 | 11029961 | 11354906 |
|  | Establishments operated for the entire year | 6685 | 424396173 | 4529643 | 1082517 | 146538 | 11644213 | 10906894 | 11027261 |
|  | Establishments with no employees.. |  | 38365 | 350 |  | - | 1141 | 105055 | 11027261 |
|  | Establishments with 1 employee.... | 1251 | 3633460 | 42567 | 10219 | 1251 | 121877 | 111007 | 119759 |
|  | Establishments with 2 employees... | 706 | 3363300 | 40985 | 9502 | 1412 | 111440 | 93071 | 99450 |
|  | Establishments with 3 or 4 employees. | 955 | 5681373 | 93417 | 21738 | 3269 | 250929 | 231944 | 245132 |
|  | Establishments with 5 or 6 employees. | 565 | 2811435 | 89245 | 19747 | 3095 | 216277 | 202600 | 207234 |
|  | Establishments with 7 to 9 employees. | 508 | 4744665 | 123585 | 28676 | 4024 | 285107 | 277835 | 270996 |
|  | Establishments with 10 to 14 employees. | 558 | 26670284 | 212406 | 48791 | 6561 | 455053 | 384815 | 398723 |
|  | Establishments with 15 to 19 employees. | 351 | 29080706 | 189437 | 44032 | 5899 | 417278 | 268616 | 300184 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees................ | 1097 | 188771539 | 1242892 | 302491 | 35319 | 2434372 | 2341872 | 2367460 |
|  | Establishments with 50 to 99 employees. | 444 | 56782217 | 1059265 | 243183 | 30757 | 2165367 | 2927686 | 2807036 |
|  | Establishments with 100 employees or more $\qquad$ | 243 | 102818829 | 1435494 | 354138 | 54951 | 5185372 | 4065393 | 4209221 |
|  | Establishments not operated for the entire year | 979 | 3960182 | 109258 | 29902 | 4409 | 274546 | 123067 | 327645 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 3952 | '232 780708 | r1 767828 | '423 461 | 70675 | 6747838 | 5923861 | 5929998 |
|  | Establishments operated for the entire year | 3370 | 230016191 | 1734991 | 416229 | 69473 | 6603299 | 5904327 | 5818527 |
|  | Establishments with no employees.. | 6 | - 1016 | D | - | a | - ${ }^{\text {D }}$ | $\bigcirc$ | $\bigcirc$ |
|  | Establishments with 1 employee.... | 862 | 1464205 | 27551 | 6037 5 | 862 | 88958 | 80647 | 87472 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 462 | 1135286 | 24040 | 5326 | 924 | 74093 | 64393 | 65574 |
|  | employees. | 602 | 2956456 | 56018 | 12879 | 2057 | 165035 | 155382 | 158503 |
|  | Establishments with 5 or 6 employees. | 296 | 1693313 | 41849 | 9894 | 1610 | 118799 | 87704 | 92401 |
|  | Establishments with 7 to 9 employees. | 270 | 3651910 | 61865 | 14186 | 2136 | 162978 | 121853 | 127056 |
|  | Establishments with 10 to 14 employees. | 241 | D | D | D | h | D | D | D |
|  | Establishments with 15 to 19 employees. | 136 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 231 | 37607744 | 232368 | 58330 | 7390 | 685058 | 769178 | 777227 |
|  | Establishments with 50 to $99 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees. | 107 | 41313275 | 206361 | 47539 | 7476 | 771020 | 1393011 | 1228031 |
|  | Establishments with 100 employees or more | 157 | 93226204 | 926756 | 224220 | 41918 | 4171577 | 3045502 | 3092172 |
|  | Establishments not operated for the entire year | 582 | 2764517 | 32837 | 7232 | 1202 | 144539 | 19534 | 111471 |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 387 | 3059157 | 152468 | 33148 | 5047 | 296287 | 314572 | 330134 |
|  | Establishments operated for the entire year | 340 | 2992067 | 149023 | 32481 | 4910 | 288590 | 310867 | 321619 |
|  | Establishments with no employees.. Establishments with 1 employee | 55 | $11702 \overline{2}$ | $230 \overline{3}$ | $46 \overline{7}$ |  | $506 \overline{6}$ | $3161$ |  |
|  | Establishments with 1 employee.... Establishments with 2 employees. . | $\begin{aligned} & 55 \\ & 30 \end{aligned}$ | $\begin{array}{r} 117022 \\ 36403 \end{array}$ | $\begin{array}{ll} 2303 \\ 2003 \end{array}$ | 467 483 | 55 60 | $\begin{aligned} & 5066 \\ & 4524 \end{aligned}$ | $\begin{aligned} & 3161 \\ & 3918 \end{aligned}$ | $\begin{aligned} & 3224 \\ & 4128 \end{aligned}$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 30 | 36403 | 2003 | 483 | 60 | 4524 | 3918 | 4128 |
|  | employees................... | 51 | 164685 | 4799 | 939 | 179 | 11326 | 8594 | 11408 |
|  | employees. . . . . . . . . . . . . . . . . | 37 | 166145 | 7827 | 1416 | 209 | 17231 | 23288 | 23288 |
|  | Establishments with 7 to 9 employees. | 30 | 145944 | 7633 | 1947 | 241 | 16648 | 17052 | 20095 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 15 to 19 employees. | 135 | 741843 | 73635 | 16524 | 2286 | 123517 | 111744 | 116398 |
|  | employees........................ | 606 | 9816954 | 655564 | 154422 | 19610 | 1072666 | 1147782 | 1181605 |
|  | Establishments with 50 to 99 employees. Establishments with 100 employees | 268 | 8231383 | 668787 | 154440 | 18547 | 1038750 | 1160738 | 1183069 |
|  | or more | 64 | 5311363 | 386565 | 93995 | 9735 | 586706 | 724254 | 766583 |
|  | Establishments not operated for the entire year | 225 | 636463 | 59006 | 16641 | 2447 | 94713 | 65749 | 166398 |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r12 620 | r83 214728 | r5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Establishments operated for the entire year $\qquad$ | 10958 | 81921926 | 4945380 | 1166888 | 150954 | 10108487 | 9206922 | 9322564 |
|  | Establishments with no employees.. | 4 | 951 | 214 |  |  | 456 | 30 | 35 |
|  | Establishments with 1 employee.... | 1669 1226 | 1865885 1489398 | 64216 66759 | 13954 15089 | 1669 2452 | 134239 143808 | 66388 82302 | 68896 83598 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 employees. | 1226 1858 | 1489398 4518391 | 66759 199486 | 15089 44620 | 2452 6448 | 143808 411810 | 82302 252436 | 83 25238 242 |
|  | Establishments with 5 or 6 employees. | 1358 | 4259052 | 211491 | 50790 | 7417 | 442758 | 308754 | 309350 |
|  | Establishments with 7 to 9 employees. | 1352 | 5407172 | 307993 | 73144 | 10675 | 624104 | 437063 | 432584 |
|  | Establishments with 10 to 14 employees. | 1323 | 5200153 | 429788 | 99896 | 15385 | 865238 | 656217 | 643807 |
|  | Establishments with 15 to 19 employees. | 609 | 4106732 | 307488 | 69832 | 10205 | 602218 | 452234 | 464969 |
|  | Establishments with 20 to 49 employees. | 1043 | 16575533 | 1003693 | 231146 | 31633 | 2027216 | 1878211 | 1914621 |
|  | Establishments with 50 to 99 employees. | 329 | 12256505 | 710481 | 169362 | 22339 | 1440298 | 1391765 | 1449728 |
|  | Establishments with 100 employees or more | 187 | 26242154 | 1643771 | 399055 | 42731 | 3416342 | 3681522 | 3702634 |
|  | Establishments not operated for the entire year | 1662 | 1292802 | 119684 | 27196 | 5084 | 243896 | 85948 | 274429 |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r12 620 | r83 214728 | r5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Establishments operated for the entire year | 10958 | 81921926 | 4945380 | 1166888 | 150954 | 10108487 | 9206922 | 9322564 |
|  | Establishments with no employees... | 10 4 | 8192192 | 4 | 166 | 150 | 101545 | $\bigcirc 30$ | 9 35 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{aligned} & 1669 \\ & 1226 \end{aligned}$ | 1865885 1489398 | $\begin{aligned} & 64216 \\ & 66759 \end{aligned}$ | $\begin{aligned} & 13954 \\ & 15089 \end{aligned}$ | 1669 2452 | 134239 143808 | 66388 82302 | 68896 83598 |
|  | Establishments with 2 employees... Establishments with 3 or 4 employees. | 1226 1858 | $\begin{aligned} & 1489398 \\ & 4518391 \end{aligned}$ | 66759 199486 | $\begin{aligned} & 15089 \\ & 44620 \end{aligned}$ | 2452 6448 | 143808 411810 | 82302 252436 | 83 2523 242 |
|  | Establishments with 5 or 6 employees. | 1358 | 4259052 | 211491 | 50790 | 7417 | 442758 | 308754 | 309350 |
|  | Establishments with 7 to 9 employees. | 1352 | 5407172 | 307993 | 73144 | 10675 | 624104 | 437063 | 432584 |
|  | Establishments with 10 to 14 employees. | 1323 | 5200153 | 429788 | 99896 | 15385 | 865238 | 656217 | 643807 |
|  | Establishments with 15 to 19 employees. | 609 | 4106732 | 307488 | 69832 | 10205 | 602218 | 452234 | 464969 |
|  | Establishments with 20 to 49 employees. | 1043 | 16575533 | 1003693 | 231146 | 31633 | 2027216 | 1878211 | 1914621 |
|  | Establishments with 50 to 99 employees. | 329 | 12256505 | 710481 | 169362 | 22339 | 1440298 | 1391765 | 1449728 |
|  | Establishments with 100 employees or more $\qquad$ | 187 | 26242154 | 1643771 | 399055 | 42731 | 3416342 | 3681522 | 3702634 |
|  | Establishments not operated for the entire year | 1662 | 1292802 | 119684 | 27196 | 5084 | 243896 | 85948 | 274429 |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |
|  | All establishments | r5 095 | '30 313120 | 「2 002699 | '463 650 | '67 362 | 4263504 | 3664092 | 3782062 |
|  | Establishments operated for the entire year |  | 29609777 | 1948652 | 451898 | 65193 | 4152029 | 3622466 | 3635156 |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 2 \\ 590 \end{array}$ |  |  |  |  | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline\end{array}$ |  |  |
|  | Establishments with 2 employee.... | 590 503 | 444461 | 24758 | 5618 | 1006 | 55058 | 37888 | 38055 |
|  | Establishments with 3 or 4 employees. | 724 | 1471156 | 74124 | 16480 | 2513 | 160262 | 124518 | 120261 |
|  | Establishments with 5 or 6 employees. | 553 | 1631031 | 81504 | 19697 | 3015 | 176654 | 147890 | 146550 |
|  | Establishments with 7 to 9 employees. | 555 | 2746087 | $130001$ | 29744 | 4388 | 272668 | 221892 | 215056 |
|  | Establishments with $10 . \ldots \ldots \ldots \ldots$ |  |  |  | 29744 |  | 272668 | 221892 | 215056 |
|  | employees................... | 564 | 2164052 | 181851 | 40709 | 6551 | 374759 | 306674 | 304579 |
|  | Establishments with 15 to 19 employees. |  | 1529954 | 123917 | 27950 |  | 252527 | 217495 | 221977 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42113 | Tire \& tube whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more | 52 11 | 1797108 7970411 | 120630 128555 | 29615 31135 | 3226 2476 | 234224 318904 | 159109 218413 | 162585 227726 |
|  | Establishments not operated for the entire year $\qquad$ | 199 | 111678 | 10448 | 3192 | 489 | 22718 | 5569 | 29988 |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1740 | 16397256 | 772445 | 180065 | 22450 | 1617975 | 1081636 | 1136584 |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 1 \\ 222 \end{array}$ |  | D | D | a c | D | - ${ }^{\text {D }}$ | D |
|  | Establishments with 2 employees... | 144 | D | D | D | e | D | D | D |
|  | employees. | 240 | 320094 | 23554 | 5276 | 832 | 52228 | 28526 | 30188 |
|  | Establishments with 5 or 6 employees. | 210 | 383213 | 33324 | 7419 | 1144 | 70340 | 44944 | 42765 |
|  | Establishments with 7 to 9 employees. | 231 | 981496 | 57857 | 12681 | 1832 | 118591 | 67378 | 69837 |
|  | Establishments with 10 to 14 employees. | 233 | 1112679 | 85514 | 20033 | 2736 | 173992 | 107351 | 108853 |
|  | Establishments with 15 to 19 employees. | 146 | 714837 | 74691 | 17091 | 2452 | 144071 | 90914 | 98097 |
|  | Establishments with 20 to 49 employees. | 250 | 2842296 | 234178 | 53725 | 7242 | 470660 | 342324 | 372739 |
|  | Establishments with 50 to 99 employees. | 52 | 1797108 | 120630 | 29615 | 3226 | 234224 | 159109 | 162585 |
|  | Establishments with 100 employees or more $\qquad$ | 11 | 7970411 | 128555 | 31135 | 2476 | 318904 | 218413 | 227726 |
|  | Establishments not operated for the entire year | 199 | 111678 | 10448 | 3192 | 489 | 22718 | 5569 | 29988 |
| 42114 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Establishments operated for the entire year |  | 5067025 | 946289 | 221783 | 44373 | 1918247 | 717155 | 731489 |
|  | Establishments with no employees.. | 1 | - 067 | 946 | 21 D | a | 1918 D | 17 | 7318 |
|  | Establishments with 1 employee.... | 1016 | D |  |  | g | D | D | D |
|  | Establishments with 2 employees... | 875 | D | D | D | g | D | D |  |
|  | Establishments with 3 or 4 employees. | 1408 | 479772 | 81774 | 19334 | 4871 | 186386 | 75342 | 79143 |
|  | Establishments with 5 or 6 employees. | 977 | 569403 | 103526 | 24579 | 5336 | 223659 | 88830 | 90200 |
|  | Establishments with 7 to 9 employees. | 810 | 642423 | 126222 | 29661 | 6426 | 256419 | 96696 | 99029 |
|  | Establishments with 10 to 14 employees. | 694 | 864091 | 172546 | 40867 | 8006 | 341302 | 111608 | 114407 |
|  | Establishments with 15 to 19 employees. | 273 | 495083 | 105479 | 24758 | 4580 | 198008 | 62824 | 65498 |
|  | Establishments with 20 to 49 |  |  |  |  |  | 198 |  |  |
|  | employees............ | 282 | 1025178 | 198254 | 46197 | 7918 | 376577 | 109997 | 115024 |
|  | employees..................... | 42 | 447461 | 74288 | 17247 | 2807 | 141845 | 66236 | 76155 |
|  | Establishments with 100 employees or more $\qquad$ | 8 | 194461 | 37728 | 8623 | 1663 | 73484 | 47739 | 32134 |
|  | Establishments not operated for the entire year | 719 | 205082 | 25487 | 6363 | 1434 | 55612 | 27795 | 62656 |
| 421140 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ......... | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Establishments operated for the entire year |  | 5067025 |  | 221783 |  | 1918247 | 717155 | 731489 |
|  | Establishments with no employees.. | 1 1 | D | 946 | 221 D | 4 a | 918 D | 117 D | 731489 |
|  | Establishments with 1 employee.... | 1016 |  |  |  | g | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 875 |  | D | D | g | D | D | D |
|  | employees. | 1408 | 479772 | 81774 | 19334 | 4871 | 186386 | 75342 | 79143 |
|  | Establishments with 5 or 6 employees. | 977 | 569403 | 103526 | 24579 | 5336 | 223659 | 88830 | 90200 |
|  | Establishments with 7 to 9 employees. | 810 | 642423 | 126222 | 29661 | 6426 | 256419 | 96696 | 99029 |
|  |  |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 15 to 19 | 694 | 864091 | 172546 | 40867 | 8006 | 341302 | 111608 | 114407 |
|  | employees.................. | 273 | 495083 | 105479 | 24758 | 4580 | 198008 | 62824 | 65498 |
|  | Establishments with 20 to 49 employees. | 282 | 1025178 | 198254 | 46197 | 7918 | 376577 | 109997 | 115024 |
|  | Establishments with 50 to 99 employees. | 42 | 447461 | 74288 | 17247 | 2807 | 141845 | 66236 | 76155 |
|  | Establishments with 100 employees or more $\qquad$ | 8 | 194461 | 37728 | 8623 | 1663 | 73484 | 47739 | 32134 |
|  | Establishments not operated for the entire year | 719 | $205082$ | $25487$ | $6363$ | $1434$ | 55612 | 27795 | 62656 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 15246 | 75006478 | 5316976 | 1225440 | 157465 | 11697560 | 5472358 | 6007773 |
|  | Establishments operated for the entire year | 13350 | 73279926 | 5175319 | 1197396 | 153223 | 11399609 | 5425164 | 5732685 |
|  | Establishments with no employees.. |  | 3433783 | 1190 |  |  | 176 | 115 10081 | 10593 |
|  | Establishments with 1 employee.... Establishments with 2 employees.. | 2917 1882 | 3433003 3220690 | 119212 128562 | 25971 27883 | 2917 3764 | 294621 307856 | 100891 92151 | 105933 96683 |
|  | Establishments with 3 or 4 employees. | 2381 | 6074272 | 265710 | 59601 | 8145 | 609878 | 258062 | 266850 |
|  | Establishments with 5 or 6 employees. | 1330 | 3809454 | 230313 | 52046 | 7238 | 518305 | 213469 | 230498 |
|  | Establishments with 7 to 9 employees. | 1257 | 4829846 | 330639 | 73416 | 9859 | 726199 | 322401 | 337767 |
|  | Establishments with 10 to 14 employees. | 1142 | 6273162 | 454640 | 103705 | 13423 | 981885 | 444731 | 470961 |
|  | Establishments with 15 to 19 employees. | 681 | 5471005 | 369337 | 86489 | 11385 | 778682 | 388956 | 404961 |
|  | Establishments with 20 to 49 employees. | 1225 | 14718583 | 1250547 | 288833 | 36888 | 2612706 | 1302999 | 1357850 |
|  | Establishments with 50 to 99 employees. | 344 | 9680092 | 839145 | 196667 | 23790 | 1872101 | 948523 | 979197 |
|  | Establishments with 100 employees or more $\qquad$ | 187 | 15769036 | 1187114 | 282785 | 35814 | 2697200 | 1352866 | 1481842 |
|  | Establishments not operated for the entire year. $\qquad$ | 1896 | 1726552 | 141657 | 28044 | 4242 | 297951 | 47194 | 275088 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Establishments operated for the entire year | 5893 | 31099097 | 2350595 | 543592 | 64144 | 4801906 | 1688791 | 1774260 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 1354 | 1916641 | 60694 | $13173^{-}$ | 1354 | 138856 | 33162 | 34362 |
|  | Establishments with 2 employees... | 831 | 1584569 | 59761 | 12937 | 1662 | 130889 | 31997 | 32777 |
|  | Establishments with 3 or 4 employees. | 997 | 2305899 | 112860 | 26609 | 3400 | 248565 | 88926 | 91962 |
|  | Establishments with 5 or 6 employees. | 565 | 1589769 | 103059 | 23550 | 3055 | 218364 | 80676 | 86102 |
|  | Establishments with 7 to 9 employees. | 536 | 2357998 | 157575 | 34583 | 4210 | 336454 | 107551 | 110179 |
|  | Establishments with 10 to 14 employees. | 513 | 3025379 | 214337 | 49948 | 6029 | 447230 | 169510 | 179410 |
|  | Establishments with 15 to 19 employees. | 314 | 2976888 | 177692 | 43583 | 5244 | 366170 | 151210 | 158787 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  | 177692 |  |  | 366170 | 151210 | 158787 |
|  | employees.............. | 550 | 6846862 | 589648 | 137471 | 16622 | 1124531 | 435255 | 462187 |
|  | employees.................... | 157 | 3872280 | 401303 | 93430 | 10974 | 878917 | 296600 | 301251 |
|  | Establishments with 100 employees or more | 76 | 4622812 | 473666 | 108308 | 11594 | 911930 | 293904 | 317243 |
|  | Establishments not operated for the entire year | 804 | 799486 | 64728 | 12339 | 1786 | 129661 | 16667 | 92670 |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Establishments operated for the entire year | 5893 | 31099097 | 2350595 | 543592 | 64144 | 4801906 | 1688791 | 1774260 |
|  | Establishments with no employees.. Establishments with 1 employee... |  |  | 60694 | 13173 |  | $13885{ }^{-1}$ | 33162 | 34362 |
|  | Establishments with 2 employees... | 831 | 1584569 | 59761 | 12937 | 1662 | 130889 | 31997 | 32777 |
|  | Establishments with 3 or 4 employees. | 997 | 2305899 | 112860 | 26609 | 3400 | 248565 | 88926 | 91962 |
|  | Establishments with 5 or 6 employees. | 565 | 1589769 | 103059 | 23550 | 3055 | 218364 | 80676 | 86102 |
|  | Establishments with 7 to 9 employees. | 536 | 2357998 | 157575 | 34583 | 4210 | 336454 | 107551 | 110179 |
|  | Establishments with 10 to 14 employees. | 513 | 3025379 | 214337 | 49948 | 6029 | 447230 | 169510 | 179410 |
|  | Establishments with 15 to 19 employees. | 314 | 2976888 | 177692 | 43583 | 5244 | 366170 | 151210 | 158787 |
|  | Establishments with 20 to 49 employees. | 550 | 6846862 | 589648 | 137471 | 16622 | 1124531 | 435255 | 462187 |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  |  |  | 462187 |
|  | employees | 157 | 3872280 | 401303 | 93430 | 10974 | 878917 | 296600 | 301251 |
|  | Establishments with 100 employees or more $\qquad$ | 76 | 4622812 | 473666 | 108308 | 11594 | 911930 | 293904 | 317243 |
|  | Establishments not operated for the entire year. | 804 | 799486 | 64728 | 12339 | 1786 | 129661 | 16667 | 92670 |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3304 | 12079496 | 698636 | 166690 | 23346 | 1597351 | 918762 | 995971 |

[^57]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212101 | Household \& lawn furniture whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2874 | 11725858 | 682088 | 163422 | 22721 | 1557505 | 909887 | 945680 |
|  | Establishments with no employees.. |  |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 846 457 | 1508985 1074579 | 40307 31 374 | 8879 6999 | 846 914 | 96382 75154 | 25743 24611 | 26901 25321 |
|  | Establishments with 3 or 4 employees. | 528 | 1428865 | 57100 | 13090 | 1792 | 136379 | 61611 | 64216 |
|  | Establishments with 5 or 6 employees. | 252 | 645030 | 41102 | 9469 | 1364 | 97771 | 58103 | 62185 |
|  | Establishments with 7 to 9 employees. | 232 | 898973 | 59663 | 12486 | 1823 | 152216 | 74729 | 76444 |
|  | Establishments with 10 to 14 employees. | 199 | 948607 | 70698 | 16155 | 2316 | 174272 | 102750 | 108823 |
|  | Establishments with 15 to 19 employees. | 106 | 702246 | 53933 | 14292 | 1772 | 139417 | 101565 | 107013 |
|  | Establishments with 20 to 49 employees. | 187 | 2293696 | 154204 | 38614 | 5560 | 346200 | 225179 | 240153 |
|  | Establishments with 50 to 99 employees. | 49 | 929362 | 89161 | 22740 | 3584 | 181363 | 128897 | 124592 |
|  | Establishments with 100 employees or more $\qquad$ | 18 | 1295515 | 84546 | 20698 | 2750 | 158351 | 106699 | 110032 |
|  | Establishments not operated for the entire year | 430 | 353638 | 16548 | 3268 | 625 | 39846 | 8875 | 50291 |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3393 | 19819087 | 1716687 | 389241 | 42584 | 3334216 | 786696 | 870959 |
|  | Establishments operated for the entire year | 3019 | 19373239 | 1668507 | 380170 | 41423 | 3244401 | 778904 | 828580 |
|  | Establishments with no employees.. Establishments with 1 employee. | 508 | 407 656 | 20387 | 4294 | $50 \overline{8}$ | 42474 | 7419 |  |
|  | Establishments with 2 employees... | 374 | 509990 | 28387 | 5938 | 748 | 55735 | 7386 | 7456 |
|  | Establishments with 3 or 4 employees. | 469 | 877034 | 55760 | 13519 | 1608 | 112186 | 27315 | 27746 |
|  | Establishments with 5 or 6 employees. | 313 | 944739 | 61957 | 14081 | 1691 | 120593 | 22573 | 23917 |
|  | Establishments with 7 to 9 employees. | 304 | 1459025 | 97912 | 22097 | 2387 | 184238 | 32822 | 33735 |
|  | Establishments with 10 to 14 employees. | 314 | 2076772 | 143639 | 33793 | 3713 | 272958 | 66760 | 70587 |
|  | Establishments with 15 to 19 employees. | 208 | 2274642 | 123759 | 29291 | 3472 | 226753 | 49645 | 51774 |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  |  | 49645 | 51774 |
|  | employees. | 363 | 4553166 | 435444 | 98857 | 11062 | 778331 | 210076 | 222034 |
|  | employees................ | 108 | 2942918 | 312142 | 70690 | 7390 | 697554 | 167703 | 176659 |
|  | Establishments with 100 employees or more | 58 | 3327297 | 389120 | 87610 | 8844 | 753579 | 187205 | 207211 |
|  | Establishments not operated for the entire year | 374 | 445848 | 48180 | 9071 | 1161 | 89815 | 7792 | 42379 |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Establishments operated for the entire |  | 42180829 | 2824724 | 653804 | 89079 | 6597703 | 3736373 | 3958425 |
|  | year $\begin{aligned} & \text { Establishments with no employees... }\end{aligned}$ |  | 42180829 | $\begin{array}{r}284724 \\ 100 \\ \hline 868\end{array}$ | - $5^{8}$ |  | 6 176 | 3 115 | 3958425 |
|  | Establishments with 1 employee.... | 1563 | 1516362 | 58518 | 12798 | 1563 | 155765 | 67729 | 71571 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1051 | 1636121 | 68801 | 14946 | 2102 | 176967 | 60154 | 63906 |
|  | employees.................... | 1384 | 3768373 | 152850 | 32992 | 4745 | 361313 | 169136 | 174888 |
|  | Establishments with 5 or 6 employees. | 765 | 2219685 | 127254 | 28496 | 4183 | 299941 | 132793 | 144396 |
|  | Establishments with 7 to 9 employees. | 721 | 2471848 | 173064 | 38833 | 5649 | 389745 | 214850 | 227588 |
|  | Establishments with 10 to 14 employees. | 629 | 3247783 | 240303 | 53757 | 7394 | 534655 | 275221 | 291551 |
|  | Establishments with 15 to 19 employees. | 367 | 2494117 | 191645 | 42906 | 6141 | 412512 | 237746 | 246174 |
|  | Establishments with 20 to 49 employees. | 675 | 7871721 | 660899 | 151362 | 20266 | 1488175 | 867744 | 895663 |
|  | Establishments with 50 to 99 employees. | 187 | 5807812 | 437842 | 103237 | 12816 | 993184 | 651923 | 677946 |
|  | Establishments with 100 employees or more $\qquad$ | 111 | 11146224 | 713448 | 174477 | 24220 | 1785270 | 1058962 | 1164599 |
|  | Establishments not operated for the entire year | 1092 | 927066 | 76929 | 15705 | 2456 | 168290 | 30527 | 182418 |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Establishments operated for the entire year | 7457 | 42180829 | 2824724 | 653804 | 89079 | 6597703 | 3736373 | 3958425 |
|  | Establishments with no employees.. |  | 783 | 100 |  |  | 176 | 115 | -143 |
|  | Establishments with 1 employee.... | 1563 | 1516362 | 58518 | 12798 | 1563 | 155765 | 67729 | 71571 |
|  | Establishments with 2 employees... | 1051 | 1636121 | 68801 | 14946 | 2102 | 176967 | 60154 | 63906 |
|  | employees. | 1384 | 3768373 | 152850 | 32992 | 4745 | 361313 | 169136 | 174888 |

[^58]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421220 | Home furnishings whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 5 or 6 employees. | 765 | 2219685 | 127254 | 28496 | 4183 | 299941 | 132793 | 144396 |
|  | Establishments with 7 to 9 employees. | 721 | 2471848 | 173064 | 38833 | 5649 | 389745 | 214850 | 227588 |
|  | Establishments with 10 to 14 employees. | 629 | 3247783 | 240303 | 53757 | 7394 | 534655 | 275221 | 291551 |
|  | Establishments with 15 to 19 employees. | 367 | 2494117 | 191645 | 42906 | 6141 | 412512 | 237746 | 246174 |
|  | Establishments with 20 to 49 employees. | 675 | 7871721 | 660899 | 151362 | 20266 | 1488175 | 867744 | 895663 |
|  | Establishments with 50 to 99 employees. | 187 | 5807812 | 437842 | 103237 | 12816 | 993184 | 651923 | 677946 |
|  | Establishments with 100 employees or more $\qquad$ | 111 | 11146224 | 713448 | 174477 | 24220 | 1785270 | 1058962 | 1164599 |
|  | Establishments not operated for the entire year | 1092 | 927066 | 76929 | 15705 | 2456 | 168290 | 30527 | 182418 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1332 | 6744886 | 478488 | 108490 | 16343 | 1269407 | 859253 | 887509 |
|  | Establishments operated for the entire year | 1175 | 6577382 | 471281 | 106743 | 16104 | 1251912 | 851690 | 867051 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r}1 \\ 244 \\ \hline\end{array}$ | D D D | $\begin{array}{r}\text { D } \\ \text { D } \\ \\ \hline\end{array}$ | (106 7 | a c a | - ${ }^{\text {D }}$ | $\begin{array}{r}\text { D } \\ \text { D } \\ \text { D } \\ \hline 181\end{array}$ | D |
|  | Establishments with 2 employees... | 178 | 373581 | 12754 | 2660 | 356 | 31091 | 12083 | 13713 |
|  | Establishments with 3 or 4 employees. | 250 | 660861 | 27797 | 5602 | 856 | 70327 | 26860 | 28508 |
|  | Establishments with 5 or 6 employees. | 118 | 377735 | 20531 | 4776 | 638 | 51500 | 22207 | 23966 |
|  | Establishments with 7 to 9 employees. | 110 | 489200 | 27087 | 6258 | 864 | 65229 | 40161 | 39882 |
|  | Establishments with 10 to 14 employees. | 93 | 531445 | 34335 | 8063 | 1080 | 92303 | 54665 | 58338 |
|  | Establishments with 15 to 19 employees. | 50 | 810039 | 31321 | 6274 | 833 | 78623 | 50213 | 50397 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | 79 | 887715 | 79281 | 18354 | 2429 | 230499 | 183617 | 171762 |
|  | employees................ | 27 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more | 25 | 1623581 | 161268 | 36657 | 7047 | 455238 | 334852 | 349508 |
|  | Establishments not operated for the entire year | 157 | 167504 | 7207 | 1747 | 239 | 17495 | 7563 | 20458 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1876 | 11337298 | 658252 | 152175 | 20019 | 1440515 | 704761 | 805239 |
|  | Establishments operated for the entire year | 1657 | 11117487 | 633356 | 146216 | 19290 | 1391950 |  | 766714 |
|  | Establishments with no employees... |  | 1 | - D | 1 | a | - D |  | 18 D |
|  | Establishments with 1 employee.... Establishments with 2 employees.. | 343 248 | 410363 D | 13894 D | 3027 | 343 e | 32978 | 11389 D | 11445 |
|  | Establishments with 3 or 4 employees. | 312 | 1674052 | 37272 | 7973 | 1057 | 86935 | 34359 | 34619 |
|  | Establishments with 5 or 6 employees. | 174 | 665098 | 29804 | 6646 | 956 | 65317 | 24366 | 26430 |
|  | Establishments with 7 to 9 . ${ }^{\text {a }}$. |  |  |  |  |  |  |  | 26430 |
|  | employees..................... | 163 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 137 | 1028202 | 51703 | 11453 | 1582 | 109506 | 53844 | 55447 |
|  | Establishments with 15 to 19 employees. | 76 | 272624 | 37073 | 7981 | 1271 | 68275 | 36193 | 37462 |
|  |  | 135 | 1645297 |  |  |  |  |  |  |
|  | employees. Establishments with 50 to 99 | 135 | 1645297 | 135545 | 31050 | 4159 | 300077 | 144785 | 154902 |
|  | employees. | 36 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 32 | 2669722 | 194276 | 46816 | 5681 | 408060 | 211445 | 254654 |
|  | Establishments not operated for the entire year | 219 | 219811 | 24896 | 5959 | 729 | 48565 | 2725 | 38525 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 2591 | 16467044 | 1044511 | 245571 | 30315 | 2202428 | 1211094 | 1340545 |
|  | Establishments operated for the entire year |  | 16171389 | 1016641 | 241439 |  | 2141388 | 1202844 | 1259092 |
|  | year $\begin{aligned} & \text { Establishments with no employees.. }\end{aligned}$ | 264 1 | 16171389 | 1016 D | 2414 | 29 50 | 2141388 | 1202848 | 1259092 |
|  | Establishments with 1 employee.... | 394 | 316717 | 14059 | 3072 | 394 | 34052 | 15652 | 17444 |
|  | Establishments with 2 employees... | 269 | 344117 | 17152 | 3521 | 538 | 42641 | 17032 | 17401 |
|  | Establishments with 3 or 4 employees. | 411 | 728509 | 47260 | 10585 | 1427 | 109275 | 61063 | 64169 |
|  | Establishments with 5 or 6 employees. | 214 | 525262 | 36610 | 7858 | 1166 | 86170 | 40634 | 44001 |
|  | Establishments with 7 to 9 employees. | $236$ | $667443$ | 58722 | 13503 | $1857$ | 130060 | 74922 | 79531 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 20 to 49 employees. | 1020 | 20496250 | 1056099 | 249663 | 30328 | 2114461 | 1776387 | 1838444 |
|  | employees................... | 251 | 8590369 | 556958 | 136474 | 16281 | 1015414 | 746769 | 794445 |
|  | Establishments with 100 employees or more $\qquad$ | 75 | 9441552 | 494675 | 117577 | 13257 | 940020 | 489692 | 512723 |
|  | Establishments not operated for the entire year | 795 | 785953 | 46978 | 11319 | 1762 | 91322 | 39853 | 83284 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6767 | 60455924 | 3126436 | 736657 | 88905 | 6133048 | 4373481 | 4600369 |
|  | Establishments operated for the entire year $\qquad$ | 5972 | 59669971 | 3079458 | 725338 | 87143 | 6041726 | 4333628 | 4517085 |
|  | Establishments with no employees... | 7 | 4485 | - 257 | 25 38 | 87 | - 768 | - 265 | 289 |
|  | Establishments with 1 employee.... | 876 | 1225192 | 39016 | 8148 | +876 | 82522 | 31588 | 34643 |
|  | Establishments with 2 employees. . . Establishments with 3 or 4 | 676 | 1537889 | 49890 | 10925 | 1352 | 107736 | 53591 | 57717 |
|  | employees.............. | 872 | 3009443 | 108196 | 24741 | 2985 | 226178 | 114700 | 114526 |
|  | employees................... | 583 | 3112269 | 118742 | 26050 | 3178 | 233240 | 184761 | 192390 |
|  | Establishments with 7 to 9 employees. | 575 | 3087619 | 152212 | 33653 | 4534 | 301508 | 190117 | 199651 |
|  | Establishments with 10 to 14 employees. | 608 | 4637405 | 241137 | 54596 | 7146 | 502800 | 337507 | 355638 |
|  | Establishments with 15 to 19 employees. | 429 | 4527498 | 262276 | 63511 | 7206 | 517079 | 408251 | 416619 |
|  | Establishments with 20 to 49 employees. | 1020 | 20496250 | 1056099 | 249663 | 30328 | 2114461 | 1776387 | 1838444 |
|  | Establishments with 50 to 99 employees. | 251 | 8590369 | 556958 | 136474 | 16281 | 1015414 | 746769 | 794445 |
|  | Establishments with 100 employees or more $\qquad$ | 75 | 9441552 | 494675 | 117577 | 13257 | 940020 | 489692 | 512723 |
|  | Establishments not operated for the entire year $\qquad$ | 795 | 785953 | 46978 | 11319 | 1762 | 91322 | 39853 | 83284 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1627 | 17143755 | 529208 | 131340 | 12611 | 991480 | 614336 | 636263 |
|  | Establishments operated for the entire year | 1440 | 16901749 | 517503 | 127415 | 12138 | 969921 | 598051 | 624887 |
|  | Establishments with no employees.. | 3 | 1698 | 33 |  |  | 119 | 105 | 108 |
|  | Establishments with 1 employee.... | 321 | 559164 | 15100 | 3387 | 321 | 32484 | 7419 | 8527 |
|  | Establishments with 2 employees... | 252 | 641911 | 18150 | 3914 | 504 | 40595 | 14764 | 15448 |
|  | Establishments with 3 or 4 employees. | 284 | 1350738 | 40184 | 9146 | 962 | 82462 | 39980 | 39611 |
|  | Establishments with 5 or 6 employees. | 144 | 1093588 | 35550 | 8390 | 782 | 65161 | 45840 | 47501 |
|  | Establishments with 7 to 9 employees. | 134 | 1273724 | 45039 | 9253 | 1052 | 86041 | 39905 | 40310 |
|  | Establishments with 10 to 14 employees. | 95 | 1415884 | 42881 | 9711 | 1114 | 79550 | 45901 | 49064 |
|  | Establishments with 15 to 19 employees. | 56 | 1251805 | 43568 | 11962 | 950 | 81965 | 71924 | 75638 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees. | 115 | 4435702 | 123164 | 32698 | 3333 | 234843 | 196127 | 203037 |
|  | Establishments with 50 to 99 employees. | 31 | 2208296 | 84134 | 23404 | 1946 | 137554 | 103336 | 113562 |
|  | Establishments with 100 employees or more | 5 | 2669239 | 69700 | 15550 | 1174 | 129147 | 32750 | 32081 |
|  | Establishments not operated for the entire year $\qquad$ | 187 | 242006 | 11705 | 3925 | 473 | 21559 | 16285 | 11376 |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1599 | 15464304 | 890605 | 203841 | 27481 | 1801201 | 1603086 | 1728437 |
|  | Establishments operated for the entire year Establishments with no employees. | 1436 | 15301461 | 880094 | 201133 | 27020 | 1779672 | 1589725 | 1697988 |
|  |  | 1436 | 1530146 | $\begin{array}{rrr}880 & 094 \\ \text { D }\end{array}$ | 201 133 D d | 27 | 1779 D | 1589725 D | 1697988 |
|  | Establishments with 1 employee.... | 123 |  |  | ${ }_{0}^{\text {D }}$ | ${ }_{14}^{\text {c }}$ | D | 15 D | ${ }_{16}{ }^{\text {D }}$ |
|  | Establishments with 2 employees... | 70 | 120284 | 4235 | 935 | 140 | 9686 | 15360 | 16828 |
|  | employees. . . . . . . . . . . . . . . . . . . . . <br> Establishments with 5 or 6 | 138 | 237194 | 13556 | 2981 | 478 | 29482 | 23843 | 22861 |
|  |  | 137 | 590882 | 25688 | 5131 | 752 | 54264 | 63235 | 64901 |
|  | employees. . . . . . . . . . . . . . . . . . . . . <br> Establishments with 7 to 9 employees | 138 | 631483 | 33480 | 7315 | 1089 | 70325 | 73402 | 76379 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 15 to 19 employees. $\qquad$ <br> Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 employees. | 210 | 1355483 | 79836 | 17815 | 2466 | 168228 | 136609 | 143275 |
|  |  | 148 | 1728401 | 88311 | 20666 | 2486 | 186048 | 178809 | 188359 |
|  |  |  | 6350690 | $358160$ | $79436$ |  | $732240$ | $719963$ |  |
|  |  | 368 81 | D | D |  |  | 732240 D | 719963 <br> D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213102 | Lumber with yard whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 100 employees or more $\qquad$ | 21 | 1334062 | 98993 | 24037 | 3345 | 193541 | 110748 | 128846 |
|  | Establishments not operated for the entire year $\qquad$ | 163 | 162843 | 10511 | 2708 | 461 | 21529 | 13361 | 30449 |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3541 | 27847865 | 1706623 | 401476 | 48813 | 3340367 | 2156059 | 2235669 |
|  | Establishments operated for the entire year | 3096 | 27466761 | 1681861 | 396790 | 47985 | 3292133 | 2145852 | 2194210 |
|  | Establishments with no employees.... | $\begin{array}{r} 2 \\ 432 \end{array}$ | $\begin{array}{r}\text { D } \\ \text { D } \\ \text { D } \\ \hline\end{array}$ |  | D | a | D | D | D |
|  | Establishments with 1 employee.... |  | 775694 | 27505 | 6076 | 708 | 57455 | 23467 | 25441 |
|  | Establishments with 3 or 4 employees. | 450 | 1421511 | 54456 | 12614 | 1545 | 114234 | 50877 | 52054 |
|  | Establishments with 5 or 6 employees. | 302 | 1427799 | 57504 | 12529 | 1644 | 113815 | 75686 | 79988 |
|  | Establishments with 7 to 9 employees. | 303 | 1182412 | 73693 | 17085 | 2393 | 145142 | 76810 | 82962 |
|  | Establishments with 10 to 14 employees. | 303 | 1866038 | 118420 | 27070 | 3566 | 255022 | 154997 | 163299 |
|  | Establishments with 15 to 19 employees. | 225 | 1547292 | 130397 | 30883 | 3770 | 249066 | 157518 | 152622 |
|  | Establishments with 20 to 49 employees. | 537 | 9709858 | 574775 | 137529 | 16084 | 1147378 | 860297 | 868598 |
|  | Establishments with 50 to 99 employees. | 139 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 49 | 5438251 | 325982 | 77990 | 8738 | 617332 | 346194 | 351796 |
|  | Establishments not operated for the entire year | 445 | 381104 | 24762 | 4686 | 828 | 48234 | 10207 | 41459 |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 3026 | 10711750 | 761681 | 168106 | 23753 | 1692184 | 775319 | 846315 |
|  | Establishments operated for the entire year | 2580 | 10466596 |  | 163947 | 23004 | 1632487 |  |  |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r}1 \\ 456 \\ \hline\end{array}$ | + ${ }^{\text {D }}$ D | D <br> D <br> 18 | D |  | - ${ }^{\text {D }}$ | D | D |
|  | Establishments with 1 employee.... | 292 | 378127 | 18871 | 3746 | 584 | 54179 | 20466 | 20589 |
|  | Establishments with 3 or 4 employees. | 428 | 917106 | 47835 | 10236 | 1471 | 118267 | 57999 | 59360 |
|  | Establishments with 5 or 6 employees. | 327 | 1151690 | 60671 | 12865 | 1777 | 148292 | 64104 | 65942 |
|  | Establishments with 7 to 9 employees. | 370 | 1458309 | 86969 | 19733 | 2876 | 206696 | 114101 | 121241 |
|  | Establishments with 10 to 14 employees. | 288 | 1809644 | 98959 | 22582 | 3339 | 214812 | 114720 | 121849 |
|  | Establishments with 15 to 19 employees. | 158 | 1042075 | 84419 | 19012 | 2654 | 186773 | 86596 | 93043 |
|  | Establishments with 20 to 49 employees. | 214 | 2382867 | 202344 | 45703 | 5919 | 411591 | 176865 | 188852 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 100 employees or more $\qquad$ | 37 9 | 709541 D | 77664 D | 16973 D | 2400 g | 156106 D | 77703 D | 73135 D |
|  | Establishments not operated for the entire year $\qquad$ | 446 | 245154 | 25927 | 4159 | 749 | 59697 | 5135 | 39718 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3026 | 10711750 | 761681 | 168106 | 23753 | 1692184 | 775319 | 846315 |
|  | Establishments operated for the entire year | 2580 | 10466596 | 735754 | 163947 |  | 1632487 |  |  |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 1 \\ 456 \end{array}$ | 10466596 D D | $\begin{array}{r}7357 \\ \text { D } \\ \hline\end{array}$ | 163 D D | 2304 a e |  | 770184 $D$ $D$ | 806597 D D |
|  | Establishments with 2 employees... | 292 | 378127 | 18871 | 3746 | 584 | 54179 | 20466 | 20589 |
|  | Establishments with 3 or 4 employees. | 428 | 917106 | 47835 | 10236 | 1471 | 118267 | 57999 | 59360 |
|  | Establishments with 5 or 6 employees. | 327 | 1151690 | 60671 | 12865 | 1777 | 148292 | 64104 | 65942 |
|  | Establishments with 7 to 9 employees. | 370 | 1458309 | 86969 | 19733 | 2876 | 206696 | 114101 | 121241 |
|  | Establishments with 10 to 14 employees. | 288 | $1809644$ | $98959$ | 22582 | 3339 | 214812 | 114720 | 121849 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees. $\qquad$ <br> Establishments with 20 to 49 | 158 | 1042075 | 84419 | 19012 | 2654 | 186773 | 86596 | 93043 |
|  | Establishments with 20 to 49 employees. | 214 | 2382867 | 202344 | 45703 | 5919 | 411591 | 176865 | 188852 |
|  | Establishments with 50 to 99 employees. | 37 | $709541$ | 77664 | 16973 | 2400 | 156106 | 77703 | $73135$ |
|  | Establishments with 100 employees or more $\qquad$ |  | D | D | D | g | D | D | D |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421320 | Brick, stone, \& related construction materials whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 446 | 245154 | 25927 | 4159 | 749 | 59697 | 5135 | 39718 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1184 | 3546360 | 284096 | 66310 | 9941 | 619783 | 333266 | 357316 |
|  | Establishments operated for the entire year | 1035 | 3464610 | 277638 | 65403 | 9771 | 603958 | 330282 | 344130 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 162 | 107996 | 7437 | 1470 | 162 | 17279 | 6484 | 7056 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 90 | 69785 | 5431 | 1202 | 180 | 13643 | 5160 | 5509 |
|  | employees.................. | 159 | 256853 | 16101 | 3921 | 544 | 37592 | 15450 | 15430 |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to.... | 119 | 285646 | 20769 | 4537 | 637 | 46009 | 24869 | 25862 |
|  | Establishments with 7 to 9 employees. <br> Establishments with 10 to 14 ....... | 184 | 584240 | 36329 | 8929 | 1421 | 83146 | 52302 | 55026 |
|  | Establishments with 10 to 14 employees. Establishments with 15 to 19 | 138 | 494231 | 42156 | 9972 | 1591 | 90513 | 58898 | 62502 |
|  | employees. <br> Establishments with 20 to 49 | 75 | 374071 | 38334 | 8627 | 1266 | 75852 | 48214 | 50384 |
|  | (employees.................. | 94 | 931213 | 75329 | 17591 | 2501 | 162581 | 84883 | 88102 |
|  | employees. | 10 | 278597 | 19566 | 4709 | 675 | 43239 | 25014 | 24972 |
|  | Establishments with 100 employees or more | 4 | 81978 | 16186 | 4445 | 794 | 34104 | 9008 | 9287 |
|  | Establishments not operated for the entire year $\qquad$ | 149 | 81750 | 6458 | 907 | 170 | 15825 | 2984 | 13186 |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1012 | 2001239 | 239974 | 49004 | 7775 | 539309 | 188511 | 212072 |
|  | Establishments operated for the entire year | 816 | 1896031 | 226044 | 46743 | 7368 | 509599 | 187138 | 195795 |
|  | Establishments with no employees.. | 1 154 | D | 226 | D | a | D | - ${ }^{\text {D }}$ | D |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 154 102 | 91300 |  | P 1216 | 204 | 17018 | D 9339 | 9 068 |
|  | Establishments with 3 or 4 employees. | 132 | 159098 | 14518 | 2717 | 461 | 34639 | 15981 | 15972 |
|  | Establishments with 5 or 6 employees. | 113 | 249452 | 18160 | 3644 | 626 | 44246 | 21277 | 21964 |
|  | Establishments with 7 to 9 employees. | 102 | 270859 | 24995 | 5017 | 793 | 61485 | 33305 | 35038 |
|  | Establishments with 10 to 14 employees. | 80 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 46 | 202953 | 24923 | 5644 | 786 | 62891 | 12674 | 15010 |
|  | Establishments with 20 to 49 employees. | 66 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 17 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 3 | 81022 | 15116 | 3031 | 411 | 34773 | 12146 | 12522 |
|  | Establishments not operated for the entire year | 196 | 105208 | 13930 | 2261 | 407 | 29710 | 1373 | 16277 |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 830 | 5164151 | 237611 | 52792 | 6037 | 533092 | 253542 | 276927 |
|  |  | 729 | 5105955 | 232072 | 51801 | 5865 | 518930 | 252764 | 266672 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 140 | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | - | - | - | - | D |
|  | Establishments with 2 employees.... | 100 | 217042 | 7307 | 1328 | 200 | 23518 | 5967 | 6012 |
|  | Establishments with 3 or 4 employees. | 137 | 501155 | 17216 | 3598 | 466 | 46036 | 26568 | 27958 |
|  | Establishments with 5 or 6 employees. | 95 | 616592 | 21742 | 4684 | 514 | 58037 | 17958 | 18116 |
|  | Establishments with 7 to 9 employees. | 84 | 603210 | 25645 | 5787 | 662 | 62065 | 28494 | 31177 |
|  | Establishments with 10 to 14 employees. | 70 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 37 | 465051 | 21162 | 4741 | 602 | 48030 | 25708 | 27649 |
|  | Establishments with 20 to 49 employees. | 54 | D | D | D | g | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ | 54 | D | D | D | g | D | D | D |
|  | employees. | 10 | D | D | D | $f$ | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 101 | 58196 | 5539 | 991 | 172 | 14162 | 778 | 10255 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Establishments operated for the entire year | 1340 | 9351418 | 577498 | 128134 | 15727 | 1242378 | 575059 | 591073 |
|  | Establishments with no employees. . |  |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... | 243 160 | $\begin{aligned} & 393046 \\ & 345859 \end{aligned}$ | 11834 13590 | 2546 2937 | 243 320 | 24053 31945 | 3668 7262 | 3726 6617 |
|  | Establishments with 3 or 4 employees. | 192 | 460624 | 24709 | 5375 | 669 | 55817 | 23100 | 24294 |
|  | Establishments with 5 or 6 employees. | 166 | 537747 | 33153 | 7439 | 910 | 75236 | 40497 | 39348 |
|  | Establishments with 7 to 9 employees. | 174 | 733430 | 46047 | 10771 | 1367 | 104248 | 52891 | 55332 |
|  | Establishments with 10 to 14 employees. | 155 | 1252028 | 72427 | 15640 | 1804 | 164876 | 81245 | 92421 |
|  | Establishments with 15 to 19 employees. | 65 | 567741 | 39264 | 8920 | 1087 | 85345 | 53945 | 50949 |
|  | Establishments with 20 to 49 employees. | 138 | 2839829 | 152676 | 33765 | 4073 | 324192 | 157185 | 158519 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees.............. | 32 | 1186253 | 79676 | 17088 | 2163 | 168095 | 72601 | 74385 |
|  | Establishments with 100 employees or more $\qquad$ | 15 | 1034861 | 104122 | 23653 | 3091 | 208571 | 82665 | 85482 |
|  | Establishments not operated for the entire year | 244 | 460127 | 24328 | 5422 | 675 | 55717 | 20481 | 60151 |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Establishments operated for the entire year | 1340 | 9351418 | 577498 | 128134 | 15727 | 1242378 | 575059 | 591073 |
|  | Establishments with no employees. . Establishments with 1 employee. | 243 | 393046 | 11834 | 2546 | 243- | 24053 | 3668 | 3726 |
|  | Establishments with 2 employees.... | 160 | 345859 | 13590 | 2937 | 320 | 31945 | 7262 | 6617 |
|  | Establishments with 3 or 4 employees. | 192 | 460624 | 24709 | 5375 | 669 | 55817 | 23100 | 24294 |
|  | Establishments with 5 or 6 employees. | 166 | 537747 | 33153 | 7439 | 910 | 75236 | 40497 | 39348 |
|  | Establishments with 7 to 9 employees. | 174 | 733430 | 46047 | 10771 | 1367 | 104248 | 52891 | 55332 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.............. | 155 | 1252028 | 72427 | 15640 | 1804 | 164876 | 81245 | 92421 |
|  | employees. | 65 | 567741 | 39264 | 8920 | 1087 | 85345 | 53945 | 50949 |
|  | Establishments with 20 to 49 employees. | 138 | 2839829 | 152676 | 33765 | 4073 | 324192 | 157185 | 158519 |
|  | Establishments with 50 to 99 employees. | 32 | 1186253 | 79676 | 17088 | 2163 | 168095 | 72601 | 74385 |
|  | Establishments with 100 employees or more $\qquad$ | 15 | 1034861 | 104122 | 23653 | 3091 | 208571 | 82665 | 85482 |
|  | Establishments not operated for the entire year. | 244 | 460127 | 24328 | 5422 | 675 | 55717 | 20481 | 60151 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Establishments operated for the entire year | 1340 | 9351418 | 577498 | 128134 | 15727 | 1242378 | 575059 | 591073 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 243 | $39304 \overline{6}$ | 11834 | 2546 | 243 | 24053 | 3668 | 3726 |
|  | Establishments with 2 employees... | 160 | 345859 | 13590 | 2937 | 320 | 31945 | 7262 | 6617 |
|  | Establishments with 3 or 4 employees. | 192 | 460624 | 24709 | 5375 | 669 | 55817 | 23100 | 24294 |
|  | Establishments with 5 or 6 employees. | 166 | 537747 | 33153 | 7439 | 910 | 75236 | 40497 | 39348 |
|  | Establishments with 7 to 9 employees. | 174 | 733430 | 46047 | 10771 | 1367 | 104248 | 52891 | 55332 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees | 155 | 1252028 | 72427 | 15640 | 1804 | 164876 | 81245 | 92421 |
|  | Establishments with 15 to 19 employees. | 65 | 567741 | 39264 | 8920 | 1087 | 85345 | 53945 | 50949 |
|  | Establishments with 20 to 49 employees. | 138 | 2839829 | 152676 | 33765 | 4073 | 324192 | 157185 | 158519 |
|  | Establishments with 50 to 99 employees. | 32 | 1186253 | 79676 | 17088 | 2163 | 168095 | 72601 | 74385 |
|  | Establishments with 100 employees or more $\qquad$ | 15 | 1034861 | 104122 | 23653 | 3091 | 208571 | 82665 | 85482 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 244 | 460127 | 24328 | 5422 | 675 | 55717 | 20481 | 60151 |

[^59]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Establishments operated for the entire year | 2417 | 7904086 | 782985 | 183659 | 25614 | 1549565 | 620092 | 631733 |
|  | Establishments with no............. | $\begin{array}{r} 3 \\ 464 \end{array}$ | D D D | (82 ${ }^{\text {D }}$ | (83 ${ }^{\text {D }}$ | 25 a e | 1 ${ }^{\text {D }}$ | [ 20 D | - ${ }^{\text {D }}$ |
|  | Establishments with 1 employee.... | $\begin{aligned} & 464 \\ & 290 \end{aligned}$ | 377854 | 16905 | 3678 | 580 | 37209 | 9916 | $10 \quad \begin{array}{r}\text { D } \\ \\ \hline\end{array}$ |
|  | Establishments with 3 or 4 employees. | 446 | 702114 | 45534 | 9723 | 1544 | 95678 | 32061 | 32129 |
|  | Establishments with 5 or 6 employees. | 307 | 610725 | 47887 | 10837 | 1676 | 98327 | 38843 | 39446 |
|  | Establishments with 7 to 9 employees. | 237 | 551116 | 53708 | 12140 | 1863 | 110365 | 49543 | 51363 |
|  | Establishments with 10 to 14 employees. | 242 | 911970 | 84339 | 19442 | 2855 | 165470 | 78293 | 77594 |
|  | Establishments with 15 to 19 employees. | 117 | 530187 | 61577 | 14742 | 1976 | 118960 | 54128 | 55595 |
|  | Establishments with 20 to 49 employees. | 229 | 1847885 | 217508 | 51411 | 6955 | 425280 | 179243 | 183693 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | (employees............. | 55 | 1155816 | 119468 | 28363 | 3654 | 224682 | 93180 | 94217 |
|  |  | 27 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 473 | 292570 | 23248 | 5644 | 861 | 45037 | 3430 | 34413 |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Establishments operated for the entire year $\qquad$ | 2417 | 7904086 | 782985 | 183659 | 25614 | 1549565 | 620092 | 631733 |
|  | Establishments with no employees.. |  |  |  | D |  | D | D | D |
|  | Establishments with 1 employee... | 464 290 |  |  | 3678 | $58{ }^{\text {e }}$ | 37209 | 9 - 916 | P 10 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 290 | 377854 | 16905 | 3678 | 580 | 37209 | 9916 | 10259 |
|  | employees............. | 446 | 702114 | 45534 | 9723 | 1544 | 95678 | 32061 | 32129 |
|  | Establishments with 5 or 6 employees. | 307 | 610725 | 47887 | 10837 | 1676 | 98327 | 38843 | 39446 |
|  | Establishments with 7 to 9 employees. | 237 | 551116 | 53708 | 12140 | 1863 | 110365 | 49543 | 51363 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.............. | 242 | 911970 | 84339 | 19442 | 2855 | 165470 | 78293 | 77594 |
|  | employees. | 117 | 530187 | 61577 | 14742 | 1976 | 118960 | 54128 | 55595 |
|  | Establishments with 20 to 49 employees. | 229 | 1847885 | 217508 | 51411 | 6955 | 425280 | 179243 | 183693 |
|  | Establishments with 50 to 99 employees. | 55 | 1155816 | 119468 | 28363 | 3654 | 224682 | 93180 | 94217 |
|  | Establishments with 100 employees or more $\qquad$ | 27 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 473 | 292570 | 23248 | 5644 | 861 | 45037 | 3430 | 34413 |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 669 | 1950805 | 235834 | 57069 | 8197 | 456813 | 130217 | 134854 |
|  | Establishments operated for the entire year | 576 | 1889048 | 230597 | 54789 | 7914 | 447497 | 129085 | 130327 |
|  | Establishments with no employees.. | $8{ }^{-}$ | $140682$ | 3047 | 704 | $8 \overline{-}^{-}$ | 6771 | 1320 | 1375 |
|  | Establishments with 2 employees... | 72 | 86526 | 4045 | 916 | 144 | 8775 | 1793 | 2059 |
|  | Establishments with 3 or 4 employees. | 92 | 170527 | 9009 | 2055 | 312 | 17582 | 3118 | 3203 |
|  | Establishments with 5 or 6 employees | 80 | 239501 | 13735 | 3120 | 435 | 27023 | 7141 | 7434 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees................. | 48 | 60473 | 9676 | 2027 | 375 | 17963 | 5240 | 5671 |
|  | employees. <br> Establishments with 15 to 19 | 57 | 129756 | 18009 | 4293 | 669 | 33608 | 15017 | 12215 |
|  | employees................... | 40 | 167441 | 20849 | 5123 | 678 | 39508 | 16376 | 16890 |
|  | Establishments with 20 to 49 employees. | 71 | 358473 | 61707 | 15151 | 2082 | 117168 | 38454 | 39261 |
|  | Establishments with 50 to 99 employees. | 19 | 210449 | 34109 | 7510 | 1209 | 62919 | 19750 | 20339 |
|  | Establishments with 100 employees or more $\qquad$ | 14 | 325220 | 56411 | 13890 | 1927 | 116180 | 20876 | 21880 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 93 | 61757 | 5237 | 2280 | 283 | 9316 | 1132 | 4527 |

[^60]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2221 | 6245851 | 570399 | 132234 | 18278 | 1137789 | 493305 | 531292 |
|  | Establishments operated for the entire year | 1841 | 6015038 | 552388 | 128870 | 17700 | 1102068 | 491007 | 501406 |
|  | Establishments with no employees.. | 3 | - 015 | D | 128 | a | - D | D | D |
|  | Establishments with 1 employee.... | 381 218 | 291328 | 12860 | 2762 | + ${ }_{\text {e }}$ | 28 434 | D 8123 | 8200 |
|  | Establishments with 3 or 4 employees. | 354 | 531587 | 36525 | 7668 | 1232 | 78096 | 28943 | 28926 |
|  | Establishments with 5 or 6 employees. | 227 | 371224 | 34152 | 7717 | 1241 | 71304 | 31702 | 32012 |
|  | Establishments with 7 to 9 employees. | 189 | 490643 | 44032 | 10113 | 1488 | 92402 | 44303 | 45692 |
|  | Establishments with 10 to 14 employees. | 185 | 782214 | 66330 | 15149 | 2186 | 131862 | 63276 | 65379 |
|  | Establishments with 15 to 19 employees. | 77 | 362746 | 40728 | 9619 | 1298 | 79452 | 37752 | 38705 |
|  | Establishments with 20 to 49 employees. | 158 | 1489412 | 155801 | 36260 | 4873 | 308112 | 140789 | 144432 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees.............. | 36 | 945367 | 85359 | 20853 | 2445 | 161763 | 73430 | 73878 |
|  | or more ...................... | 13 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 380 | 230813 | 18011 | 3364 | 578 | 35721 | 2298 | 29886 |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 45351 | 367383550 | 33292437 | 8317953 | ${ }^{1} 716113$ | 62642404 | 24912094 | 27009852 |
|  | Establishments operated for the entire year $\qquad$ | 39751 | 358241954 | 32519014 | 8118401 | 696384 | 61158794 | 24626645 | 26203109 |
|  | Establishments with no employees.. | 21 | 11426 | 1325 |  |  | 2815 | 951 | 977 |
|  | Establishments with 1 employee.. | 6689 | 4721968 | 321616 | 69106 | 6689 | 662995 | 167002 | 174672 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 4621 | 4612788 | 341869 | 74357 | 9242 | 717423 | 185857 | 192868 |
|  | Employees................. | 6485 | 10827448 | 829223 | 184923 | 22363 | 1671428 | 477254 | 490859 |
|  | Establishments with 5 or 6 employees. | 4221 | 9535122 | 864179 | 195624 | 22973 | 1671191 | 501093 | 521167 |
|  | Establishments with 7 to 9 employees. | 4194 | 13821013 | 1300205 | 289900 | 33122 | 2482738 | 783633 | 841180 |
|  | Establishments with 10 to 14 employees. | 4045 | 20403465 | 1964059 | 447721 | 47386 | 3600971 | 1212549 | 1307613 |
|  | Establishments with 15 to 19 |  | 2040346 |  |  | 47386 |  |  | 1307613 |
|  | employees.............. | 2340 | 17616470 | 1667108 | 382904 | 39143 | 3073549 | 1098026 | 1188723 |
|  | Establishments with 20 to 49 employees. | 4542 | 65895551 | 6020555 | 1399355 | 137383 | 11047174 | 4130053 | 4323544 |
|  | Establishments with 50 to 99 employees. | 1546 | 50639969 | 4913491 | 1186866 | 105599 | 9112962 | 3501276 | 3648176 |
|  | Establishments with 100 employees or more $\qquad$ | 1047 | 160156734 | 14295384 | 3887645 | 272484 | 27115548 | 12568951 | 13513330 |
|  | Establishments not operated for the entire year | 5600 | 9141596 | 773423 | 199552 | 19729 | 1483610 | 285449 | 806743 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |
|  | Establishments operated for the entire year |  | 16550988 |  |  |  | 2147208 |  |  |
|  | Establishments with no employees. |  | 16550988 | 17 <br> 19 <br> D |  | 20833 a | 2147208 D d | 1195530 | 1198654 |
|  | Establishments with 1 employee.... Establishments with 2 employees. . | 179 145 | $130 \begin{array}{r}\text { D } \\ 130\end{array}$ | 10331 |  | c 290 |  |  | 8 ${ }_{\text {D }}$ |
|  | Establishments with 3 or 4 |  |  |  |  |  |  |  |  |
|  | employees................... | 184 | 264635 | 21886 | 4768 | 631 | 47158 | 20612 | 23013 |
|  | employees.................... | 119 | D | D | D | $f$ | D | D | D |
|  | Establishments with 7 to 9 employees. | 139 | 510922 | 40031 | 9069 | 1099 | 84133 | 38037 | 38462 |
|  | Establishments with 10 to 14 employees. | 133 | 846445 | 68092 | 14415 | 1575 | 143098 | 71370 | 76745 |
|  | Establishments with 15 to $19 \times \ldots$ |  | 846445 |  |  | 1575 | 143098 |  |  |
|  | employees..................... | 91 | 1004010 | 61370 | 14284 | 1539 | 129133 | 78227 | 73668 |
|  | Establishments with 20 to 49 employees. | 162 | 2907589 | 199424 | 47374 | 5011 | 424079 | 301385 | 300078 |
|  | Establishments with 50 to 99 employees. | 59 | 2644558 | 180431 | 45092 | 4091 | 403905 | 208557 | 211414 |
|  | Establishments with 100 employees or more $\qquad$ | 28 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 139 | 128063 | 12546 | 2515 | 362 | 23150 | 4603 | 23701 |

[^61]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goods-Con. \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{13}{*}{42143} \& Computer \& computer peripheral equipment \& software whsleCon. \& \& \& \& \& \& \& \& \\
\hline \& Establishments operated for the entire year \(\qquad\) \& 14527 \& 215337675 \& 16846275 \& 4318444 \& 308214 \& 30350260 \& 12711864 \& 13531017 \\
\hline \& Establishments with no employees.. \& 11
2461 \& 2 2414988 \& \(\begin{array}{r}1686 \\ 142198 \\ \hline\end{array}\) \& - 29 \& a

461 \& - ${ }^{3} 8$ \& $\begin{array}{r}127118 \\ 7985 \\ \hline 88\end{array}$ \& - 83 <br>
\hline \& Establishments with 1 employee.... \& 2461
1637 \& 2414988
285205 \& 149824 \& 29998
30060 \& 2461
3274 \& 283814
290 \& 79852
78737 \& 83952
7955 <br>
\hline \& Establishments with 3 or 4 employees. \& 2335 \& 5 857294 \& 356725 \& 80138 \& 8066 \& 690 269 \& $\begin{array}{r}197522 \\ \\ \hline 192\end{array}$ \& 195643 <br>
\hline \& Establishments with 5 or 6 employees. \& 1462 \& 4814285 \& 352387 \& 79712 \& 7945 \& 667218 \& 192890 \& 199631 <br>
\hline \& Establishments with 7 to 9 employees. \& 1514 \& 7563508 \& 559543 \& 122842 \& 11891 \& 1041472 \& 294689 \& 312941 <br>
\hline \& Establishments with 10 to 14 employees. \& 1493 \& 11034696 \& 847047 \& 192660 \& 17456 \& 1503158 \& 518559 \& 576973 <br>
\hline \& Establishments with 15 to 19 employees. \& 812 \& 8782745 \& 667821 \& 150502 \& 13580 \& 1256971 \& 417485 \& 483209 <br>
\hline \& Establishments with 20 to 49 employees. \& 1727 \& 39324155 \& 2777530 \& 629072 \& 52354 \& 5103336 \& 1695040 \& 1756106 <br>
\hline \& Establishments with 50 to 99 employees. \& \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& \& D \& D \& D \& m \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year. \& 2402 \& 6109737 \& 459237 \& 108415 \& 9448 \& 865992 \& 123991 \& 452222 <br>
\hline \multirow[t]{16}{*}{421430} \& Computer \& computer peripheral equipment \& software whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 16929 \& 221447412 \& 17305512 \& 4426859 \& 317662 \& 31216252 \& 12835855 \& 13983239 <br>
\hline \& Establishments operated for the entire year \& \& 215337675 \& 16846275 \& 4318444 \& 308214 \& 30350260 \& 12711864 \& 13531017 <br>
\hline \& Establishments with no employees.. \& 14 11 \& 215337 D \& 16846275 \& 43184 \& - ${ }^{\text {a }}$ \& $30350{ }^{2} 8$ \& 12711804 \& 135 <br>
\hline \& Establishments with 1 employee.... \& 2461 \& 2414988 \& 142198 \& 29998 \& 2461 \& 283814 \& 79852 \& 83342 <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 1637 \& 2285205 \& 139824 \& 30060 \& 3274 \& 290499 \& 78737 \& 79955 <br>
\hline \& Establishments with 3 or 4 employees. \& 2335 \& 5857294 \& 356725 \& 80138 \& 8066 \& 690269 \& 193522 \& 195643 <br>
\hline \& Establishments with 5 or 6 employees. \& 1462 \& 4814285 \& 352387 \& 79712 \& 7945 \& 667218 \& 192890 \& 199631 <br>
\hline \& Establishments with 7 to 9 employees. \& 1514 \& 7563508 \& 559543 \& 122842 \& 11891 \& 1041472 \& 294689 \& 312941 <br>
\hline \& Establishments with 10 to 14 ..... \& \& \& \& \& \& \& \& <br>
\hline \& employees................... \& 1493 \& 11034696 \& 847047 \& 192660 \& 17456 \& 1503158 \& 518559 \& 576973 <br>
\hline \& employees..................... \& 812 \& 8782745 \& 667821 \& 150502 \& 13580 \& 1256971 \& 417485 \& 483209 <br>
\hline \& Establishments with 20 to 49 employees. \& 1727 \& 39324155 \& 2777530 \& 629072 \& 52354 \& 5103336 \& 1695040 \& 1756106 <br>
\hline \& Establishments with 50 to 99 employees. \& 588 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& \& D \& D \& D \& m \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year \& 2402 \& 6109737 \& 459237 \& 108415 \& 9448 \& 865992 \& 123991 \& 452222 <br>
\hline \multirow[t]{15}{*}{4214301} \& Computer \& peripheral equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ....... \& 14080 \& 209760805 \& 15450012 \& 3995317 \& 282335 \& 27843140 \& 12344695 \& 13428595 <br>

\hline \& Establishments operated for the entire year \& \& 203977355 \& $$
15058585
$$ \& \& \& \& 12225674 \& 13009254 <br>

\hline \& | Establishments with no employees. . |
| :--- |
| Establishments with 1 employee. | \& \[

$$
\begin{array}{r}
8 \\
1976
\end{array}
$$

\] \& \[

$$
\begin{aligned}
2174695
\end{aligned}
$$

\] \& \[

$$
\begin{array}{rr} 
\\
& D \\
110 \quad 379
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
\text { D } \\
23482
\end{array}
$$

\] \& 1976 \& \[

$$
\begin{array}{r}
\text { D } \\
223 \quad 324
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
\text { D } \\
74881
\end{array}
$$

\] \& \[

$$
\begin{array}{rl} 
& \text { D } \\
78 & 541
\end{array}
$$
\] <br>

\hline \& Establishments with 2 employees... \& 1305 \& 2054050 \& 106966 \& 23486 \& 2610 \& 227576 \& 69361 \& 70463 <br>
\hline \& Establishments with 3 or 4 employees. \& 1920 \& 5407350 \& 287099 \& 64384 \& 6627 \& 559789 \& 185083 \& 186533 <br>
\hline \& Establishments with 5 or 6 employees. \& 1231 \& 4389294 \& 289206 \& 66330 \& 6688 \& 553251 \& 183147 \& 190516 <br>
\hline \& Establishments with 7 to 9 employees. \& 1269 \& 6958022 \& 459173 \& 101112 \& 9976 \& 855838 \& 279857 \& 295622 <br>
\hline \& Establishments with 10 to 14 employees. \& 1281 \& 10191939 \& 719112 \& 163723 \& 14954 \& 1281983 \& 496986 \& 555754 <br>
\hline \& Establishments with 15 to 19 employees. \& 700 \& 8274922 \& 566821 \& 127835 \& 11702 \& 1083100 \& 399081 \& 460139 <br>
\hline \& Establishments with 20 to $49 \ldots \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees.................... \& 1514 \& 36816500 \& 2406051 \& 546264 \& 45919 \& 4448928 \& 1610770 \& 1646895 <br>
\hline \& employees................... \& 520 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 437 \& D \& D \& D \& m \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year \& 1919 \& 5783450 \& 391427 \& 92741 \& 7916 \& 743544 \& 119021 \& 419341 <br>

\hline \multirow[t]{2}{*}{42143011} \& \multirow[t]{2}{*}{| Computers \& peripheral equipment for resale |
| :--- |
| All establishments |} \& \& \& \& \& \& \& \& <br>

\hline \& \& 5657 \& 115317362 \& 4275564 \& 1035136 \& 91857 \& 9030685 \& 8708957 \& 9594264 <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42143011 | Computers \& peripheral equipment for resale-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4806 | 111722200 | 4121103 | 995617 | 88089 |  | 8612439 | 9323732 |
|  | Establishments with no employees. . | 2 854 | 1 | - D | D |  | 8702 D | 8612 D | - D |
|  | Establishments with 1 employee.... | 854 | 1224 D | D |  |  | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 564 | 1224636 | 43038 | 9324 | 1128 | 92427 | 45430 | 46160 |
|  | (employees................... | 796 | 3496826 | 117491 | 26143 | 2743 | 251673 | 106147 | 108556 |
|  | Establishments with 5 or 6 employees. | 495 | 2620830 | 110281 | 25724 | 2697 | 231751 | 105773 | 111215 |
|  | Establishments with 7 to 9 employees. | 487 | 3833782 | 167565 | 36270 | 3822 | 342577 | 142556 | 163516 |
|  | Establishments with 10 to 14 employees. | 476 | 5873677 | 246463 | 54630 | 5529 | 494869 | 307138 | 359707 |
|  | employees............... | 278 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 564 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 162 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year. | 851 | 3595162 | 154461 | 39519 | 3768 | 328065 | 96518 | 270532 |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |
|  | All establishments | 8423 | 94443443 | 11174448 | 2960181 | 190478 | 18812455 | 3635738 | 3834331 |
|  | Establishments operated for the entire year $\qquad$ | 7355 | 92255155 | 10937482 | 2906959 | 186330 | 18396976 | 3613235 | 3685522 |
|  | Establishments with no employees.. | - 6 | 2157 | 10 317 | 2906 | 186 | 18574 | - 94 | - 105 |
|  | Establishments with 1 employee.... | 1122 |  | D | D |  | D | D | D |
|  | Establishments with 2 employees... | 741 | 829414 | 63928 | 14162 | 1482 | 135149 | 23931 | 24303 |
|  | Establishments with 3 or 4 employees. | 1124 | 1910524 | 169608 | 38241 | 3884 | 308116 | 78936 | 77977 |
|  | Establishments with 5 or 6 employees. | 736 | 1768464 | 178925 | 40606 | 3991 | 321500 | 77374 | 79301 |
|  | Establishments with 7 to 9 employees. | 782 | 3124240 | 291608 | 64842 | 6154 | 513261 | 137301 | 132106 |
|  | Establishments with 10 to 14 employees. | 805 | 4318262 | 472649 | 109093 | 9425 | 787114 | 189848 | 196047 |
|  | Establishments with 15 to 19 employees | 422 | D | D | D | i | D | D | D |
|  | Establishments with 20 to $49 \cdots \cdots$ |  | D | D |  |  |  |  |  |
|  | employees................ | 950 | D | D | D | k | D | D | D |
|  | establoyees................... | 358 | D | D | D | k | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 309 | D | D | D | 1 | D | D | D |
|  | Establishments not operated for the entire year. | 1068 | 2188288 | 236966 | 53222 | 4148 | 415479 | 22503 | 148809 |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2849 | 11686607 | 1855500 | 431542 | 35327 | 3373112 | 491160 | 554644 |
|  | Establishments operated for the entire year | 2366 | 11360320 | 1787690 | 415868 | 33795 | 3250664 | 486190 | 521763 |
|  | Establishments with no employees.. | 3 | 256 | 76 | - | - | 151 | 4 | 4 |
|  | Establishments with 1 employee.... | 485 | 240293 | 31819 | 6516 | 485 | 60490 | 4971 | 4801 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 332 | 231155 | 32858 | 6574 | 664 | 62923 | 9376 | 9492 |
|  | employees. | 415 | 449944 | 69626 | 15754 | 1439 | 130480 | 8439 | 9110 |
|  | Establishments with 5 or 6 employees. | 231 | 424991 | 63181 | 13382 | 1257 | 113967 | 9743 | 9115 |
|  | Establishments with 7 to 9 employees. | 245 | 605486 | 100370 | 21730 | 1915 | 185634 | 14832 | 17319 |
|  | Establishments with 10 to 14 employees. | 212 | 842757 | 127935 | 28937 | 2502 | 221175 | 21573 | 21219 |
|  | Establishments with 15 to 19 employees. | 112 | 507823 | 101000 | 22667 | 1878 | 173871 | 18404 | 23070 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 213 | 2507655 | 371479 | 82808 | 6435 | 654408 | 84270 | 109211 |
|  | employees................... | 68 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 50 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year. | 483 | 326287 | 67810 | 15674 | 1532 | 122448 | 4970 | 32881 |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | r5 380 | r15 914735 | r1 754684 | r402 801 | '52 186 | 3381852 | 1197539 | 1291756 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42144 | Other commercial equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4805 | 15554926 | 1722669 | 395134 | 50988 |  |  | 1251734 |
|  | Establishments with no employees. . | 1 781 | - D | - | - D | a | $\bigcirc$ | 18 | 1 D |
|  | Establishments with 1 employee.... | 781 | 474 D | D |  |  | 71 D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 559 | 474198 | 31711 | 6981 | 1118 | 71806 | 19993 | 21051 |
|  | entioyees................... | 894 | 1151007 | 89351 | 19975 | 3086 | 190176 | 52270 | 53379 |
|  | Establishments with 5 or 6 employees. | 621 | 1268775 | 107860 | 23798 | 3374 | 214675 | 63284 | 66961 |
|  | Establishments with 7 to 9 employees. | 567 | 1458467 | 140527 | 31967 | 4485 | 283750 | 81246 | 87498 |
|  | Establishments with 10 to 14 employees. | 526 | 1770680 | 196786 | 44700 | 6117 | 388296 | 118233 | 121091 |
|  | Establishments with 15 to 19 employees. | 275 | 1109920 | 150406 | $34271$ | 4571 | 280156 | 112836 | 118428 |
|  | Establishments with 20 to 49 employees. | 445 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 93 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 43 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 575 | 359809 | 32015 | 7667 | 1198 | 64067 | 8486 | 40022 |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | r5 380 | r15 914735 | r1 754684 | r402 801 | r52 186 | 3381852 | 1197539 | 1291756 |
|  | Establishments operated for the entire year | 4805 | 15554926 | 1722669 | 395134 | 50988 | 3317785 | 1189053 | 1251734 |
|  | Establishments with no employees... | $\begin{array}{r}4805 \\ \hline\end{array}$ | 15554 | 1722 D | - D | a | $\bigcirc$ | 180 | 1 D |
|  | Establishments with 1 employee.... | 781 | 474 D | ${ }^{\text {D }}$ | D |  | 71 D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 559 | 474198 | 31711 | 6981 | 1118 | 71806 | 19993 | 21051 |
|  | employees.............. | 894 | 1151007 | 89351 | 19975 | 3086 | 190176 | 52270 | 53379 |
|  | Establishments with 5 or 6 employees. | 621 | 1268775 | 107860 | 23798 | 3374 | 214675 | 63284 | 66961 |
|  | Establishments with 7 to 9 employees. | 567 | 1458467 | 140527 | 31967 | 4485 | 283750 | 81246 | 87498 |
|  | Establishments with 10 to 14 employees. | 526 | 1770680 | 196786 | 44700 | 6117 | 388296 | 118233 | 121091 |
|  | Establishments with 15 to 19 employees | 275 | 1109920 | 150406 | 34271 | 4571 | 280156 | 112836 | 118428 |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | 445 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 93 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 43 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 575 | 359809 | 32015 | 7667 | 1198 | 64067 | 8486 | 40022 |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 3165 | 10686971 | 1012146 | 230787 | 30890 | 1942318 | 790577 | 855376 |
|  |  | 2847 | 10464304 | 995643 | 227147 | 30243 | 1908103 | 787957 | 828283 |
|  | Establishments with no employees. . Establishments with 1 employee... | - 448 | $\overline{\mathrm{D}}$ | - | $\overline{\mathrm{D}}$ | - | - ${ }^{\text {D }}$ | - | - |
|  | Establishments with 2 employees.... | 328 | 274699 | 18590 | 4183 | 656 | 40157 | 13843 | 14715 |
|  | Establishments with 3 or 4 employees. | 552 | 881351 | 53042 | 11945 | 1913 | 118322 | 36391 | 37027 |
|  | Establishments with 5 or 6 employees. | 393 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees | 323 | 1015160 | 79883 | 18132 | 2573 | 160550 | 51157 | 52360 |
|  | Establishments with $10 \ldots \ldots \ldots \ldots$ | 323 | 1015160 | 79883 | 18132 | 2573 | 160550 | 51157 | 52360 |
|  | employees. | 289 | 1112256 | 104502 | 23706 | 3351 | 205571 | 76214 | 77372 |
|  | Establishments with 15 to 19 employees. | 162 | 635445 | 84234 | 19085 | 2698 | 156631 | 71403 | 75228 |
|  | Establishments with 20 to 49 |  | D | D | D |  | D |  |  |
|  | employees. Establishments with 50 to 99 | 268 | D | D | D | i | D | D | D |
|  | employees.................... | 58 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 26 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 318 | 222667 | 16503 | 3640 | 647 | 34215 | 2620 | 27093 |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | '2215 | r5 227764 | '742 538 | r172 014 | '21 296 | 1439534 | 406962 | 436380 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214402 | Store machines \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year |  | 5090622 | 727026 | 167987 | 20745 | 1409682 | 401096 | 423451 |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 1 \\ 333 \end{array}$ | 5090 ${ }^{\text {D }}$ | [ | D D | a | ( ${ }^{\text {D }}$ | D ${ }^{\text {D }}$ | $\begin{aligned} & D \\ & D \end{aligned}$ |
|  | Establishments with 2 employees... | 231 | 199499 | 13121 | 2798 | 462 | 31649 | 6150 | 6336 |
|  | Establishments with 3 or 4 employees. | 342 | 269656 | 36309 | 8030 | 1173 | 71854 | 15879 | 16352 |
|  | Establishments with 5 or 6 employees. | 228 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 244 | 443307 | 60644 | 13835 | 1912 | 123200 | 30089 | 35138 |
|  | Establishments with 10 to 14 employees. | 237 | 658424 | 92284 | 20994 | 2766 | 182725 | 42019 | 43719 |
|  | Establishments with 15 to 19 employees. | 113 | 474475 | 66172 | 15186 | 1873 | 123525 | 41433 | 43200 |
|  | Establishments with 20 to 49 employees. | 177 | D | D | D | i | D | D | D |
|  | Establishments with 50 to $99 . . . . . .$. | 35 | 553667 | 103666 | 26786 | 2386 | 184832 | 59451 | 58938 |
|  | Establishments with 100 employees or more $\qquad$ | 17 | 836893 | 114511 | 26306 | 3413 | 232028 | 73720 | 77811 |
|  | Establishments not operated for the entire year | 257 | 137142 | 15512 | 4027 | 551 | 29852 | 5866 | 12929 |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9782 | 58791711 | 5746165 | 1386809 | 121572 | 11851627 | 5160001 | 5749898 |
|  | Establishments operated for the entire year | 8412 | 56931931 | 5577581 | 1340067 | 117027 | 11504824 | 5055663 | 5566030 |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 3 \\ 1812 \end{array}$ | $\begin{array}{rrr}  & D \\ 1 & 131074 \end{array}$ | $\begin{array}{r} \text { D } \\ 94280 \end{array}$ | 20628 | a 1812 | $\begin{array}{r} \text { D } \\ 189593 \end{array}$ | 40866 | 43050 |
|  | Establishments with 2 employees... | 1177 | 1 131074 | 94 D | 2068 D | r 812 | - 189 D | 40866 D | 43 D |
|  | Establishments with 3 or 4 employees. | 1371 | 1974798 | 184887 | 40512 | 4703 | 391468 | 99268 | 102461 |
|  | Establishments with 5 or 6 employees. | 831 | 1646973 | 174924 | 39403 | 4511 | 356534 | 104758 | 108732 |
|  | Establishments with 7 to 9 employees. | 775 | 2163065 | 260650 | 57131 | 6161 | 519637 | 187890 | 211712 |
|  | Establishments with 10 to 14 employees. | 728 | 3626343 | 394424 | 89401 | 8564 | 740581 | 241724 | 254728 |
|  | Establishments with 15 to 19 employees. | 437 | 3661925 | 376692 | 86762 | 7324 | 686999 | 230469 | 250651 |
|  | Establishments with 20 to 49 employees. | 785 | 10502396 | 1015563 | 243393 | 23626 | 1947435 | 909138 | 969253 |
|  | Establishments with 50 to 99 employees. | 316 | 11075721 | 954197 | 239142 | 21576 | 1918032 | 1017419 | 1078211 |
|  | Establishments with 100 employees or more $\qquad$ | 177 | 20103399 | 2030819 | 503791 | 36396 | 4562053 | 2181492 | 2502806 |
|  | Establishments not operated for the entire year | 1370 | 1859780 | 168584 | 46742 | 4545 | 346803 | 104338 | 183868 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9782 | 58791711 | 5746165 | 1386809 | 121572 | 11851627 | 5160001 | 5749898 |
|  | Establishments operated for the entire year | 8412 | 56931931 | 5577581 | 1340067 | 117027 | 11504824 | 5055663 | 5566030 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | 3 3 1812 | $\begin{array}{r} \text { D } \\ 1131074 \end{array}$ | $\begin{array}{r} \text { D } \\ 94 \quad 280 \end{array}$ | 10 20628 | + 1812 | $189593$ | $\begin{array}{r} \mathrm{D} \\ 40866 \end{array}$ | 43050 |
|  | Establishments with 1 employee.... | 1812 1 |  |  | 20 2 D | 1812 g | 189593 D | 40866 D | 43 D |
|  | Establishments with 3 or 4 employees. | 1371 | 1974798 | 184887 | 40512 | 4703 | 391468 | 99268 | 102461 |
|  | Establishments with 5 or 6 employees. | 831 | 1646973 | 174924 | 39403 | 4511 | 356534 | 104758 | 108732 |
|  | Establishments with 7 to 9 employees. | 775 | 2163065 | 260650 | 57131 | 6161 | 519637 | 187890 | 211712 |
|  | Establishments with 10 to 14 employees. | 728 | 3626343 | 394424 | 89401 | 8564 | 740581 | 241724 | 254728 |
|  | Establishments with 15 to $19 \cdots \cdots$ | 728 | 3626343 | 394424 |  |  |  |  |  |
|  | employees. | 437 | 3661925 | 376692 | 86762 | 7324 | 686999 | 230469 | 250651 |
|  | Establishments with 20 to 49 employees. | 785 | 10502396 | 1015563 | 243393 | 23626 | 1947435 | 909138 | 969253 |
|  | Establishments with 50 to 99 employees. $\qquad$ | 316 | 11075721 | 954197 | 239142 | 21576 | 1918032 | 1017419 | 1078211 |
|  | Establishments with 100 employees or more $\qquad$ | 177 | 20103399 | 2030819 | 503791 | 36396 | 4562053 | 2181492 | 2502806 |
|  | Establishments not operated for the entire year. | 1370 | 1859780 | 168584 | 46742 | 4545 | 346803 | 104338 | 183868 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8721 | 54484063 | 5125079 | 1243720 | 106502 | 10645826 | 4681500 | 5232071 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214501 | Surgical, medical, \& hospital supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year $\qquad$ | 7452 | 52674225 | 4962716 | 1199308 | 102184 | 10313266 | 4581615 | 5053306 |
|  | Establishments with no employees. Establishments with 1 employee.. | 3 1622 | 1070196 | $\begin{array}{r}\text { P } \\ \hline 9\end{array}$ | 19576 | + ${ }^{\text {a }}$ | ( D | D 37555 | 39762 |
|  | Establishments with 2 employees. | 1064 | - D | - |  | - | - D | - | - |
|  | Establishments with 3 or 4 employees. | 1224 | 1861876 | 169418 | 37236 | 4209 | 358384 | 87423 | 90509 |
|  | Establishments with 5 or 6 employees. | 747 | 1556957 | 162575 | 36474 | 4060 | 330392 | 93506 | 97313 |
|  | Establishments with 7 to 9 employees. | 668 | 1917450 | 228053 | 50025 | 5303 | 452774 | 165598 | 187454 |
|  | employees. | 620 | 3259836 | 345118 | 78343 | 7298 | 640121 | 200871 | 214158 |
|  | Establishments with 15 to 19 employees. | 362 | 3315259 | 322418 | 74404 | 6070 | 582822 | 202956 | 220473 |
|  | Establishments with 20 to 49 employees. | 665 | 9375228 | 860076 | 207181 | 20121 | 1646343 | 827137 | 878914 |
|  | employees. | 280 | 10394692 | 857719 | 215098 | 19227 | 1708985 | 927350 | 977374 |
|  | Establishments with 100 employees or more | 157 | 18960917 | 1844234 | 462690 | 32106 | 4238386 | 2000686 | 2307394 |
|  | Establishments not operated for the entire year | 1269 | 1809838 | 162363 | 44412 | 4318 | 332560 | 99885 | 178765 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1061 | 4307648 | 621086 | 143089 | 15070 | 1205801 | 478501 | 517827 |
|  | Establishments operated for the entire year | 960 | 4257706 | 614865 | 140759 | 14843 | 1191558 | 474048 | 512724 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | 150 | $60878$ | 5002 | 1052 | 150 | 11941 | 3311 | 3288 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 113 | 84423 | 7318 | 1623 | 226 | 15085 | 4106 | 4471 |
|  | employees.................... | 147 | 112922 | 15469 | 3276 | 494 | 33084 | 11845 | 11952 |
|  | Establishments with 5 or 6 employees. | 84 | 90016 | 12349 | 2929 | 451 | 26142 | 11252 | 11419 |
|  | Establishments with 7 to 9 employees. | 107 | 245615 | 32597 | 7106 | 858 | 66863 | 22292 | 24258 |
|  | Establishments with 10 to 14 employees. | 108 | 366507 | 49306 | 11058 | 1266 | 100460 | 40853 | 40570 |
|  | Establishments with 15 to 19 employees. | 75 |  | 54274 | 12358 |  | 104177 | 27513 | 30178 |
|  | Establishments with 20 to $49 \cdots \cdots$ |  | 346666 | 54274 | 12358 | 1254 | 104177 | 27513 | 30178 |
|  | employees................... | 120 | 1127168 | 155487 | 36212 | 3505 | 301092 | 82001 | 90339 |
|  | Establishments with 50 to 99 employees. | 36 | 681029 | 96478 | 24044 | 2349 | 209047 | 90069 | 100837 |
|  | Establishments with 100 employees or more $\qquad$ | 20 | 1142482 | 186585 | 41101 | 4290 | 323667 | 180806 | 195412 |
|  | Establishments not operated for the entire year | 101 | 49942 | 6221 | 2330 | 227 | 14243 | 4453 | 5103 |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |
|  | Establishments operated for the entire year | 1594 | 6733531 | 854125 | 202988 | 27735 | 1882191 | 748593 | 801661 |
|  | Establishments with no employees.. | 1 |  | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 313 |  |  |  | e | D | D | D |
|  | Establishments with 2 employees... | 176 | D | D | D | e | D | D | D |
|  | Establishments with 3 or 4 employees. | 226 | D | D | D | $f$ | D | D | D |
|  | Establishments with 5 or 6 employees. | 150 | 227383 | 25202 | 5933 | 821 | 52110 | 22305 | 22033 |
|  | Establishments with 7 to 9 employees. | 142 | 265983 | 31800 | 7819 | 1117 | 71119 | 32784 | 36916 |
|  | Establishments with 10 to 14 employees. | 162 | $404600$ | 57913 | 13198 | 1907 | 120955 | 44370 | 46262 |
|  | Establishments with 15 to 19 employees. | 62 94 | $352225$ | 49469 | 11169 | 1586 | 105755 | 52485 | 53361 |
|  | Establishments with 20 to 49 employees. | 200 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 81 | 1064169 | 169164 | 39020 | 5447 | 355116 | 152154 | 153593 |
|  | Establishments with 100 employees or more $\qquad$ | 49 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 187 | 131734 | 13683 | 3543 | 525 | 30072 | 9317 | 27028 |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421460 | Ophthalmic goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year |  |  |  |  |  |  |  |  |
|  | Establishments with no employees.. | + 1 | - D | 854 | 202 D | 27 | 1882 D | 748 D | 801661 |
|  | Establishments with 1 employee.... | 313 | D | D | D | e | D | D | D |
|  | Establishments with 2 employees... | 176 | D | D | D | e | D | D | D |
|  | employees................... | 226 | D | D | D | $f$ | D | D | D |
|  | Establishments with 5 or 6 employees. | 150 | 227383 | 25202 | 5933 | 821 | 52110 | 22305 | 22033 |
|  | Establishments with 7 to 9 employees. | 142 | 265983 | $31800$ | 7819 | 1117 | 71119 | 32784 | 36916 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.............. | 162 | 404600 | 57913 | 13198 | 1907 | 120955 | 44370 | 46262 |
|  | employees. | 94 | 352225 | 49469 | 11169 | 1586 | 105755 | 52485 | 53361 |
|  | Establis employees. | 200 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 81 | 1064169 | 169164 | 39020 | 5447 | 355116 | 152154 | 153593 |
|  | Establishments with 100 employees or more $\qquad$ |  | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year. | 187 | 131734 | 13683 | 3543 | 525 | 30072 | 9317 | 27028 |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year $\begin{aligned} & \text { Establishments with no employees................... }\end{aligned}$ | 225 3 | 10912542 | 1244270 | 292671 | 30892 a | 2631225 | 1161069 | 1204860 |
|  | Establishments with 1 employee.... | 446 | D | D | D | e | D | D | D |
|  | Establishments with 2 employees... | 319 | D | D | D | f | D | D | D |
|  | Establishments with 3 or 4 employees. | 461 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 310 | 565612 | 62703 | 14742 | 1692 | 127374 | 36083 | 38430 |
|  | Establishments with 7 to 9 employees. | 271 | 601528 | 79957 | 17850 | 2171 | 159440 | 57100 | 59712 |
|  | Establishments with 10 to 14 employees. | 252 | 949590 | 111224 | 24974 | 2958 | 222399 | 82747 | 92034 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  | 82 |  |
|  | employees. | 132 | 684490 | 83459 | 20380 | 2162 | 162785 | 65519 | 60778 |
|  | employees................ | 209 | 2082608 | 256096 | 60019 | 6380 | 522064 | 226513 | 243302 |
|  | Establishments with 50 to 99 employees. | 85 | 2172015 | 235517 | 55039 | 5632 | 545355 | 184377 | 195355 |
|  | Establishments with 100 employees or more $\qquad$ | 37 | 2745762 | 321439 | 78583 | 7232 | 695772 | 446080 | 449525 |
|  | Establishments not operated for the entire year | 256 | 126236 | 23057 | 9057 | 965 | 43984 | 16122 | 26610 |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  | Establishments operated for the entire year | 2525 | 10912542 | 1244270 | 292671 | 30892 | 2631225 | 1161069 | 1204860 |
|  | Establishments with no employees.. | 3 | D | D | $\bigcirc{ }^{\text {D }}$ | a | 2631 | 1161 | 1204860 |
|  | Establishments with 1 employee.... | 446 | D |  |  |  | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 319 | D | D | D | f | D | D | D |
|  | Establishments with 3 or 4 employees. | 461 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 310 | 565612 | 62703 | 14742 | 1692 | 127374 | 36083 | 38430 |
|  | Establishments with 7 to 9 | 271 | 601528 | 79957 | 17850 | 2171 | 159440 | 57100 | 59712 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 252 | 949590 | 111224 | 24974 | 2958 | 222399 | 82747 | 92034 |
|  | Establishments with 15 to 19 employees. | 132 | 684490 | 83459 | 20380 | 2162 | 162785 | 65519 | 60778 |
|  | Establishments with 20 to 49 employees. |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 50 to 99 | 209 | 2082608 | 256096 | 60019 | 6380 | 522064 | 226513 | 243302 |
|  | employees. | 85 | 2172015 | 235517 | 55039 | 5632 | 545355 | 184377 | 195355 |
|  | Establishments with 100 employees or more $\qquad$ | 37 | 2745762 | 321439 | 78583 | 7232 | 695772 | 446080 | 449525 |
|  | Establishments not operated for the entire year. | 256 | 126236 | 23057 | 9057 | 965 | 43984 | 16122 | 26610 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |
|  | bishments | 456 | 1495661 | 175321 | 39860 | 581 | 383381 | 14711 | 1645 |

[^62]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214901 | Religious \& school supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 417 | 1479053 | 172345 | 39051 | 5692 | 377790 | 146020 | 161189 |
|  | Establishments with no employees. . Establishments with 1 employee.... | $8 \overline{-}$ |  |  | - | - | - | - | D |
|  | Establishments with 2 employees... | 46 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 79 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 49 | 101954 | 9468 | 2581 | 268 | 20724 | 6340 | 6648 |
|  | Establishments with 7 to 9 employees. | 30 | 45088 | 7817 | 1635 | 243 | 15402 | 5288 | 5426 |
|  | Establishments with 10 to 14 employees. | 35 | 112918 | 12032 | 2683 | 424 | 25485 | 9660 | 9715 |
|  | Establishments with 15 to 19 employees. | 32 | 134078 | 15902 | 4823 | 518 | 34572 | 11496 | 11560 |
|  | Establishments with 20 to 49 employees. | 40 | 241924 | 35291 | 7396 | 1235 | 74460 | 34905 | 39183 |
|  | Establishments with 50 to 99 employees. <br> Establishments with 100 employe | 14 | 250508 | 32446 | 6246 | 996 | 72947 | 20230 | 21617 |
|  | er more ....................... | 9 | 453944 | 47303 | 11033 | 1567 | 107195 | 48948 | 57393 |
|  | Establishments not operated for the entire year | 39 | 16608 | 2976 | 809 | 119 | 5591 | 1091 | 3339 |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2325 | 9543117 | 1092006 | 261868 | 26046 | 2291828 | 1030080 | 1066942 |
|  | Establishments operated for the entire year $\qquad$ | 2108 | 9433489 | 1071925 | 253620 |  |  |  | 1043671 |
|  | Establishments with no employees. | 2108 3 363 | $\begin{array}{r}9433489 \\ \text { D } \\ \hline 107\end{array}$ | 1071925 D D | 253620 | 25 ${ }^{\text {a }}$ | 2 253 - ${ }^{\text {D }}$ | 1015049 | 1043 D |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 363 273 | 233 107 | 20 $\begin{array}{r}\text { D } \\ \\ \hline 106\end{array}$ | [ ${ }^{\text {D }}$ |  | 39821 | D 985 | 10558 |
|  | Establishments with 3 or 4 employees. | 382 | D | D | D | $\begin{array}{r}\text { g } \\ \hline\end{array}$ | D | D | D |
|  | Establishments with 5 or 6 employees. | 261 | 463658 | 53235 | 12161 | 1424 | 106650 | 29743 | 31782 |
|  | Establishments with 7 to 9 employees. | 241 | 556440 | 72140 | 16215 | 1928 | 144038 | 51812 | 54286 |
|  | Establishments with 10 to 14 employees. | 217 | 836672 | 99192 | 22291 | 2534 | 196914 | 73087 | 82319 |
|  | Establishments with 15 to 19 employees. | 100 | 550412 | 67557 | 15557 | 1644 | 128213 | 54023 | 49218 |
|  | Establishments with 20 to 49 employees. | 169 | 1840684 | 220805 | 52623 | 5145 | 447604 | 191608 | 204119 |
|  | Establishments with 50 to 99 employees. | 71 | 1921507 | 203071 | 48793 | 4636 | 472408 | 164147 | 173738 |
|  | Establishments with 100 employees or more $\qquad$ | 28 | 2291818 | 274136 | 67550 | 5665 | 588577 | 397132 | 392132 |
|  | Establishments not operated for the entire year $\qquad$ | 217 | 109628 | 20081 | 8248 | 846 | 38393 | 15031 | 23271 |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r12 583 | r150 493610 | r6 898028 | r1 595361 | r174 029 | 14115369 | 13746559 | 14559365 |
|  | Establishments operated for the entire year | 11519 | 146640578 | 6755458 | 1560188 | 170225 | 13841171 | 13586512 | 14285017 |
|  | Establishments with no employees.. | $\begin{array}{r}1 \\ 1785 \\ \hline\end{array}$ | a 4647 418 | $\begin{array}{r}6 \\ 116 \\ 93 \\ \hline 160\end{array}$ | $\bigcirc 050$ | 1785 | - 201 | + 74475 | 58 7896 |
|  | Establishments with 1 employee.... | 1314 | 4647418 4910 | 93390 111412 | 24534 | 2628 | 202676 236964 |  |  |
|  | Establishments with 3 or 4 employees. | 1836 | 10009000 | 272337 | 59855 | 6319 | 571971 | 398196 | 418437 |
|  | Establishments with 5 or 6 employees. | 1225 | 10463295 | 273719 | 61766 | 6669 | 561410 | 547978 | 513015 |
|  | Establishments with 7 to 9 employees. | 1217 | 14213923 | 395999 | 88487 | 9636 | 829120 | 646281 | 684553 |
|  | Establishments with 10 to 14 employees. | 1231 | 15236461 | 565378 | 127637 | 14460 | 1216933 | 1272843 | 1350566 |
|  | Establishments with 15 to 19 employees. | 678 | 10644384 | 441702 | 100414 | 11310 | 911826 | 1017898 | 1047163 |
|  | Establishments with 20 to 49 employees. | 1514 | 36532997 | 1836226 | 422103 | 46184 | 3791687 | 3962763 | 4185677 |
|  | Establishments with 50 to 99 employees. | 516 | 22671234 | 1319926 | 311869 | 34749 | 2684462 | 2859706 | 3060246 |
|  | Establishments with 100 employees or more $\qquad$ | 200 | 17310980 | 1445253 | 343473 | 36485 | 2833921 | 2701294 | 2836588 |
|  | Establishments not operated for the entire year. | 1064 | 3853032 | 142570 | 35173 | 3804 | 274198 | 160047 | 274348 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  |  | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |

[^63]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151 | Metal service centers \& officesCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 10850 | 132105539 | 6499461 | 1501117 | 165228 | 13267949 | 12961537 | 13657496 |
|  | Establishments with no employees.. | 3 | 132676 | 116 |  | 165 - | 1201 | 1256 | 54 |
|  | Establishments with 1 employee.... | 1632 | D | D |  |  | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1210 | 4059399 | 101414 | 21953 | 2420 | 212469 | 90245 | 90908 |
|  | employees................... | 1713 | 9082639 | 251572 | 55296 | 5903 | 525688 | 363152 | 382803 |
|  | Establishments with 5 or 6 employees. | 1136 | 9070238 | 248094 | 56182 | 6192 | 507614 | 454092 | 449360 |
|  | Establishments with 7 to 9 employees. | 1156 | 12068811 | 367468 | 82055 | 9150 | 753759 | 604372 | 627730 |
|  | Establishments with 10 to 14 employees. | 1164 | 13031623 | 523721 | 117499 | 13663 | 1116852 | 1133862 | 1204440 |
|  | Establishments with 15 to 19 employees. | 657 | 8504790 | 419252 | 95220 | 10961 | 861104 | 979948 | 1002798 |
|  | Establishments with 20 to 49 employees. | 1476 | 34095632 | 1776579 | 407887 | 45052 | 3673495 | 3798650 | 4031205 |
|  | Establishments with 50 to 99 employees. | 504 | 21096385 | 1289760 | 305275 | 33907 | 2620650 | 2783474 | 2975361 |
|  | Establishments with 100 employees or more $\qquad$ | 199 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 977 | 3590024 | 138138 | 34293 | 3722 | 264675 | 159733 | 268461 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments . | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |
|  | Establishments operated for the entire year |  | 132105539 | 6499461 | 1501117 | 165228 | 13267949 | 12961537 | 13657496 |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 3 \\ 1632 \end{array}$ | 676 D | [116 ${ }^{161}$ | - | - | 201 D | r 56 | 54 |
|  | Establishments with 2 employees... | 1210 | 4059399 | 101414 | 21953 | 2420 | 212469 | 90245 | 90908 |
|  | Establishments with 3 or 4 employees. | 1713 | 9082639 | 251572 | 55296 | 5903 | 525688 | 363152 | 382803 |
|  | Establishments with 5 or 6 employees. | 1136 | 9070238 | 248094 | 56182 | 6192 | 507614 | 454092 | 449360 |
|  | Establishments with 7 to 9 employees. | 1156 | 12068811 | 367468 | 82055 | 9150 | 753759 | 604372 | 627730 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  | 1206881 | 367468 | 82 |  | 753759 | 604372 | 627 |
|  | employees. <br> Establishments with 15 to 19 | 1164 | 13031623 | 523721 | 117499 | 13663 | 1116852 | 1133862 | 1204440 |
|  | employees. | 657 | 8504790 | 419252 | 95220 | 10961 | 861104 | 979948 | 1002798 |
|  | Establishments with 20 to 49 employees. | 1476 | 34095632 | 1776579 | 407887 | 45052 | 3673495 | 3798650 | 4031205 |
|  | Establishments with 50 to 99 | 504 | 21096385 | 1289760 | $305275$ | $33907$ | 2620650 | $2783474$ | $2975361$ |
|  | Establishments with 100 employees or more $\qquad$ | 504 199 | 11096385 D | 189 D | 305 D | \% | 2620650 D | 2783474 D | 2975361 D |
|  | Establishments not operated for the entire year $\qquad$ | 977 | 3590024 | 138138 | 34293 | 3722 | 264675 | 159733 | 268461 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 9437 | 106496206 | 5338101 | 1229010 | 138934 | 10857387 | 10372132 | 10921109 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year $\ldots$....................... Establishments with no employees. | 8671 1 | 103794818 | 5242241 | 1206276 | 136101 a | 10666 699 | 10291879 | 10673255 |
|  | Establishments with 1 employee.... | 1257 |  |  |  |  | D | D | D |
|  | Establishments with 2 employees... | 940 | 3130828 | 80253 | 17348 | 1880 | 166169 | 69221 | 69639 |
|  | Establishments with 3 or 4 employees. | 1326 | 7242238 | 198209 | 43712 | 4583 | 414144 | 279979 | 295983 |
|  | Establishments with 5 or 6 employees. | 899 | 7453255 | 200084 | 45117 | 4903 | 399208 | 348745 | 336888 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.................. | 910 | 10296121 | 292096 | 65004 | 7215 | 592437 | 440152 | 453211 |
|  | employees. | 955 | 9254314 | 426135 | 95763 | 11210 | 886476 | 912893 | 899254 |
|  | Establishments with 15 to 19 employees. | 542 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 1244 | 25964574 | 1445826 | 334832 | 38114 | 2984340 | 3063297 | 3208276 |
|  | Establishments with 50 to 99 employees. | 435 | 18281830 | 1084316 | 257168 | 29105 | 2221958 | 2400836 | 2536547 |
|  | Establishments with 100 employees or more $\qquad$ | 162 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 766 | 2701388 | 95860 | 22734 | 2833 | 190688 | 80253 | 247854 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments | 6412 | 69014037 | 4683412 | 1078180 | 123914 | 9551100 | 10372132 | 10921109 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151011 | Ferrous metal service centersCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year |  | 68182486 | 4611398 | 1060680 | 121614 | 9406565 |  | 10673255 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r} 1 \\ 398 \end{array}$ | $\begin{array}{r}\text { d } \\ \text { D } \\ \text { D } \\ \hline 1824\end{array}$ | [ | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline\end{array}$ | a e | D D D |  | D |
|  | Establishments with 1 employee.... | 398 394 | 684659 | 30888 | 6228 | 788 | 70417 | 69221 | 69639 |
|  | Establishments with 3 or 4 employees. | 790 | 2346310 | 111596 | 23984 | 2747 | 243124 | 279979 | 295983 |
|  | employees. | 616 | 2458101 | 123101 | 28244 | 3363 | 257945 | 348745 | 336888 |
|  | Establishments with 7 to 9 employees. | 737 | D | D | D | i | D | D | D |
|  | Establishments with 10 to 14 employees. | 833 | 6389103 | 368632 | 82499 | 9810 | 773303 | 912893 | 899254 |
|  | Establishments with 15 to 19 employees. | 489 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 1161 | D | D | D | k | D | D | D |
|  | Establishments with 50 to 99 employees. | 417 | 15413321 | 1046330 | 247669 | 27990 | 2145949 | 2400836 | 2536547 |
|  | Estabishments with or more ................... | 151 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 425 | 831551 | 72014 | 17500 | 2300 | 144535 | 80253 | 247854 |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |  |  |
|  | All establishments . | 3025 | 37482169 | 654689 | 150830 | 15020 | 1306287 | - | - |
|  | Establishments operated for the entire year | 2684 | 35612332 | 630843 | 145596 | 14487 | 1260134 | - | - |
|  | Establishments with no employees. | - | - 612 - | - | - $10-$ | -- | 1260- | - | - |
|  | Establishments with 1 employee.... | 859 546 | 2827269 2446169 | 48129 49365 | 10578 | + 859 | 94548 95752 | - |  |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 546 | 2446169 | 49365 | 11120 | 1092 | 95752 | - |  |
|  | employees. | 536 | 4895928 | 86613 | 19728 | 1836 | 171020 | - | - |
|  | employees. | 283 | 4995154 | 76983 | 16873 | 1540 | 141263 | - | - |
|  | Establishments with 7 to 9 employees. | 173 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 122 | 2865211 | 57503 | 13264 | 1400 | 113173 | - | - |
|  | Establishments with 15 to 19 employees. | 53 | 1083902 | 35014 | 8110 | 866 | 73152 | - |  |
|  | Establishments with 20 to 49 employees. | 83 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 18 | 2868509 | 37986 | 9499 | 1115 | 76009 | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 11 | 1773102 | 77565 | 18049 | 1985 | 164746 | - | - |
|  | Establishments not operated for the entire year | 341 | 1869837 | 23846 | 5234 | 533 | 46153 | - | - |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 2390 | 29199357 | 1299498 | 306400 | 30016 | 2675237 | 2749138 | 3004848 |
|  | Establishments operated for the entire year | 2179 | 28310721 | 1257220 | 294841 | 29127 | 2601250 | 2669658 | 2984241 |
|  | Establishments with no............. Establishments with 1 employees.. | $\begin{array}{r} 2 \\ 375 \end{array}$ |  |  | $\begin{aligned} & 11 \\ & D \\ & D \end{aligned}$ | a e | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline\end{array}$ | D D D | D D |
|  | Establishments with 1 employee.... | 375 270 | 928571 | 21161 | 4605 | 540 | 46300 | 21024 | 21269 |
|  | Establishments with 3 or 4 employees. | 387 | 1840401 | 53363 | 11584 | 1320 | 111544 |  | 86820 |
|  | Establishments with 5 or 6 employees. | 237 | 1616983 | 48010 | 11065 | 1289 | 108406 | 105347 | 112472 |
|  | Establishments with 7 to 9 employees. | 246 | 1772690 | 75372 | 17051 | 1935 | 161322 | 164220 | 174519 |
|  | Establishments with 10 to 14 employees. | 209 | 3777309 | 97586 | 21736 | 2453 | 230376 | 220969 | 305186 |
|  | Establishments with 15 to 19 employees. | 115 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 232 | 8131058 | 330753 | 73055 | 6938 | 689155 | 735353 | 822929 |
|  | Establishments with 50 to 99 employees. | 69 | 2814555 | 205444 | 48107 | 4802 | 398692 | 382638 | 438814 |
|  | Establishments with 100 employees or more $\qquad$ | 37 | 4992378 | 335414 | 86119 | 7569 | 658114 | 703278 | 785276 |
|  | Establishments not operated for the entire year | 211 | 888636 | 42278 | 11559 | 889 | 73987 | 79480 | 20607 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments | 1556 | 22107893 | 1122138 | 260461 | 26446 | 2343182 | 2749138 | 3004848 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151021 | Nonferrous metal service centers -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1459 | 21388533 | 1086268 | 250059 | 25727 | 2281579 | 2669658 | 2984241 |
|  | Establishments with no employees.. | 1 |  |  | D | a | 281 D | 2669 D | 298 |
|  | Establishments with 1 employee.... | 137 |  | D |  | ${ }_{26}$ | - D | ${ }^{\text {D }}$ | ${ }^{1}$ D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 130 | 232244 | 9622 | 2081 | 260 | 22365 | 21024 | 21269 |
|  | Establishments with 3 or 4 employees. | 237 | 897489 | 30441 | 6427 | 808 | 67873 | 83173 | 86820 |
|  | Establishments with 5 or 6 employees. | 162 | 907353 | 30015 | 6856 | 886 | 76108 | 105347 | 112472 |
|  | Establishments with 7 to 9 employees. | 200 | 1166792 | 58538 | 13325 | 1575 | 130089 | 164220 | 174519 |
|  | Establishments with 10 to 14 employees. | 179 | 2101899 | 80223 | 17197 | 2097 | 195796 | 220969 | 305186 |
|  | Establishments with 15 to 19 employees. | 98 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 214 | 7185352 | 305584 | 66693 | 6369 | 645070 | 735353 | 822929 |
|  | Establishments with 50 to 99 employees. | 66 | 2464324 | 193517 | 45613 | 4608 | 371007 | 382638 | 438814 |
|  | Establishments with 100 employees or more $\qquad$ | 35 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 97 | 719360 | 35870 | 10402 | 719 | 61603 | 79480 | 20607 |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 834 | 7091464 | 177360 | 45939 | 3570 | 332055 | - | - |
|  | Establishments operated for the entire year | 720 | 6922188 | 170952 |  | 3400 | 319671 | - |  |
|  | Establishments with no employees.. | 1 | - D | D | D |  | D | D | $\overline{\text { D }}$ |
|  | Establishments with 1 employee.... | 238 140 | 696327 | 11539 | D 2524 | 280 | 23 935 | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 |  | 696327 | 11539 | 2524 | 280 | 23935 |  |  |
|  | employees.............. | 150 | 942912 | 22922 | 5157 | 512 | 43671 | - | - |
|  | Establishments with 5 or 6 employees. | 75 | 709630 | 17995 | 4209 | 403 | 32298 | - | - |
|  | Establishments with 7 to 9 employees | 46 | 605898 | 16834 | 3726 | 360 | 31233 | - |  |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees............. | 30 | 1675410 | 17363 | 4539 | 356 | 34580 | - | - |
|  | Establishments with 15 to 19 employees. | 17 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 18 | 945706 | 25169 | 6362 | 569 | 44085 | - | - |
|  | Establishments with 50 to 99 |  |  |  |  |  | 44 | - |  |
|  | employees................. | 3 | 350231 | 11927 | 2494 | 194 | 27685 | - |  |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 114 | 169276 | 6408 | 1157 | 170 | 12384 | - | - |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1756 | r14 798047 | r260 429 | r59 951 | ${ }^{5} 5079$ | 582745 | 625289 | 633408 |
|  | Establishments operated for the entire year | 669 | 14535039 | 255997 | 59071 | 4997 | 573222 | 624975 | 627521 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | ${ }_{153}{ }^{-}$ | $\overline{\mathrm{D}}$ | D | $\overline{\mathrm{D}}$ | - | - | - | D |
|  | Establishments with 2 employees... | 104 | 850811 | 9998 | 2581 | 208 | 24495 | 14777 | 18814 |
|  | Establishments with 3 or 4 employees. | 123 | 926361 | 20765 | 4559 | 416 | 46283 | 35044 | 35634 |
|  | Establishments with 5 or 6 employees. | 89 | 1393057 | 25625 | 5584 | 477 | 53796 | 93886 | 63655 |
|  | Establishments with 7 to 9 employees. | 61 | 2145112 | 28531 | 6432 | 486 | 75361 |  |  |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................. | 67 | 2204838 | 41657 | 10138 | 797 | 100081 | 138981 | 146126 |
|  | employees..................... | 21 | 2139594 | 22450 | 5194 | 349 | 50722 | 37950 | 44365 |
|  | Establishments with 20 to 49 employees. | 38 | 2437365 | 59647 | 14216 | 1132 | 118192 | 164113 | 154472 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | 12 | 1574849 | 30166 | 6594 | 842 | 63812 | 76232 | 84885 |
|  | or more ........................ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 87 | 263008 | 4432 | 880 | 82 | 9523 | 314 | 5887 |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | r756 | r14 798047 | 「260 429 | r59 951 | r5 079 | 582745 | 625289 | 633408 |
|  | Establishments operated for the entire year | 669 | 14535039 | 255997 | 59071 | 4997 | 573222 | 624975 | 627521 |
|  | Establishments with no employees. <br> Establishments with 1 employee. | $153$ | $\overline{\mathrm{D}}$ |  | - | - | D | $\overline{\mathrm{D}}$ | D |
|  | Establishments with 2 employees... | 104 | 850811 | 9998 | 2581 | 208 | 24495 | 14777 | 18814 |
|  | Establishments with 3 or 4 employees. | $123$ | 926361 | 20765 | 4559 |  | 46283 | 35044 | 35634 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^64]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4216 | Electrical goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 15 to 19 employees. | 1938 | 25742903 | 1451366 | 343203 | 32412 | 2771267 | 1255546 | 1302207 |
|  | Establishments with 20 to 49 employees. | 3584 | 75063529 | 4824241 | 1162950 | 106499 | 9014392 | 4655386 | 4864319 |
|  | Estabishments with 50 to $99 . . . . . . .$. | 995 | 46575574 | 3179160 | 810726 | 67946 | 6359478 | 3413716 | 3618097 |
|  | Establishments with 100 employees or more $\qquad$ | 537 | 85172756 | 6833300 | 1746828 | 129058 | 13593302 | 6297847 | 6733471 |
|  | Establishments not operated for the entire year | 3961 | 7257939 | 572266 | 120762 | 11650 | 1087794 | 143716 | 717113 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Establishments operated for the entire year $\qquad$ | 12273 | 84233079 | 5923294 | 1404069 | 141893 | 10841719 | 5640634 | 5831542 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r} 1 \\ 1983 \end{array}$ | - 8 - ${ }^{\text {D }}$ | 5 23 D | $\begin{array}{r}14040 \\ \text { D } \\ \text { D } \\ \hline\end{array}$ | - ${ }^{\text {a }}$ | $\begin{array}{r}\text { D } \\ \text { D } \\ \text { D } \\ \hline 18\end{array}$ |  |  |
|  | Establishments with 2 employees... | 1417 | 3237614 | 111947 | 26098 | 2834 | 218053 | 60943 | 64431 |
|  | Establishments with 3 or 4 employees. | 2164 | D | D | D | i | D | D | D |
|  | Establishments with 5 or 6 employees. | 1476 | 5984716 | 318992 | 73086 | 8030 | 599561 | 215213 | 220710 |
|  | Establishments with 7 to 9 employees. | 1388 | 8661274 | 465645 | 105797 | 11004 | 873261 | 390815 | 404524 |
|  | Establishments with 10 to 14 employees. | 1367 | 10534269 | 668042 | 156724 | 16056 | 1203437 | 606376 | 626741 |
|  | Establishments with 15 to 19 employees. | 691 | 7492911 | 460075 | 108069 | 11597 | 823044 | 460078 | 454524 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees............... | 1363 | 18754388 | 1588627 | 378594 | 40230 | 2773538 | 1744682 | 1790840 |
|  | employees............... | 300 | 11562557 | 856992 | 205329 | 20374 | 1622961 | 982472 | 1021014 |
|  | Establishments with 100 employees or more $\qquad$ | 123 | 8556253 | 1065187 | 263377 | 22360 | 1997554 | 956885 | 1023759 |
|  | Establishments not operated for the entire year | 1158 | 1627940 | 105093 | 22598 | 2692 | 196819 | 35006 | 198434 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Establishments operated for the entire year $\qquad$ | 12273 | 84233079 | 5923294 | 1404069 | 141893 | 10841719 | 5640634 | 5831542 |
|  | Establishments with no employees... | 12 1 1 1 |  |  |  | a |  | D | 58 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 1983 1417 | $\begin{array}{lr}  & \text { D } \\ 3237 & 614 \end{array}$ | 111947 | $\begin{array}{rr} \mathrm{D} \\ 26098 \end{array}$ | 2834 | 218053 | $\begin{array}{r} \text { D } \\ 60943 \end{array}$ | 64 ¢ 41 |
|  | Establishments with 3 or 4 employees. | 2164 | D | D | D | - | D | D | D |
|  | Establishments with 5 or 6 employees. | 1476 | 5984716 | 318992 | 73086 | 8030 | 599561 | 215213 | 220710 |
|  | Establishments with 7 to 9 employees. | 1388 | 8661274 | 465645 | 105797 | 11004 | 873261 | 390815 | 404524 |
|  | Establishments with 10 to 14 employees | 1367 | 10534269 | 668042 | 156724 | 16056 | 1203437 | 606376 | 626741 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  | 156724 | 16056 | 1203437 823044 | 606376 460078 | 626741 454 524 |
|  | employees. Establishments with 20 to 49 | 691 | 7492911 | 460075 | 108069 | 11597 | 823044 | 460078 | 454524 |
|  | employees. | 1363 | 18754388 | 1588627 | 378594 | 40230 | 2773538 | 1744682 | 1790840 |
|  | Establishments with 50 to 99 employees. | 300 | 11562557 | 856992 | 205329 | 20374 | 1622961 | 982472 | 1021014 |
|  | Establishments with 100 employees or more $\qquad$ | 123 | 8556253 | 1065187 | 263377 | 22360 | 1997554 | 956885 | 1023759 |
|  | Establishments not operated for the entire year $\qquad$ | 1158 | 1627940 | 105093 | 22598 | 2692 | 196819 | 35006 | 198434 |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  |  |  |  |  |  |  |  |  |  |
|  | year <br> Establishments with no employees. . | 3491 2 | 53808372 D | $2049613$ | 474944 D | 50106 a | 5986272 | $\begin{array}{rr}389 \\ & 191 \\ \text { D }\end{array}$ | 4125452 |
|  | Establishments with 1 employee.... | 496 |  |  |  |  | D | D | D |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 430 | 706791 | 27254 | 6456 | 860 | 71496 | 33584 | 34891 |
|  | employees. | 636 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 463 | 2221618 | 86229 | 20399 | 2525 | 193149 | 105291 | 106524 |
|  | Establishments with 7 to 9 . |  |  |  |  |  |  |  |  |
|  | employees. | 376 | 2571764 | 108302 | 24685 | 2969 | 247729 | 158947 | 172283 |
|  | $\begin{aligned} & \text { stablishments with } 10 \text { to } \\ & \text { employees. . . . . . . . . } \end{aligned}$ | 373 | 3644346 | 166881 | 37547 | 4362 | 371633 | 244462 | 258879 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^65]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421690 | Other electronic parts \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 20 to 49 employees. | 1861 | 43625308 | 2819310 | 686729 | 55574 | 5066721 | 2117713 | 2221118 |
|  | Establishments with 50 to 99 employees. | 598 | 26757262 | 2047489 | 540103 | 41142 | 3901197 | 1768017 | 1908524 |
|  | Establishments with 100 employees or more | 353 | 58653726 | 5023405 | 1312839 | 90466 | 9033321 | 3767146 | 4039615 |
|  | Establishments not operated for the entire year $\qquad$ | 2399 | 4754424 | 437039 | 92096 | 8142 | 803527 | 54647 | 378537 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9180 | 88413555 | 8091469 | 2116989 | 152279 | 14076505 | 3692360 | 4129201 |
|  | Establishments operated for the entire year $\qquad$ | 8016 | 85838300 | 7761792 | 2048918 | 146877 | 13489141 | 3677689 | 3991195 |
|  | Establishments with no employees. . | - 2 | - D | $\bigcirc 7$ | 2048 D | 146 | 13489 | 3677 ${ }^{\text {D }}$ | $\bigcirc$ D |
|  | Establishments with 1 employee.... Establishments with 2 employees.. | 1351 869 | 943030 |  |  | 1738 |  | 26261 | 30702 |
|  | Establishments with 3 or 4 employees. | $\begin{array}{r}1282 \\ \hline\end{array}$ | D | - | D | h | D | - | D |
|  | Establishments with 5 or 6 employees. | 883 | 2819541 | 213780 | 50303 | 4825 | 395702 | 87958 | 113494 |
|  | Establishments with 7 to 9 employees. | 837 | 3707439 | 291009 | 70277 | 6609 | 539697 | 122376 | 130023 |
|  | Establishments with 10 to 14 employees. | 807 | 6301720 | 464345 | 110131 | 9470 | 822577 | 203030 | 209787 |
|  | Establishments with 15 to 19 employees. | 481 | 4363099 | 365553 | 90117 | 7963 | 677642 | 200550 | 206883 |
|  | Establishments with 20 to 49 employees. | 948 | D | D | D | k | D | D | D |
|  | Establishments with 50 to 99 employees. | 348 | 13233297 | 1276713 | 358018 | 24027 | 2366454 | 673156 | 759217 |
|  | Establishments with 100 employees or more $\qquad$ | 208 | D | D | D |  | D | D | D |
|  | Establishments not operated for the entire year | 1164 | 2575255 | 329677 | 68071 | 5402 | 587364 | 14671 | 138006 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11728 | 128733367 | 6325114 | 1458786 | 127980 | 12535130 | 6474528 | 7038145 |
|  | Establishments operated for the entire year | 10493 | 126554198 | 6217752 | 1434761 | 125240 | 12318967 | 6434552 | 6797614 |
|  | Establishments with no employees.. | 5 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 1855 1 1 | 3 3 3 18837 | 108446 | 23504 | 1855 | 235706 | 73019 79 | 76025 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1359 | 3432161 | 118025 | 25496 | 2718 | 239553 | 79041 | 81217 |
|  | employees. | 1973 | 8855901 | 312732 | 70954 | 6774 | 610686 | 190366 | 202549 |
|  | Establishments with 5 or 6 employees. | 1286 | 8953865 | 328898 | 73155 | 6970 | 634356 | 179486 | 186494 |
|  | Establishments with 7 to 9 employees. | 1102 | 11641682 | 426949 | 94676 | 8620 | 817595 | 282134 | 295274 |
|  | Establishments with 10 to 14 employees. | 1036 | 14042623 | 629479 | 142348 | 12098 | 1220051 | 504576 | 533697 |
|  | Establishments with 15 to 19 employees. | 569 | 10923307 | 497313 | 114129 | 9505 | 971466 | 399298 | 436026 |
|  | Establishments with 20 to 49 employees. | 913 | D | D | D | k | D | D | D |
|  | Establishments with 50 to 99 employees. | 250 | 13523965 | 770776 | 182085 | 17115 | 1534743 | 1094861 | 1149307 |
|  | Establishments with 100 employees or more $\qquad$ | 145 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 1235 | 2179169 | 107362 | 24025 | 2740 | 216163 | 39976 | 240531 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 21194 | 92189762 | 7977961 | 1837467 | 219233 | 15249815 | 9822088 | 10370210 |
|  | Establishments operated for the entire year | 19276 | 89786646 | 7814880 | 1798769 | 213369 | 14912392 |  | 9989353 |
|  | Establishments with no employees.. | 3 | 602 | - 35 | - |  | - 73 | 9 56 | 61 |
|  | Establishments with 1 employee.... | 2520 | 2122064 | 103299 | 22062 | 2520 | 212521 | 98896 | 104429 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 2333 | 2685874 | 154871 | 33777 | 4666 | 317905 | 167868 | 174988 |
|  | employees. <br> Establishments with 5 or 6 | 3947 | 6645625 | 450969 | 101699 | 13556 | 906170 | 541434 | 557419 |
|  | Establishments employees.................. | 2507 | 6040713 | 474400 | 107150 | 13706 | 919408 | 536776 | 556477 |
|  | Establishments with 7 to 9 employees. | 2272 | 8052502 | 644813 | 146256 | 17849 | 1239702 | 694556 | 734713 |
|  | Establishments with 10 to 14 | 2174 |  | 912435 | 211107 | 25360 |  | 1021625 | 1057216 |
|  | employees.................. | 2174 | 10274556 | 912435 | 211107 | 25360 | 1748688 | 1021625 | 1057216 |
|  | employees..................... . | 1046 | 6289114 | 641178 | 147336 | 17514 | 1226330 | 738546 | 767865 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 20 to 49 employees. | 1882 | 21128060 | 2150351 | 494149 | 55517 | 3972759 | 2501748 | 2600931 |
|  | Establishments with 50 to 99 employees. | 403 | 10114719 | 1027392 | 236336 | 26957 | 1935473 | 1453818 | 1518437 |
|  | Establishments with 100 employees or more $\qquad$ | 189 | 16432817 | 1255137 | 298897 | 35724 | 2433363 | 1888186 | 1916817 |
|  | Establishments not operated for the entire year | 1918 | 2403116 | 163081 | 38698 | 5864 | 337423 | 178579 | 380857 |
| 42171 | dware whsleAll establish |  |  |  |  |  |  |  |  |
|  |  | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Establishments operated for the entire year | 8686 | 42909648 | 3791381 |  | 107851 | 7182989 | 4816069 | 5047834 |
|  | Establishments with no employees.. <br> Establishments with 1 employee | $\begin{array}{r} 1 \\ 1293 \end{array}$ | $\begin{aligned} & +0 \\ & D \\ & D \end{aligned}$ | - ${ }^{\text {D }}$ | - ${ }^{\text {D }}$ | a g | D | D <br> D | D |
|  | Establishments with 2 employees... | 1075 | 1278230 | 68715 | 14412 | 2150 | 138157 | 65183 | 68432 |
|  | Establishments with 3 or 4 employees. | 1560 | 2438182 | 174194 | 38688 | 5360 | 347359 | 177779 | 189040 |
|  | Establishments with 5 or 6 employees. | 1059 | 2300465 | 191030 | 42575 | 5780 | 368193 | 210178 | 219679 |
|  | Establishments with 7 to 9 employees. | 952 | 2777974 | 253293 | 57241 | 7487 | 486354 | 282407 | 293849 |
|  | Establishments with 10 to 14 employees. | 970 | 3706795 | 382444 | 85970 | 11281 | 741636 | 442487 | 461278 |
|  | Establishments with 15 to 19 employees. | 483 | 2597908 | 288967 | 65759 | 8090 | 558614 | 346537 | 363726 |
|  | Establishments with 20 to 49 employees. | 967 | 9594090 | 1079623 | 242763 | 28609 | 1975069 | 1188046 | 1240146 |
|  | Establishments with 50 to 99 employees. | 210 | D | D | D | - | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 116 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 787 | 1154026 | 73627 | 19572 | 3112 | 159039 | 122104 | 250411 |
| 421710 | Hardware whsleAll establish |  |  |  |  |  |  |  |  |
|  |  | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Establishments operated for the entire year | 8686 | 42909648 | 3791381 | 859802 | 107851 | 7182989 | 4816069 | 5047834 |
|  | Establishments with no............ | $\begin{array}{r} 1 \\ 1293 \end{array}$ | D | - ${ }^{\text {D }}$ | - ${ }^{\text {D }}$ | a g | - ${ }_{\text {D }}$ | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline 185\end{array}$ | D D |
|  | Establishments with 2 employeees... | 1075 | 1278230 | 68715 | 14412 | 2150 | 138157 | 65183 | 68432 |
|  | Establishments with 3 or 4 employees. | 1560 | 2438182 | 174194 | 38688 | 5360 | 347359 | 177779 | 189040 |
|  | Establishments with 5 or 6 employees. | 1059 | 2300465 | 191030 | 42575 | 5780 | 368193 | 210178 | 219679 |
|  | Establishments with 7 to 9 employees. | 952 | 2777974 | 253293 | 57241 | 7487 | 486354 | 282407 | 293849 |
|  | Establishments with 10 to 14 employees. | 970 | 3706795 | 382444 | 85970 | 11281 | 741636 | 442487 | 461278 |
|  | Establishments with 15 to 19 employees. | 483 | 2597908 | 288967 | 65759 | 8090 | 558614 | 346537 | $363726$ |
|  | Establishments with 20 to 49 employees. | 967 | 9594090 | 1079623 | 242763 | 28609 | 1975069 | 1188046 | 1240146 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. | 210 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 116 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year. | 787 | 1154026 | 73627 | 19572 | 3112 | 159039 | 122104 | 250411 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Establishments operated for the entire year |  | 22148737 | 1539401 | 357859 |  | 2941707 | 1798126 | 1893508 |
|  | Establishments with no employees. . Establishments with 1 employee.. | $581$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | 1539401 D D | $\begin{array}{r} 357859 \\ D \\ D \end{array}$ |  |  | $\begin{array}{rr}1798126 \\ & D \\ & \\ & \text { D }\end{array}$ |  |
|  | Establishments with 2 employees... | 450 | 605972 | 30848 | 6864 | 900 | 63151 | 22597 | 24549 |
|  | Establishments with 3 or 4 employees. | 774 | 1732186 | 95795 | 21418 | 2682 | 189568 | 75308 | 77375 |
|  | Establishments with 5 or 6 employees. | 496 | 1582699 | $96736$ | 21927 |  | 189489 | 75031 | $79710$ |
|  |  | 496 | 1582699 | 96736 | 21927 | 2733 | 189489 | 75031 |  |
|  | employees..................... | 536 | 2820722 | 154258 | 36534 | 4214 | 297161 | 140603 | 162215 |
|  | Establishments with 10 to 14 employees. | 485 | 3394691 | 208001 | 49835 | 5660 | 394492 | 204472 | 207907 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  | 207 |
|  | employees | 232 | 1860831 | 132118 | 31202 | 3859 | 262697 | 163893 | 170065 |
|  | $\begin{aligned} & \text { Establishments with } 20 \text { to } \\ & \text { employees. . . . . . . . . } \end{aligned}$ | 391 | 5904598 | 443818 | 103412 | 11490 | 848758 | 567785 | 609621 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more | 72 34 | D D | D | D | h i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 573 | 779370 | 42818 | 10435 | 1527 | 88598 | 34408 | 71133 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Establishments operated for the entire year | 4052 | 22148737 | 1539401 | 357859 | 42360 | 2941707 |  | 1893508 |
|  | Establishments with no employees. . | +1 | 22 D | D | - D | a | 2941 | 179812 | 18 |
|  | Establishments with 1 employee.... Establishments with 2 employees. . | 581 450 | 605972 | 30848 | 6 864 | $900{ }^{\text {f }}$ | 63151 | 22 597 | 24 D ${ }^{\text {D }}$ |
|  | Establishments with 3 or 4 employees. | 774 | 1732186 | 95795 | 21418 | 2682 | 189568 | 75308 | 77375 |
|  | Establishments with 5 or 6 employees. | 496 | 1582699 | 96736 | 21927 | 2733 | 189489 | 75031 | 79710 |
|  | Establishments with 7 to 9 employees. | 536 | 2820722 | 154258 | 36534 | 4214 | 297161 | 140603 | 162215 |
|  | Establishments with 10 to 14 employees. | 485 | 3394691 | 208001 | 49835 | 5660 | 394492 | 204472 | 207907 |
|  | Establishments with 15 to 19 employees. | 232 | 1860831 | 132118 | 31202 | 3859 | 262697 | 163893 | 170065 |
|  | Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 | 391 | 5904598 | 443818 | 103412 | 11490 | 848758 | 567785 | 609621 |
|  | employees. . . . . . . . . . . | 72 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 34 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 573 | 779370 | 42818 | 10435 | 1527 | 88598 | 34408 | 71133 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5524 | 20062710 | 2013489 | 471804 | 51252 | 3932992 | 2446751 | 2498546 |
|  | Establishments operated for the entire year | 5110 | 19721148 | 1986259 | 465631 | 50379 | 3876914 | 2430772 | 2452034 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | $\begin{array}{r} 1 \\ 505 \end{array}$ | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\stackrel{a}{\mathrm{f}}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | D |
|  | Establishments with 2 employees... | 591 | 558492 | 41321 | 9303 | 1182 | 86395 | 60010 | 61592 |
|  | Establishments with 3 or 4 employees. | 1245 | 1849811 | 139448 | 32115 | 4254 | 283230 | 222789 | 222791 |
|  | Establishments with 5 or 6 employees. | 753 | 1682254 | 149249 | 33465 | 4106 | 288125 | 193751 | 199716 |
|  | Establishments with 7 to 9 employees. | 626 | 1952566 | 192929 | 42591 | 4923 | 364239 | 211985 | 217092 |
|  | Establishments with 10 to 14 employees. | 585 | 2724508 | 265487 | 62222 | 6846 | 508191 | 303025 | 313926 |
|  | Establishments with 15 to 19 employees. | 267 | 1569334 | 179336 | 41380 | 4481 | 337575 | 195199 | 200093 |
|  | Establishments with 20 to 49 employees. | 411 | 4348591 | 498533 | 117528 | 12124 | 918400 | 576704 | 577659 |
|  | Establishments with 50 to 99 employees. | 95 | 1890017 | 280451 | 70181 | 6420 | 469395 | 292542 | 275533 |
|  | Establishments with 100 employees or more $\qquad$ | 31 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 414 | 341562 | 27230 | 6173 | 873 | 56078 | 15979 | 46512 |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 5524 | 20062710 | 2013489 | 471804 | 51252 | 3932992 | 2446751 | 2498546 |
|  | Establishments operated for the entire year | 5110 | 19721148 | 1986259 | 465631 | 50379 | 3876914 | 2430772 | 2452034 |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 1 \\ 505 \end{array}$ | D D |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  |  |  |  |
|  | Establishments with 2 employees... | 591 | 558492 | 41321 | 9303 | 1182 | 86395 | 60010 | 61592 |
|  | Establishments with 3 or 4 employees. | 1245 | 1849811 | 139448 | 32115 | 4254 | 283230 | 222789 | 222791 |
|  | Establishments with 5 or 6 employees. | 753 | 1682254 | 149249 | 33465 | 4106 | 288125 | 193751 | 199716 |
|  | Establishments with 7 to 9 . ${ }^{\text {a }}$. |  |  |  |  |  |  |  |  |
|  | employees.................. | 626 | 1952566 | 192929 | 42591 | 4923 | 364239 | 211985 | 217092 |
|  | Establishments with 10 to 14 employees. | 585 | 2724508 | 265487 | 62222 | 6846 | 508191 | 303025 | 313926 |
|  | Establishments with 15 to 19 employees. | 267 | 1569334 | 179336 | 41380 | 4481 | 337575 | 195199 | 200093 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218 | Machinery, equipment, \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 20 to 49 employees. | 7041 | 76325491 | 7801322 | 1818155 | 203280 | 14077393 | 12430918 | 13127541 |
|  | employees. | 1466 | 37130553 | 3976160 | 924107 | 97783 | 7143856 | 5865465 | 6300103 |
|  | Establishments with 100 employees or more | 537 | 58379183 | 4456136 | 1060213 | 102142 | 8535300 | 9061621 | 9663090 |
|  | Establishments not operated for the entire year | 6994 | 6022746 | 506068 | 119012 | 16673 | 1010229 | 240451 | 1076129 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |
|  | Establishments operated for the entire year | 4870 | 44331110 | 3574067 | 856250 | 86726 | 6619643 | 11143507 | 12004886 |
|  | Establishments with no employees.. | 3 | 625 | 56 |  |  | 93 | 72 | 230 |
|  | Establishments with 1 employee.... | 545 | 393186 | 21008 | 4346 | 545 | 49222 | 54706 | 65040 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 421 | 429364 | 27105 | 5749 | 842 | 62960 | 54060 | 55464 |
|  | employees. | 689 | 1159045 | 85246 | 18929 | 2383 | 186018 | 162578 | 172128 |
|  | Establishments with 5 or 6 employees. | 464 | 1145834 | 89417 | 19919 | 2540 | 189247 | 187858 | 205424 |
|  | Establishments with 7 to 9 employees. | 548 | 1929603 | 159308 | 36291 | 4319 | 329996 | 357552 | 389930 |
|  | Establishments with 10 to 14 employees. | 629 | 2901933 | 263865 | 60840 | 7417 | 526655 | 653301 | 688134 |
|  | Establishments with 15 to 19 employees. | 416 | 3163735 | 277025 | 64247 | 7043 | 537925 | 757310 | 804335 |
|  | Establishments with 20 to 49 employees. | 844 | 10840849 | 979661 | 231545 | 24990 | 1805200 | 2850863 | 3043115 |
|  | Establishments with 50 to 99 employees. | 198 | 5967574 | 567945 | 132832 | 13100 | 1000609 | 1636555 | 1789338 |
|  | Establishments with 100 employees or more $\qquad$ | 113 | 16399362 | 1103431 | 281552 | 23547 | 1931718 | 4428652 | 4791748 |
|  | Establishments not operated for the entire year | 451 | 394879 | 30577 | 6169 | 885 | 63697 | 23417 | 135765 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |
|  | Establishments operated for the entire year | 4870 | 44331110 | 3574067 | 856250 | 86726 | 6619643 | 11143507 | 12004886 |
|  | Establishments with no employees.. | 3 | 625 | - 56 | 856 | 86 | 6 93 | 1172 | 12004230 |
|  | Establishments with 1 employee... | 545 | 393186 | 21008 | 4346 | 545 | 49222 | 54706 | 65040 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 421 | 429364 | 27105 | 5749 | 842 | 62960 | 54060 | 55464 |
|  | employees. | 689 | 1159045 | 85246 | 18929 | 2383 | 186018 | 162578 | 172128 |
|  | Establishments with 5 or 6 employees. | 464 | 1145834 | 89417 | 19919 | 2540 | 189247 | 187858 | 205424 |
|  | Establishments with 7 to 9 employees. | 548 | 1929603 | 159308 | 36291 | 4319 | 329996 | 357552 | 389930 |
|  | Establishments with 10 to 14 employees. | 629 | 2901933 | 263865 | 60840 | 7417 | 526655 | 653301 | 688134 |
|  | Establishments with 15 to 19 employees. | 416 | 3163735 | 277025 | 64247 | 7043 | 537925 | 757310 | 804335 |
|  | Establishments with 20 to 49 employees. | 844 | 10840849 | 979661 | 231545 | 24990 | 1805200 | 2850863 | 3043115 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees.................. | 198 | 5967574 | 567945 | 132832 | 13100 | 1000609 | 1636555 | 1789338 |
|  | or more | 113 | 16399362 | 1103431 | 281552 | 23547 | 1931718 | 4428652 | 4791748 |
|  | Establishments not operated for the entire year | 451 | 394879 | 30577 | 6169 | 885 | 63697 | 23417 | 135765 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9782 | 39713264 | 2860510 | 643779 | 101413 | 5578804 | 8510984 | 9247680 |
|  | Establishments operated for the entire year | 8979 | 39161408 | 2812097 | 632079 | 99284 | 5481007 | 8464807 | 9032819 |
|  | Establishments with no employees.. | 5 | - 857 | 39 | - |  | 5 117 | - 1764 | 9 139 |
|  | Establishments with 1 employee.... | 940 | 389922 | 21556 | 4585 | 940 | 53142 | 56427 | 58569 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 782 | 515625 | 34322 | 7358 | 1564 | 79193 | 78393 | 79734 |
|  | Establishments with 3 or 4 employees. | 1297 | 1316641 | 99388 | 21774 | 4463 | 223848 | 231537 | 247692 |
|  | Establishments with 5 or 6 employees. | 1048 | 1662760 | 137320 | 30567 | 5742 | 290033 | 321639 | 336397 |
|  | Establishments with 7 to 9 . |  |  |  |  |  |  |  |  |
|  | employees.................. | 1217 | 2637829 | 234642 | 52772 | 9687 | 461552 | 642174 | 677458 |
|  | employees. | 1437 | 5255239 | 450025 | 99043 | 17028 | 864908 | 1381000 | 1481847 |
|  | Establishments with 15 to 19 employees. |  | 5255635 | 431282 | 96941 | 15523 | 796677 | 1429961 | 1541109 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218202 | Farm machinery \& equipmentwhsle distributors-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ | 28 15 | 1096872 D | 73600 D | 16271 D | 1856 | 157276 D | 183652 D | 195811 D |
|  | Establishments not operated for the entire year | 205 | 111883 | 9181 | 1564 | 355 | 20687 | 1023 | 32547 |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 729 | 4230316 | 318416 | 72667 | 9369 | 710417 | 701990 | 735368 |
|  | Establishments operated for the entire year | 645 | 4165313 | 311375 | 70477 | 9076 | 695634 | 700614 | 719938 |
|  | Establishments with no employees.. Establishments with 1 employee. | 80 | $8527 \overline{8}$ | 2862 | 587 | 80 | 6388 | 3978 | 4213 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 78 | 77199 | 4294 | 946 | 156 | 9552 | 8693 | 8468 |
|  | Establishments with 3 or 4 employees. | 107 | 177205 | 10232 | 2344 | 365 | 21695 | 17680 | 19906 |
|  | Establishments with 5 or 6 employees. | 58 | 246908 | 12261 | 2311 | 312 | 22418 | 14048 | 14686 |
|  | Establishments with 7 to 9 employees. <br> Establishments with 10 to 14 | 67 | 215626 | 15734 | 3510 | 523 | 32493 | 28656 | 26676 |
|  | employees. | 82 | 451585 | 30331 | 6831 | 984 | 63793 | 63065 | 65366 |
|  | employees................... | 50 | 259955 | 27111 | 6593 | 824 | 59643 | 64744 | 65044 |
|  | Establishments with 20 to 49 employees. | 93 | 1057584 | 104054 | 22678 | 2806 | 199860 | 233623 | 235743 |
|  | Establishments with 50 to 99 employees. | 23 | 530996 | 55254 | 12704 | 1606 | 113059 | 123552 | 131116 |
|  | Establishments with 100 employees or more $\qquad$ | 7 | 1062977 | 49242 | 11973 | 1420 | 166733 | 142575 | 148720 |
|  | Establishments not operated for the entire year $\qquad$ | 84 | 65003 | 7041 | 2190 | 293 | 14783 | 1376 | 15430 |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 35674 | 139946952 | 14167699 | 3238229 | 342008 | 26426084 | 13953455 | 14863422 |
|  | Establishments operated for the entire year | 32423 | 137334130 | 13923137 | 3179280 | 334256 | 25934012 | 13868373 | 14492764 |
|  | Establishments with no employees.. Establishments with 1 employee.... |  | 2111 4705007 |  |  |  |  |  | 37 173247 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{array}{r}5713 \\ 4142 \\ \hline\end{array}$ | 4705007 4905462 | 270552 315169 | 59141 68488 | 5713 8284 | 548306 644701 | 163167 196622 | 173247 206266 |
|  | Establishments with 3 or 4 employees. $\qquad$ <br> Establishments with 5 or 6 | 5930 | 10791216 | 789593 | 173845 | 20479 | 1579808 | 560533 | 592751 |
|  | employees.................... | 3934 | 9731339 | 837638 | 185863 | 21438 | 1624681 | 636388 | 677050 |
|  | Establishments with 7 to 9 employees. | 3745 | 12607590 | 1177153 | 264878 | 29430 | 2245555 | 944692 | 1026921 |
|  | Establishments with 10 to 14 employees. | 3298 | 15483912 | 1559757 | 348887 | 38658 | 2884567 | 1440380 | 1493074 |
|  | Establishments with 15 to 19 employees. | 1752 | 10386179 | 1220730 | 281760 | 29329 | 2223426 | 1237766 | 1300716 |
|  | Establishments with 20 to 49 employees. Establishments with 50 to 99 | 2914 | 30613412 | 3549766 | 825179 | 84934 | 6313675 | 3783913 | 3923254 |
|  | employees. | 745 | 17644377 | 2137056 | 499790 | 49871 | 3758850 | 2418333 | 2571284 |
|  | Establishments with 100 employees or more $\square$ | 244 | 20463525 | 2065485 | 471449 | 46120 | 4109874 | 2486550 | 2528164 |
|  | Establishments not operated for the entire year $\qquad$ | 3251 | 2612822 | 244562 | 58949 | 7752 | 492072 | 85082 | 370658 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 35674 | 139946952 | 14167699 | 3238229 | 342008 | 26426084 | 13953455 | 14863422 |
|  | Establishments operated for the entire year | 32423 | 137334130 | 13923137 | 3179280 | 334256 | 25934012 | 13868373 | 14492764 |
|  | Establishments with no employees.. |  | 2111 4705007 | $\begin{array}{r}238 \\ 27055 \\ \hline 159\end{array}$ | $59 \quad 141$ | $5713$ | $\begin{array}{r} 569 \\ 548 \quad 306 \end{array}$ | $\begin{array}{rr} 29 \\ 167 \end{array}$ | $\begin{array}{r} 37 \\ 173 \quad 247 \end{array}$ |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{array}{r}5713 \\ 4142 \\ \hline\end{array}$ | 4705007 4905462 | 270552 315169 | $\begin{array}{ll} 59 & 141 \\ 68 & 488 \end{array}$ | 5713 8284 | $\begin{aligned} & 548306 \\ & 644701 \end{aligned}$ | $\begin{aligned} & 163167 \\ & 196622 \end{aligned}$ | $\begin{aligned} & 173247 \\ & 206266 \end{aligned}$ |
|  | Establishments with 3 or 4 employees. <br> Establishments with 5 or 6 | 5930 | 10791216 | 789593 | 173845 | 20479 | 1579808 | 560533 | 592751 |
|  | employees. $\qquad$ Establishments with 7 to 9 | 3934 | 9731339 | 837638 | 185863 | 21438 | 1624681 | 636388 | 677050 |
|  | employees. <br> Establishments with 10 to 14 | 3745 | 12607590 | 1177153 | 264878 | 29430 | 2245555 | 944692 | 1026921 |
|  | employees. <br> Establishments with 15 to 19 | 3298 | 15483912 | 1559757 | 348887 | 38658 | 2884567 | 1440380 | 1493074 |
|  | employees. | 1752 | 10386179 | 1220730 | 281760 | 29329 | 2223426 | 1237766 | 1300716 |
|  | Establishments with 20 to 49 employees. | 2914 | 30613412 | 3549766 | 825179 | 84934 | 6313675 | 3783913 | 3923254 |
|  | Establishments with 50 to 99 employees. |  | 17644377 | 2137056 | 499790 | 49871 | 3758850 | 2418333 | 2571284 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421830 | Industrial machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 100 employees or more $\qquad$ | 244 | 20463525 | 2065485 | 471449 | 46120 | 4109874 | 2486550 | 2528164 |
|  | Establishments not operated for the entire year $\qquad$ | 3251 | 2612822 | 244562 | 58949 | 7752 | 492072 | 85082 | 370658 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1333 | 4273371 | 496582 | 115224 | 12098 | 906693 | 449556 | 482438 |
|  | Establishments operated for the entire year | 1216 | 4158018 | 488217 | 112843 | 11809 | 890866 | 447865 | 471759 |
|  | Establishments with no employees. . Establishments with 1 employee | $211^{-}$ | 172508 | $963 \overline{6}$ | 2090 | 211 | 20803 | 4641 | 4899 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 162 |  | 9636 | 2090 | e | $\begin{array}{r}20803 \\ \hline\end{array}$ | 4 D | 48 |
|  | Establishments with 3 or 4 employees. | 232 | 378544 | 32151 | 7086 | 802 | 66040 | 21815 | 22739 |
|  | Establishments with 5 or 6 employees. | 144 | 317292 | 29676 | 6466 | 778 | 58124 | 17779 | 21074 |
|  | Establishments with 7 to 9 employees. | 143 | 460478 | 46472 | 10481 | 1133 | 89226 | 37211 | 38167 |
|  | Establishments with 10 to 14 employees. | 125 | 577287 | 61087 | 13562 | 1487 | 112995 | 49276 | 52196 |
|  | Establishments with 15 to 19 employees. | 49 | 234948 | 31988 | 7437 | 832 | 57988 | 24897 | 32063 |
|  | Establishments with 20 to 49 employees. | 116 | 1040667 | 143455 | 33845 | 3448 | 252016 | 136074 | 145534 |
|  | Establishments with 50 to 99 employees. | 27 | 505622 | 73691 | 17111 | 1829 | 122311 | 78292 | 76856 |
|  | Establishments with 100 employees or more $\qquad$ | 7 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 117 | 115353 | 8365 | 2381 | 289 | 15827 | 1691 | 10679 |
| 4218302 | Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 3866 | 13016250 | 1637232 | 378722 | 40348 | 2960404 | 1300399 | 1412054 |
|  | Establishments operated for the entire year | 3575 | 12793224 | 1614231 | 373872 | 39647 | 2917172 | 1292830 | 1367729 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 447 | 305097 | 19700 | $456 \overline{7}$ | 447 | 38585 | 10597 | $11108$ |
|  | Establishments with 2 employees.... | 395 | D | D | D | f | - | D | D |
|  | Establishments with 3 or 4 employees. | 591 | 744862 | 74932 | 16843 | 2050 | 143062 | 48924 | 50688 |
|  | Establishments with 5 or 6 employees. | 477 | 931919 | 100711 | 22868 | 2620 | 189471 | 66087 | 69608 |
|  | Establishments with 7 to 9 employees. | 490 | 1263273 | 155086 | 34830 | 3852 | 288024 | 116272 | 121720 |
|  | Establishments with 10 to 14 employees. | 449 | 1838856 | 209783 | 47833 | 5237 | 369403 | 158624 | 170653 |
|  | Establishments with 15 to 19 employees. | 230 | 1134959 | 158938 | 37747 | 3802 | 275321 | 117768 | 123693 |
|  | Establishments with 20 to 49 employees. | 409 | 3748021 | 504484 | 118372 | 11793 | 870044 | 478867 | 494940 |
|  | Establishments with 50 to 99 employees. | 73 | 1573188 | 206296 | 46600 | 4843 | 345630 | 182438 | 199394 |
|  | Establishments with 100 employees or more $\qquad$ | 14 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 291 | 223026 | 23001 | 4850 | 701 | 43232 | 7569 | 44325 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1636 | 4753826 | 543359 | 127730 | 13756 | 969270 | 471624 | 506332 |
|  | Establishments operated for the entire year | 1493 | 4652239 | 533873 | 125525 | 13452 | 951878 | 470846 | 485981 |
|  | Establishments with no employees.. | ${ }_{22} \overline{6}$ | $18135 \overline{6}$ | 10889 | $2400^{-}$ | $22 \overline{6}$ | 21211 | 5487 |  |
|  | Establishments with 1 employee.... <br> Establishments with 2 employees.. | 226 187 | 181356 D | 10889 D | 2400 D | 226 e | 21211 D | 5487 D | $\begin{array}{r} 5772 \\ \mathrm{D} \end{array}$ |
|  | Establishments with 3 or 4 employees. | 271 | 365501 | 36288 | 8050 | 937 | 69017 | 22118 | 21815 |
|  | Establishments with 5 or 6 employees. | 201 | 412709 | 43039 | 9739 | 1099 | 77968 | 23436 | 24736 |
|  | Establishments with 7 to 9 employees. | 217 | 555375 | 66615 | 15447 | 1687 | 126401 | 49522 | 51171 |
|  | Establishments with 10 to 14 employees. | 158 | 715975 | 73362 | 17538 | 1836 | 132283 | 50845 | 53150 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 68 | 394236 | 44385 | 10771 | 1116 | 76963 | 35592 | 35489 |
|  | Establishments with 20 to 49 employees. | 134 | 1356717 | 163721 | 40449 | 3874 | 290294 | 194302 | 189651 |
|  | Establishments with 50 to 99 employees. |  |  | 67233 | 14407 |  | 104896 | 71035 | 85384 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with 100 employees or more $\qquad$ | 5 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 143 | 101587 | 9486 | 2205 | 304 | 17392 | 778 | 20351 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2230 | 8262424 | 1093873 | 250992 | 26592 | 1991134 | 828775 | 905722 |
|  | Establishments operated for the entire year | 2082 | 8140985 | 1080358 | 248347 | 26195 | 1965294 | 821984 | 881748 |
|  | Establishments with no employees.. Establishments with 1 employee. | 221 | 123741 | 8811 | 2167 | 221 | 17374 | 5110 | 5336 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 208 | 208849 | 15365 | 3377 | 416 | 29826 | 10267 | 10336 |
|  | employees. <br> Establishments with 5 or 6 | 320 | 379361 | 38644 | 8793 | 1113 | 74045 | 26806 | 28873 |
|  | Employees.................. | 276 | 519210 | 57672 | 13129 | 1521 | 111503 | 42651 | 44872 |
|  | Establishments with 7 to 9 employees. | 273 | 707898 | 88471 | 19383 | 2165 | 161623 | 66750 | 70549 |
|  | Establishments with 10 to 14 employees. | 291 | 1122881 | 136421 | 30295 | 3401 | 237120 | 107779 | 117503 |
|  | Establishments with 15 to 19 employees. | 162 | 740723 | 114553 | 26976 | 2686 | 198358 | 82176 | 88204 |
|  | Establishments with 20 to 49 employees. | 275 | 2391304 | 340763 | 77923 | 7919 | 579750 | 284565 | 305289 |
|  | Establishments with 50 to 99 employees. <br> Establishments with 100 employees | 47 | 1182789 | 139063 | 32193 | 3116 | 240734 | 111403 | 114010 |
|  | or more ....................... | 9 | 764229 | 140595 | 34111 | 3637 | 314961 | 84477 | 96776 |
|  | Establishments not operated for the entire year $\qquad$ | 148 | 121439 | 13515 | 2645 | 397 | 25840 | 6791 | 23974 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11101 | 42641534 | 4279378 | 965711 | 102295 | 8140762 | 3902321 | 4203829 |
|  | Establishments operated for the entire year Establishments with no employees. | $\begin{array}{r} 10272 \\ 2 \end{array}$ | 42073098 | 4228138 | 954865 | 100876 a | 8039440 | 3881877 | 4109733 |
|  | Establishments with 1 employee.... | 1927 | 1775872 | 88311 | 19431 | 1927 | 175823 | 45506 | 46191 |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 1283 | 1606523 | 97928 | 22094 | 2566 | 200603 | 46203 | 50452 |
|  | Establishments with 3 or 4 employees. | 1895 | 3505015 | 247692 | 54405 | 6544 | 495148 | 129813 | 138369 |
|  | Establishments with 5 or 6 employees. | 1298 | 3426498 | 279074 | 61495 | 7055 | 535959 | 177082 | 187320 |
|  | Establishments with 7 to 9 employees. | 1192 | 4003128 | 371127 | 85581 | 9380 | 703303 | 251725 | 269606 |
|  | Establishments with 10 to 14 employees. | 1026 | 4340338 | 473236 | 106387 | 12026 | 877721 | 399575 | 420758 |
|  | employees. | 539 | 3155222 | 374164 | 85913 | 9059 | 673616 | 349068 | 353692 |
|  | Establishments with 20 to 49 employees. | 855 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 189 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 66 | 7391097 | 750184 | 157908 | 15309 | 1589555 | 853524 | 888086 |
|  | Establishments not operated for the entire year | 829 | 568436 | 51240 | 10846 | 1419 | 101322 | 20444 | 94096 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4092 | 19008973 | 1603844 | 363648 | 35524 | 3130563 | 2381201 | 2366943 |
|  | Establishments operated for the entire year | 3719 | 18491725 | 1562074 | 352118 | 34416 | 3024662 | 2372211 | 2331009 |
|  | Establishments with no employees.. Establishments with 1 employee. | 711 | 556435 | $34721$ | $738{ }^{-}$ |  | $74 \quad 15 \overline{4}$ |  | 25351 |
|  | Establishments with 2 employees.... | 526 | 641363 | 41290 | 8747 | 1052 | 86863 | 28926 | 29293 |
|  | Establishments with 3 or 4 employees. | 677 | 1262423 | 92478 | 20483 | 2333 | 185691 | 60220 | 62861 |
|  | Establishments with 5 or 6 employees. | 454 | 1313079 | 102788 | 22715 | 2498 | 204646 | 93704 | 100103 |
|  | Establishments with 7 to 9 employees. | 396 | $1523412$ | 136425 | 29891 | 3114 | 267752 | 134572 | 144707 |
|  | Establishments with 10 to 14 employees. | 361 | $2478106$ | 197348 | 43091 | $4229$ | $383090$ | 294392 | 275721 |
|  | Establishments with 15 to 19 employees. | 193 | 1640640 | 157555 | 36366 | 3248 | 294544 | 192248 | 198076 |
|  | Establishments with employees............... | 314 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 62 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | 2217434 | 189724 | 43227 | 4331 | 395491 | 443026 | 394227 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218304 | Metalworking machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 373 | 517248 | 41770 | 11530 | 1108 | 105901 | 8990 | 35934 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4642 | 18803215 | 2371197 | 559533 | 63169 | 4079742 | 1785899 | 1883410 |
|  | Establishments operated for the entire year | 4219 | 18489295 | 2328899 | 547978 | 61659 | 4005158 | 1772489 | 1840994 |
|  | Establishments with no employees.. | 645 | 416741 | $3050{ }^{-}$ | 6789 | 645 | 60832 | 13088 | 15477 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 415 | 370392 | 29733 | 6143 | 830 | 60641 | 16334 | 16263 |
|  | employees............... | 642 | 939596 | 81711 | 18384 | 2223 | 159867 | 48515 | 50958 |
|  | Establishments with 5 or 6 employees. | 416 | 848730 | 83294 | 18893 | 2270 | 156564 | 44111 | 48346 |
|  | Establishments with 7 to 9 employees. | 453 | 1028086 | 128621 | 29315 | 3575 | 234747 | 67569 | 72596 |
|  | Establishments with 10 to 14 employees. | 514 | 1714574 | 221527 | 49476 | 6066 | 395673 | 166172 | 177989 |
|  | Establishments with 15 to 19 employees. | 291 | 1209015 | 178992 | 40999 | 4873 | 310892 | 120584 | 121123 |
|  | Establishments with 20 to 49 employees. | 574 | 4578875 | 637327 | 149072 | 17414 | 1089355 | 498417 | 503179 |
|  | Establishments with 50 to 99 employees. | 206 | 3014919 | 530541 | 126917 | 13792 | 849343 | 377059 | 396131 |
|  | or more ..................... | 63 | 4368367 | 406647 | 101990 | 9971 | 687244 | 420640 | 438932 |
|  | Establishments not operated for the entire year $\qquad$ | 423 | 313920 | 42298 | 11555 | 1510 | 74584 | 13410 | 42416 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3536 | 11671958 | 1006985 | 223687 | 25475 | 1872441 | 1181404 | 1356139 |
|  | Establishments operated for the entire year | 3227 | 11474777 | 990392 | 219939 | 24934 | 1841224 | 1171862 | 1316508 |
|  | Establishments with no employees.. | 521 | 447908 | 21886 | 4780 | 521 | 46901 | 25210 | 31464 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 437 | 528429 | 32147 | 7431 | 874 | 68077 | 31321 | 33680 |
|  | employees. <br> Establishments with 5 or 6 | 741 | 1444713 | 95646 | 20810 | 2558 | 192684 | 114225 | 120356 |
|  | employees.................... | 472 | 1220865 | 94903 | 20659 | 2553 | 188410 | 116961 | 127790 |
|  | Establishments with 7 to 9 employees. | 431 | 1814026 | 129677 | 27775 | 3376 | 241475 | 145056 | 173172 |
|  | Establishments with 10 to 14 employees. | 266 | 1542863 | 117471 | 25365 | 3071 | 221138 | 142396 | 160524 |
|  | Establishments with 15 to 19 employees. | 128 | 886757 | 86311 | 19695 | 2156 | 159174 | 175256 | 198776 |
|  | Establishments with 20 to 49 employees. | 177 | 1914388 | 203223 | 45458 | 5069 | 365508 | 204360 | 240949 |
|  | Establishments with 50 to 99 employees. | 42 | 1250053 | 130076 | 29092 | 2893 | 219794 | 147110 | 154946 |
|  | Establishments with 100 employees or more $\qquad$ | 12 | 424775 | 79052 | 18874 | 1863 | 138063 | 69967 | 74851 |
|  | Establishments not operated for the entire year | 309 | 197181 | 16593 | 3748 | 541 | 31217 | 9542 | 39631 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7104 | 30531651 | 2772481 | 631704 | 63099 | 5335479 | 2952675 | 3158609 |
|  | Establishments operated for the entire year | 6195 | 29853993 | 2711186 | 617665 | 60915 | 5215490 | 2929239 | 3055032 |
|  | Establishments with no employees.. |  | 1030 D ${ }^{\text {d }}$ | 65792 | 14096 |  | 131208 |  | 38757 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 924 | 1214267 | 71111 | 14940 | 1848 | 144333 | 49078 | 50723 |
|  | employees. <br> Establishments with 5 or 6 | 1152 | 2516063 | 164983 | 35834 | 3969 | 337316 | 137021 | 146780 |
|  | employees. | 673 | 1672956 | 147192 | 32767 | 3664 | 291507 | 120664 | 122809 |
|  | Establishments with 7 to 9 employees. | 640 | 2515187 | 209745 | 47005 | 5000 | 421028 | 192287 | 206953 |
|  | Establishments with 10 to 14 employees. | 557 | 2991888 | 279305 | 63173 | 6542 | 524547 | 229945 | 235233 |
|  | Establishments with 15 to 19 employees. | 322 | 2124638 | 232782 | 53603 | 5359 | 451891 | 257945 | 273293 |
|  | Establishments with 20 to 49 employees. | 469 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 146 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more | 57 | 4882619 | 438476 | 99606 | 9468 | 874710 | 533020 | 553767 |
|  | Establishments not operated for the entire year $\qquad$ | 909 | 677658 | 61295 | 14039 | 2184 | 119989 | 23436 | 103577 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goods-Con. \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{15}{*}{42184} \& \multicolumn{9}{|l|}{Industrial supplies whsle} \\
\hline \& All establishments \& 15055 \& 64861321 \& 5240795 \& 1215121 \& 140735 \& 9844064 \& 5107540 \& 5420791 \\
\hline \& Establishments operated for the entire year \& 13736 \& 63358799 \& 5126828 \& 1188903 \& 137274 \& 9630312 \& 5065425 \& 5213688 \\
\hline \& year . \({ }^{\text {Establishments with no............ }}\) \& \[
\begin{array}{r}
13736 \\
3
\end{array}
\] \& 63358799

D \& 5 126828 \& 188903 \& 137274
a \& 9630312 \& 5065425
D
d \& 5213688 <br>
\hline \& Establishments with 1 employee.... \& 1790
1405 \& 150965 \& - ${ }^{\text {D }}$ \& ${ }_{20} 7$ \& $810^{\text {g }}$ \& 196 \& 70.005 \& 73 D <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 1405 \& 1509652 \& 95746 \& 20705 \& 2810 \& 196948 \& 70005 \& 73169 <br>
\hline \& employees.................. \& 2485 \& 4249791 \& 294269 \& 66350 \& 8625 \& 602411 \& 250788 \& 260332 <br>
\hline \& Establishments with 5 or 6 employees. \& 1984 \& 5656920 \& 380149 \& 86739 \& 10836 \& 760309 \& 361150 \& 376636 <br>
\hline \& Establishments with 7 to 9 employees. \& 1919 \& 7355773 \& 536069 \& 124400 \& 15135 \& 1056294 \& 535700 \& 565004 <br>
\hline \& Establishments with 10 to 14 employees. \& 1767 \& 8150709 \& 742626 \& 169442 \& 20631 \& 1430290 \& 799185 \& 826907 <br>
\hline \& Establishments with 15 to 19 employees. \& 820 \& 4885429 \& 512035 \& 117381 \& 13692 \& 960845 \& 547616 \& 563856 <br>
\hline \& Establishments with 20 to 49 employees. \& 1266 \& 14399062 \& 1400055 \& 326974 \& 36387 \& 2496934 \& 1404145 \& 1436272 <br>
\hline \& Establishments with 50 to 99 employees. \& \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 73 \& 8086135 \& 526964 \& 127159 \& 12666 \& 911359 \& 461342 \& 459683 <br>
\hline \& Establishments not operated for the entire year \& 1319 \& 1502522 \& 113967 \& 26218 \& 3461 \& 213752 \& 42115 \& 207103 <br>
\hline \multirow[t]{15}{*}{421840} \& \multicolumn{9}{|l|}{Industrial supplies whsle} <br>
\hline \& All establishments \& 15055 \& 64861321 \& 5240795 \& 1215121 \& 140735 \& 9844064 \& 5107540 \& 5420791 <br>
\hline \& Establishments operated for the entire year \& \& 63358799 \& 5126828 \& 1188903 \& 137274 \& 9630312 \& 5065425 \& 5213688 <br>

\hline \& | Establishments with no employees. . |
| :--- |
| Establishments with 1 employee | \& \[

$$
\begin{array}{r}
3 \\
1790
\end{array}
$$
\] \&  \&  \& D \& a

g \& - ${ }^{\text {D }}$ \& $\begin{array}{r}\text { D } \\ \text { D } \\ \text { D } \\ \hline\end{array}$ \& - ${ }_{\text {D }}$ <br>
\hline \& Establishments with 1 employee.... \& 1790
1405 \& 1509652 \& 95746 \& 20705 \& $2810^{9}$ \& 196948 \& 70005 \& 73169 <br>
\hline \& Establishments with 3 or 4 employees. \& 2485 \& 4249791 \& 294269 \& 66350 \& 8625 \& 602411 \& 250788 \& 260332 <br>
\hline \& Establishments with 5 or 6 employees. \& 1984 \& 5656920 \& 380149 \& 86739 \& 10836 \& 760309 \& 361150 \& 376636 <br>
\hline \& Establishments with 7 to 9 employees. \& 1919 \& 7355773 \& 536069 \& 124400 \& 15135 \& 1056294 \& 535700 \& 565004 <br>
\hline \& Establishments with 10 to 14 employees. \& 1767 \& 8150709 \& 742626 \& 169442 \& 20631 \& 1430290 \& 799185 \& 826907 <br>
\hline \& Establishments with 15 to 19 employees \& 820 \& 4885429 \& 512035 \& 117381 \& 13692 \& 960845 \& 547616 \& 563856 <br>
\hline \& Establishments with 20 to $49 \ldots \ldots$ \& \& \& 512035 \& \& \& \& 547616 \& 563856 <br>
\hline \& employees. Establishments with 50 to 99 \& 1266 \& 14399062 \& 1400055 \& 326974 \& 36387 \& 2496934 \& 1404145 \& 1436272 <br>
\hline \& Establishments with 50 to 99 employees. \& 224 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 73 \& 8086135 \& 526964 \& 127159 \& 12666 \& 911359 \& 461342 \& 459683 <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 1319 \& 1502522 \& 113967 \& 26218 \& 3461 \& 213752 \& 42115 \& 207103 <br>
\hline \multirow[t]{16}{*}{4218401} \& \multicolumn{9}{|l|}{General-line industrial supplies whsle} <br>
\hline \& All establishments \& 2176 \& 4367291 \& 554823 \& 129777 \& 16136 \& 1004860 \& 474631 \& 504136 <br>
\hline \& Establishments operated for the entire year \& 1979 \& 4281375 \& 547038 \& 127850 \& 15861 \& 990698 \& 471891 \& 490095 <br>

\hline \& | Establishments with no employees. . |
| :--- |
| Establishments with 1 employee. | \& 302 \& 133603 \& $\begin{aligned} & 10322 \\ & 14\end{aligned}$ \& 2329 \& 302 \& 22606 \& 7348 \& 7621 <br>

\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 259 \& 199967 \& 14317 \& 3039 \& 518 \& 29551 \& 10227 \& 10783 <br>
\hline \& Establishments with 3 or $4 \ldots \ldots \ldots$. \& 418 \& 393190 \& 41579 \& 9326 \& 1450 \& 84929 \& 33054 \& 35394 <br>
\hline \& Establishments with 5 or 6 employees. \& 293 \& 507691 \& 50122 \& 11504 \& 1607 \& 94782 \& 45029 \& 44509 <br>
\hline \& Establishments with 7 to 9 employees. \& 262 \& 508437 \& 61705 \& 14333 \& 2042 \& 118254 \& 52711 \& <br>
\hline \& Establishments with $10 \ldots \ldots \ldots \ldots$ \& 262 \& 508437 \& 61705 \& 14333 \& \& 118254 \& 52711 \& 54048 <br>
\hline \& employees.................... \& 202 \& 607583 \& 71802 \& 15789 \& 2308 \& 133003 \& 80132 \& 84233 <br>
\hline \& Establishments with 15 to 19 employees. \& 92 \& 424731 \& 51311 \& 11929 \& 1524 \& 98021 \& 49387 \& 54124 <br>
\hline \& Establishments with 20 to 49 employees. \& 127 \& \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with 50 to $99 \ldots \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees................. \& 18 \& 267862 \& 41827 \& 10146 \& 1174 \& 71041 \& 46789 \& 48327 <br>
\hline \& Establishments with 100 employees or more \& 6 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year \& 197 \& 85916 \& 7785 \& 1927 \& 275 \& 14162 \& 2740 \& 14041 <br>

\hline \multirow[t]{2}{*}{4218402} \& \multirow[t]{2}{*}{| Mechanical power transmission supplies whsle |
| :--- |
| All establishments |} \& \& \& \& \& \& \& \& <br>

\hline \& \& 2917 \& 13895428 \& 1027321 \& 239619 \& 28097 \& 1968660 \& 1404407 \& 1531024 <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218402 | Mechanical power transmission supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2647 | 13485017 | 992060 | 231070 | 27025 | 1906186 | 1400641 | 1443163 |
|  | Establishments with no employees.. | 233 | 370665 | 10021 | 2326 | 233 | 18662 | 7171 | 7312 |
|  | Establishments with 2 employees.... | 158 | 283027 | 11205 | 2579 | 316 | 22537 | 9694 | 9976 |
|  | Establishments with 3 or 4 employees. | 431 | 978747 | 52775 | 12419 | 1522 | 105445 | 54738 | 57705 |
|  | employees............. | 477 | D | D | D | h | D | D | D |
|  | Establishments with 7 to 9 employees. | 518 | 1991223 | 142345 | 33234 | 4070 | 281488 | 200700 | 208375 |
|  | Establishments with 10 to 14 employees. | 431 | 2168951 | 176440 | 41592 | 5103 | 349507 | 280136 | 287525 |
|  | employees............... | 169 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 187 | 3372283 | 217886 | 50566 | 5296 | 393145 | 316025 | 328280 |
|  | Establishments with 50 to 99 employees. | 28 | 653687 | 69852 | 16790 | 1858 | 134635 | 117962 | 120463 |
|  | Establishments with 100 employees or more $\qquad$ | 15 | 1018191 | 117648 | 25956 | 3186 | 222228 | 147504 | 152473 |
|  | Establishments not operated for the entire year $\qquad$ | 270 | 410411 | 35261 | 8549 | 1072 | 62474 | 3766 | 87861 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2141 | 4750926 | 649262 | 150474 | 19335 | 1283334 | 497409 | 516948 |
|  | Establishments operated for the entire year | 2016 | 4636954 | 634415 | 146786 | 18839 | 1255256 | 486718 | 500838 |
|  | Establishments with no employees.. | 1 | D 78 | $\bigcirc$ D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 210 |  | 7 068 |  | 210 | 16269 | 8432 | 8055 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 209 | 128626 | 12158 | 2846 | 418 | 26991 | 12604 | 12656 |
|  | employees. | 439 | 457170 | 48223 | 10994 | 1524 | 106743 | 42073 | 42993 |
|  | Establishments with 5 or 6 employees. | 322 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 274 | 630685 | 67585 | 15736 | 2160 | 143190 | 56170 | 58464 |
|  | Establishments with 10 to 14 employees. | 226 | 727236 | 88534 | 20163 | 2610 | 179076 | 69673 | 70968 |
|  | Establishments with 15 to 19 employees. | 114 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 181 | 1123030 | 179936 | 41646 | 5197 | 337726 | 126057 | 130881 |
|  | Establishments with 50 to 99 employees. | 33 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 7 | 153575 | 31591 | 7071 | 882 | 55330 | 32453 | 31160 |
|  | Establishments not operated for the entire year | 125 | 113972 | 14847 | 3688 | 496 | 28078 | 10691 | 16110 |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1763 | 9931630 | 574198 | 125587 | 15879 | 1114467 | 308136 | 322520 |
|  | Establishments operated for the entire year | 1530 | 9416874 | 553906 | 121310 | 15283 | 1075382 | 302702 | 308676 |
|  | Establishments with no employees. . Establishments with 1 employee. | 300 | 644551 | 14458 | 3188 | 300 | 30064 |  |  |
|  | Establishments with 2 employees... | 182 | 295911 | 16010 | 3447 | 364 | 31555 | 6622 | 4851 7 |
|  | Establishments with 3 or 4 employees. | 268 | 987094 | 35314 | 7844 | 916 | 73819 | 17796 | 18880 |
|  | Establishments with 5 or 6 employees. | 182 | 1470204 | 39701 | 8399 | 1000 | 76810 | 16440 | 17585 |
|  | Establishments with 7 to 9 employees. | 173 | 1769643 | 52852 | 11849 | 1370 | 101682 | 29955 | 30240 |
|  | Establishments with 10 to 14 employees | 166 | 792609 | 72812 | 15772 | 1931 | 144420 | 39592 | 40172 |
|  | Establishments with 15 to 19 | 166 |  |  |  |  |  |  |  |
|  | employees. Establishments with 20 to 49 | 63 | D | D | D | g | D | D | D |
|  | employees.................... | 146 | 2061505 | 151558 | 31985 | 4218 | 295145 | 92637 | 92478 |
|  | Establishments with 50 to 99 employees. | 39 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 11 | 276169 | 43353 | 10532 | 1500 | 73437 | 16045 | 16972 |
|  | Establishments not operated for the entire year. $\qquad$ | 233 | 514756 | 20292 | 4277 | 596 | 39085 | 5434 | 13844 |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |
|  | All establishment | 1552 | 6805404 | 731411 | 169645 | 16740 | 1355872 | 859508 | 882080 |

[^66]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1439 | 6697862 | 719153 | 166176 | 16340 | 1334136 | 846248 | 859321 |
|  | Establishments with no employees.. | 1 | 6 697 | 719 D | 16617 | 1634 | 1334 D | 846248 | 859 D |
|  | Establishments with 1 employee.... | 148 | D |  |  | c | D | D | D |
|  | Establishments with 2 employees... | 128 | 132515 | 10646 | 2214 | 256 | 21608 | 7711 | 8694 |
|  | Establishments with 3 or 4 employees. | 237 | 415448 | 33110 | 7473 | 832 | 63869 | 30238 | 31247 |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to $\ddot{9}$ | 201 | 489091 | 43743 | 9747 | 1092 | 83941 | 43115 | 44910 |
|  |  | 176 | 722294 | 57639 | 13101 | 1390 | 115484 | 65839 | 70795 |
|  | Establishments with 10 to 14 employees. | 211 | 1094996 | 102866 | 24708 | 2455 | 189939 | 120267 | 122348 |
|  | Establishments with 15 to 19 employees. | 130 | 920803 | 94688 | 22134 | 2171 | 179131 | 125847 | 129580 |
|  | Establishments with 20 to 49 <br> employees. <br> Establishments with 50 to 99 | 172 | 1858228 | 229233 | 53141 | 4899 | 395213 | 256024 | 258415 |
|  | employees................ | 26 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 9 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 113 | 107542 | 12258 | 3469 | 400 | 21736 | 13260 | 22759 |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4506 | 25110642 | 1703780 | 400019 | 44548 | 3116871 | 1563449 | 1664083 |
|  | Establishments operated for the entire year | 4125 | 24840717 | 1680256 | 395711 | 43926 | 3068654 | 1557225 | 1611595 |
|  |  | $\begin{array}{r} 1 \\ 597 \end{array}$ | 24840717 D D | $\begin{array}{r}1680{ }^{\text {D }} \text { ( } \\ \text { D } \\ \hline 101\end{array}$ |  | 43 ${ }^{\text {a }}$ | 306864 D D | 15 D D | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline 18\end{array}$ |
|  | Establishments with 2 employees... | 469 | 469606 | 31410 | 6580 | 938 | 64706 | 23147 | 23938 |
|  | Establishments with 3 or 4 employees. | 692 | 1018142 | 83268 | 18294 | 2381 | 167606 | 72889 | 74113 |
|  | Establishments with 5 or 6 employees. | 509 | 1258463 | 101884 | 22930 | 2773 | 204218 | 99239 | 104603 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.............. | 516 | 1733491 | 153943 | 36147 | 4103 | 296196 | 130325 | 143082 |
|  | employees. | 531 | 2759334 | 230172 | 51418 | 6224 | 434345 | 209385 | 221661 |
|  | Establishments with 15 to 19 employees. | 252 | 1401783 | 154879 | 35376 | 4219 | 286610 | 138129 | 144466 |
|  | Establishments with 20 to 49 employees. | 453 | D | D | D | j | D | D | D |
|  | Establishments with 50 to $99 . \ldots .$. | 453 | D | D |  | j |  |  |  |
|  | employees.................. | 80 | D | D | D | i | D | D | D |
|  | or more | 25 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 381 | 269925 | 23524 | 4308 | 622 | 48217 | 6224 | 52488 |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6808 | 16038492 | 1804565 | 419918 | 59878 | 3365041 | 1301673 | 1385236 |
|  | Establishments operated for the entire year | 6122 | 15569202 | 1769439 | 411750 | 58463 | 3291168 | 1286107 | 1326407 |
|  | Establishments with no employees.. | $\begin{array}{r}1 \\ 874 \\ \hline\end{array}$ | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ |  | D |  |  | D | D |
|  | Establishments with 2 employees.... | 782 | 528332 | 37325 | 8559 | 1564 | 84699 | 29287 | 29675 |
|  | Establishments with 3 or 4 employees. | 1261 | 1509461 | 108673 | 24328 | 4334 | 232252 | 92515 | 91692 |
|  | Establishments with 5 or 6 employees. | 824 | 1303310 | 115674 | 26445 | 4509 | 234562 | 85008 | 87044 |
|  | Establishments with 7 to 9 employees. | 731 | 1805174 | 162461 | 37330 | 5735 | 321269 | 132929 | 138219 |
|  | Establishments with 10 to 14 employees | 675 | 3017916 | 232716 | 54829 | 7870 | 437233 | 203048 | 202538 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  | 3017916 | 232716 |  |  | 437233 | 203048 | 202538 |
|  | employees................... | 316 | 1444053 | 162839 | 38117 | 5268 | 306513 | 118474 | 119853 |
|  | Establishments with 20 to 49 employees. | 507 | 2928144 | 482421 | 115727 | 14865 | 852790 | 336962 | 350069 |
|  | Establishments with 50 to 99 employees. | 113 | D | D | D | 1 | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 38 | 1212245 | 178894 | 42104 | 5748 | 321758 | 98544 | 104548 |
|  | Establishments not operated for the entire year. $\qquad$ | 686 | 469290 | 35126 | 8168 | 1415 | 73873 | 15566 | 58829 |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishmen | 6808 | 16038492 | 1804565 | 419918 | 59878 | 3365041 | 1301673 | 1385236 |

[^67]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421850 | Service establishment equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 6122 | 15569202 | 1769439 | 411750 | 58463 |  | 1286107 | 1326407 |
|  | Establishments with no employees. . | $\begin{array}{r}1 \\ \hline 874\end{array}$ | 15 | - D | - D | a | $\bigcirc$ D | 1286 | 1326 |
|  | Establishments with 1 employee.... | 874 | D | D |  |  | D |  | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 782 | 528332 | 37325 | 8559 | 1564 | 84699 | 29287 | 29675 |
|  | (employees................... | 1261 | 1509461 | 108673 | 24328 | 4334 | 232252 | 92515 | 91692 |
|  | Establishments with 5 or 6 employees. | 824 | 1303310 | 115674 | 26445 | 4509 | 234562 | 85008 | 87044 |
|  | Establishments with 7 to 9 employees. | 731 | 1805174 | 162461 | 37330 | 5735 | 321269 | 132929 | 138219 |
|  | Establishments with 10 to 14 employees. | 675 | 3017916 | 232716 | 54829 | 7870 | 437233 | 203048 | 202538 |
|  | Establishments with 15 to 19 employees. | 316 | 1444053 | 162839 | 38117 | 5268 | 306513 | 118474 | 119853 |
|  | Establishments with 20 to 49 employees. | 507 | 2928144 | 482421 | 115727 | 14865 | 852790 | 336962 | 350069 |
|  | Establishments with 50 to 99 employees. | 113 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 38 | 1212245 | 178894 | 42104 | 5748 | 321758 | 98544 | 104548 |
|  | Establishments not operated for the entire year. | 686 | 469290 | 35126 | 8168 | 1415 | 73873 | 15566 | 58829 |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1296 | 2416390 | 372536 | 87826 | 14071 | 699942 | 305220 | 335666 |
|  | Establishments operated for the entire year | 1187 | 2379146 | 368438 | 86611 | 13863 | 690313 | 304463 | 323310 |
|  | Establishments with no employees.. Establishments with 1 employee... | 131 | 55069 | 4337 | $97 \overline{6}$ | 131 | 10412 | 4626 | 4731 |
|  | Establishments with 2 employees... | 196 | 85662 | 7233 | 1662 | 392 | 17999 | 10556 | 10366 |
|  | Establishments with 3 or $4 . \ldots \ldots .$. | 308 | 243037 | 20400 | 4720 | 1027 | 49395 | 25918 | 26678 |
|  | Establishments with 5 or 6 employees. | 140 | 164375 | 14813 | 3434 | 769 | 32772 | 13172 | 13118 |
|  | Establishments with 7 to 9 employees. | 111 | 145012 | 17255 | 4147 | 868 | 34493 | 15300 | 15198 |
|  | Establishments with 10 to 14 employees. | 104 | 152212 | 25284 | 6016 | 1219 | 49442 | 23553 | 23263 |
|  | Establishments with 15 to 19 employees | 42 | 122944 | 18827 | 4248 | 685 | 34441 | 12446 | 12868 |
|  | Establishments with 20 to $49 \ldots \ldots$ | 42 | 122944 | 18827 |  |  | 34441 | 12446 | 12868 |
|  | employees. | 91 | 445252 | 79544 | 18917 | 2688 | 143885 | 66702 | 74830 |
|  | Establishments with 50 to 99 employees. | 44 | 514305 | 92082 | 21181 | 3058 | 154183 | 68103 | 72147 |
|  | Establishments with 100 employees or more $\qquad$ | 20 | 451278 | 88663 | 21310 | 3026 | 163291 | 64087 | 70111 |
|  | Establishments not operated for the entire year $\qquad$ | 109 | 37244 | 4098 | 1215 | 208 | 9629 | 757 | 12356 |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 2356 | 4430938 | 654149 | 153460 | 22107 | 1195973 | 387593 | 409881 |
|  | Establishments operated for the entire year | 2108 | 4280203 | 638974 | 149906 | 21471 | 1166129 | 380318 | 390216 |
|  | Establishments with no employees.. | 1 314 |  | D | D | a | - D | - ${ }^{\text {D }}$ | D |
|  | Establishments with 1 employee.... Establishments with 2 employees.. | 314 239 | 179567 | 11812 |  | - $\begin{array}{r}\text { e } \\ 478\end{array}$ | 26010 |  |  |
|  | Establishments with 2 employees... | 239 | 179567 |  | 2661 | 478 | 26010 |  | 5639 |
|  | employees. | 368 | 283234 | 29766 | 6755 | 1277 | 58877 | 16205 | 16567 |
|  | Establishments with 5 or 6 employees. | 284 | 343466 | 39147 | 9049 | 1555 | 77211 | 22970 | 23782 |
|  | Establishments with 7 to 9 employees. | 257 | 468453 | 57254 | 13271 | 2027 | 110741 | 38780 | 40349 |
|  | Establishments with 10 to 14 employees. | 248 | 555939 | 81263 | 19069 | 2893 | 148413 | 56473 | 56506 |
|  | Establishments with 15 to 19 employees. | 136 | 486402 | 69259 | 16226 | 2285 | 128664 | 42642 | 43944 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 209 | 1051375 | 195889 | 46925 | 6140 | 341737 | 111953 | 114124 |
|  | employees..................... | 40 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 12 | 360708 | 50657 | 11900 | 1776 | 96333 | 27448 | 27578 |
|  | Establishments not operated for the entire year. | 248 | 150735 | 15175 | 3554 | 636 | 29844 | 7275 | 19665 |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 699 | 4123097 | 240347 | 56352 | 6526 | 457056 | 165141 | 175557 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 631 | 3941772 | 235360 | 55353 | 6354 | 444192 | 163374 | 168185 |
|  | Establishments with no employees. . | - |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... | 82 60 | 60418 116645 | 2487 3374 | 549 897 | 82 120 | 6100 8358 | 2104 2483 | 2060 2689 |
|  | Establishments with 3 or 4 employees. | 112 | 400033 | 11058 | 2430 | 384 | 25219 | 10094 | 9450 |
|  | Establishments with 5 or 6 employees. | 83 | 283393 | 13205 | 3135 | 451 | 26057 | 9034 | 9255 |
|  | Establishments with 7 to 9 employees. | 81 | 336521 | 20615 | 4347 | 633 | 41269 | 15358 | 16308 |
|  | Establishments with 10 to 14 employees. | 95 | 1506715 | 42033 | 10364 | 1119 | 78052 | 33748 | 33691 |
|  | Establishments with 15 to 19 employees. | 39 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 71 | 537140 | 80723 | 20162 | 2175 | 143700 | 55694 | 57624 |
|  | Establishments with 50 to 99 employees. | 7 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 68 | 181325 | 4987 | 999 | 172 | 12864 | 1767 | 7372 |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2457 | 5068067 | 537533 | 122280 | 17174 | 1012070 | 443719 | 464132 |
|  | Establishments operated for the entire year | 2196 | 4968081 | 526667 | 119880 | 16775 | 990534 | 437952 | 444696 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... |  | $13200 \overline{9}$ | $12019$ | 2571 | 347 | $2686 \overline{-}$ | $10030$ | $9919$ |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 287 | 146458 | 14906 | 3339 | 574 | 32332 | 10752 | 10981 |
|  | employees.................... | 473 | 583157 | 47449 | 10423 | 1646 | 98761 | 40298 | 38997 |
|  | Establishments with 5 or 6 employees. | 317 | 512076 | 48509 | 10827 | 1734 | 98522 | 39832 | 40889 |
|  | Establishments with 7 to 9 employees. | 282 | 855188 | 67337 | 15565 | 2207 | 134766 | 63491 | 66364 |
|  | Establishments with 10 to 14 employees. | 228 | 803050 | 84136 | 19380 | 2639 | 161326 | 89274 | 89078 |
|  | Establishments with 15 to 19 employees. | - 99 | D | D | D | 2639 $g$ | D | D | D |
|  | Establishments with 20 to 49 employees. | 136 | 894377 | 126265 | 29723 | 3862 | 223468 | 102613 | 103491 |
|  | Establishments with 50 to 99 employees. | 22 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 5 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 261 | 99986 | 10866 | 2400 | 399 | 21536 | 5767 | 19436 |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Establishments operated for the entire year | 3519 | 23190936 | 1690162 | 384847 | 39874 | 3427275 | 3335551 | 3759211 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | 5 646 | 4994 700339 | $\begin{array}{r} 100 \\ 33968 \end{array}$ | 7348 | - ${ }_{6}{ }^{-}$ | 318 73398 | [ 408111 | $43276$ |
|  | Establishments with 2 employees... | 483 | 1094524 | 39361 | 8588 | 966 | 85733 | 48540 | 45444 |
|  | Establishments with 3 or 4 employees. | 715 | 1884370 | 99721 | 20990 | 2422 | 207358 | 123111 | 123958 |
|  | Establishments with 5 or 6 employees. | 386 | 1370586 | 87913 | 18958 | 2103 | 189775 | 128008 | 143246 |
|  | Establishments with 7 to 9 employees | 343 | 1598975 | 111913 | 23880 | 2685 | 230942 | 156874 | 160609 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 330 | 2641506 | 166261 | 35567 | 3896 | 326788 | 237544 | 285277 |
|  | employees. | 175 | 1350825 | 135729 | 30827 | 2914 | 266226 | 227820 | 257945 |
|  | Establishments with 20 to 49 employees. | 310 | 5117730 | 396996 | 94588 | 9393 | 763773 | 717354 | 816524 |
|  | Establishments with 50 to 99 employees. | 84 | 2250493 | 225616 | 50490 | 5815 | 458965 | 403786 | 461124 |
|  | Establishments with 100 employees or more $\qquad$ | 42 | 5176594 | 392584 | 93611 | 9034 | 823999 | 1252395 | 1421800 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 484 | 491377 | 33423 | 7808 | 1031 | 69038 | 28094 | 88913 |

[^68]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^69]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 623 | 2458897 | 216269 | 49040 | 5925 | 394184 | 235609 | 287870 |
|  | Establishments operated for the entire year | 555 | 2400428 | 211754 | 48206 | 5818 | 384769 | 235319 | 275565 |
|  | Establishments with no employees.. |  |  |  |  | - |  |  |  |
|  | Establishments with 1 employee.... | 111 | 172441 | 5879 | 1355 | 111 | 12826 | 7252 | 8278 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 77 | 163611 | 7201 | 1809 | 154 | 13438 | 3932 | 4520 |
|  | Establishments with 3 or 4 <br> employees. <br> Establishments with 5 or 6 | 115 | 246693 | 15151 | 3299 | 381 | 30949 | 13306 | 13917 |
|  | employees.................... | 58 | 132394 | 9832 | 2345 | 316 | 20419 | 14170 | 15038 |
|  | Establishments with 7 to 9 employees. | 41 | 130513 | 10306 | 2071 | 319 | 20967 | 13955 | 15059 |
|  | Establishments with 10 to 14 employees. | 54 | 197623 | 22188 | 5097 | 646 | 38797 | 14613 | 15624 |
|  | Establishments with 15 to 19 employees. | 29 | 194922 | 18239 | 3914 | 487 | 33418 | 21640 | 23007 |
|  | Establishments with 20 to 49 employees. | 51 | 648043 | 59464 | 13677 | 1539 | 100954 | 65397 | 83215 |
|  | Establishments with 50 to 99 employees. | 13 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 6 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 68 | 58469 | 4515 | 834 | 107 | 9415 | 290 | 12305 |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 37783 | 185455758 | 11070270 | 2568951 | 351839 | 26719259 | 16783297 | 17787453 |
|  | Establishments operated for the entire year | 32187 | 179761626 | 10715207 | 2476839 | 338007 | 25871420 | 16486468 | 16886973 |
|  | Establishments with no employees.. | 17 | 4351 515171 | 454 |  | 7178 | 1007 6884 | 233 | 168 |
|  | Establishments with 1 employee.... | 7178 | 5515171 | 257589 | 56208 | 7178 | 658474 | 526693 | 540100 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 4715 | 5833761 | 271254 | 60207 | 9430 | 680336 | 502991 | 511928 |
|  | employees.................. | 5899 | 11258631 | 568948 | 128620 | 20235 | 1408889 | 963380 | 996978 |
|  | Establishments with 5 or 6 employees. | 3522 | 10301866 | 562206 | 126968 | 19119 | 1346473 | 846240 | 889199 |
|  | Establishments with 7 to 9 employees. | 2970 | 12362823 | 684167 | 153312 | 23398 | 1587318 | 1047002 | 1031059 |
|  | Establishments with 10 to 14 employees. | 2711 | 15432545 | 967747 | 214324 | 31640 | 2163366 | 1253222 | 1279844 |
|  | Establishments with 15 to 19 employees. | 1462 | 10474951 | 740364 | 168683 | 24527 | 1656741 | 1054530 | 1112203 |
|  | Establishments with 20 to 49 employees. | 2622 | 33995433 | 2436930 | 565576 | 78120 | 5725445 | 3212573 | 3326693 |
|  | Establishments with 50 to 99 employees. | 715 | 23807514 | 1560019 | 360742 | 48596 | 3542653 | 2486977 | 2515805 |
|  | Establishments with 100 employees or more $\qquad$ | 376 | 50774580 | 2665529 | 642196 | 75764 | 7100718 | 4592627 | 4682996 |
|  | Establishments not operated for the entire year. $\qquad$ | 5596 | 5694132 | 355063 | 92112 | 13832 | 847839 | 296829 | 900480 |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6080 | 28233685 | 1897111 | 436625 | 59861 | 4443020 | 3259908 | 3445812 |
|  | Establishments operated for the entire year | 5320 | 27372825 | 1841520 | 421696 | 57716 | 4317475 | 3191365 | 3268049 |
|  | Establishments with no employees.. |  | D | D | D | a | D | D | 3268049 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 1115 689 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | D | g g | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 689 | D | D | D |  | D | D | D |
|  | employees. <br> Establishments with 5 or 6 | 911 | 1942581 | 94748 | 20616 | 3151 | 233479 | 109328 | 113532 |
|  | Establoyments with ${ }^{\text {em or } 6} \ldots \ldots \ldots .$. | 606 | 1812554 | 98952 | 21940 | 3283 | 232892 | 145282 | 149029 |
|  | Establishments with 7 to 9 employees. | 570 | 2171426 | 139825 | 31454 | 4518 | 308343 | 192651 | 188136 |
|  | Establishments with 10 to 14 employees. | 514 | 2681153 | 190167 | 41537 | 5999 | 415072 | 302052 | 307442 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 20 to 49 | 268 | 1858565 | 136496 | 30895 | 4452 | 297978 | 220810 | 232394 |
|  | employees.................... | 460 | 5099074 | 405043 | 91201 | 13403 | 969936 | 874066 | 871669 |
|  | Establishments with 50 to 99 employees. | 118 | 2703563 | 220351 | 50098 | 7865 | 558562 | 480707 | 512454 |
|  | Establishments with 100 employees or more $\qquad$ | 67 | 6943095 | 470576 | 116095 | 12552 | 1087306 | 770861 | 795739 |
|  | Establishments not operated for the entire year | 760 | 860860 | 55591 | 14929 | $2145$ | 125545 | 68543 | 177763 |

[^70]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& Firstquarter payroll \((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12 (number)
\end{tabular} \& Operating expenses \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goods-Con. \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{16}{*}{421910} \& Sporting \& recreational goods \& supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 6080 \& 28233685 \& 1897111 \& 436625 \& 59861 \& 4443020 \& 3259908 \& 3445812 \\
\hline \& Establishments operated for the entire year \& \& 27372825 \& 1841520 \& 421696 \& 57716 \& 4317475 \& 3191365 \& 3268049 \\
\hline \& Year .i.................. \&  \& 27372825
D \& 18415 \& 421696 \& 57 \(\begin{array}{r}\text { a } \\ \\ \end{array}\) \& 4317475 \& 3191365

D \& 3268049 <br>
\hline \& Establishments with 1 employee....
Establishments with 2 employees.. \& 1115
689 \& \& D \& D \& g
g \& D \& D \& D <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 employees. \& 689
911 \& 1942581 \& D
94748 \& 20616 \& g
3151 \& 233 479 \& 109328 \& 113532 <br>
\hline \& Establishments with 5 or $6 \times \ldots \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees............. \& 606 \& 1812554 \& 98952 \& 21940 \& 3283 \& 232892 \& 145282 \& 149029 <br>
\hline \& employees. \& 570 \& 2171426 \& 139825 \& 31454 \& 4518 \& 308343 \& 192651 \& 188136 <br>
\hline \& Establishments with 10 to 14 employees. \& 514 \& 2681153 \& 190167 \& 41537 \& 5999 \& 415072 \& 302052 \& 307442 <br>
\hline \& Establishments with 15 to 19 employees. \& 268 \& 1858565 \& 136496 \& 30895 \& 4452 \& 297978 \& 220810 \& 232394 <br>
\hline \& Establishments with 20 to 49 \& \& \& \& \& \& \& \& <br>
\hline \& employees............... \& 460 \& 5099074 \& 405043 \& 91201 \& 13403 \& 969936 \& 874066 \& 871669 <br>
\hline \& employees. \& 118 \& 2703563 \& 220351 \& 50098 \& 7865 \& 558562 \& 480707 \& 512454 <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 67 \& 6943095 \& 470576 \& 116095 \& 12552 \& 1087306 \& 770861 \& 795739 <br>
\hline \& Establishments not operated for the entire year \& 760 \& 860860 \& 55591 \& 14929 \& 2145 \& 125545 \& 68543 \& 177763 <br>
\hline \multirow[t]{17}{*}{42192} \& Toy \& hobby goods \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 3229 \& 20166025 \& 1229055 \& 281210 \& 36337 \& 3986369 \& 2244711 \& 2378047 <br>
\hline \& Establishments operated for the entire year $\qquad$ \& 2777 \& 19697014 \& 1200326 \& 274582 \& 35262 \& 3892370 \& 2222986 \& 2279597 <br>
\hline \& Establishments with no employees.. \& 2 3 \& 1956 \& 120032 \& - \& 35 \& - 69 \& 73 \& - <br>
\hline \& Establishments with 1 employee.... \& 576 \& D \& \& D \& f \& D \& D \& D <br>
\hline \& Establishments with 2 employees... \& 397 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Establishments with 3 or 4 employees. \& 544 \& 932610 \& 52617 \& 12481 \& 1852 \& 135792 \& 76992 \& 77802 <br>
\hline \& Establishments with 5 or 6 employees. \& 342 \& 1236866 \& 58169 \& 12205 \& 1843 \& 163040 \& 81502 \& 85292 <br>
\hline \& Establishments with 7 to $9 \times \ldots \ldots$ \& 342 \& 1236866 \& 58169 \& 12205 \& 1843 \& 163040 \& 81502 \& 85292 <br>
\hline \& employees.................. \& 235 \& 1235956 \& 57342 \& 11743 \& 1843 \& 152076 \& 86063 \& 88904 <br>
\hline \& employees. . . . . . . . . . . . . . . \& 241 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with 15 to 19 \& 109 \& 634309 \& 49853 \& 11670 \& 1830 \& 128129 \& 86561 \& 93115 <br>
\hline \& Establishments with 20 to $49 \ldots \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees................ \& 217 \& 2764380 \& 227795 \& 52658 \& 6561 \& 628198 \& 356118 \& 396685 <br>
\hline \& employees.................... \& 67 \& 2552586 \& 166648 \& 36347 \& 4783 \& 427526 \& 385936 \& 384954 <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 46 \& 7693868 \& 447467 \& 106008 \& 12369 \& 1881348 \& 925244 \& 924621 <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 452 \& 469011 \& 28729 \& 6628 \& 1075 \& 93999 \& 21725 \& 98450 <br>
\hline \multirow[t]{17}{*}{421920} \& Toy \& hobby goods \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ....... \& 3229 \& 20166025 \& 1229055 \& 281210 \& 36337 \& 3986369 \& 2244711 \& 2378047 <br>
\hline \& Establishments operated for the entire year \& 2777 \& 19697014 \& 1200326 \& 274582 \& 35262 \& 3892370 \& 2222986 \& 2279597 <br>
\hline \& Establishments with no employees. . \& 3
576 \& 456 \& + 12 \& - \& - \& $\bigcirc 69$ \& 73
D \& - <br>
\hline \& Establishments with 1 employee....

Establishments with 2 employees... \& $$
\begin{aligned}
& 576 \\
& 397
\end{aligned}
$$ \& \& \& D \& ${ }_{\text {f }}$ \& D \& D \& D <br>

\hline \& Establishments with 3 employees... \& 397 \& \& \& \& \& \& D \& <br>
\hline \& employees..................... \& 544 \& 932610 \& 52617 \& 12481 \& 1852 \& 135792 \& 76992 \& 77802 <br>
\hline \& Establishments with 5 or 6 employees. \& 342 \& 1236866 \& 58169 \& 12205 \& 1843 \& 163040 \& 81502 \& 85292 <br>
\hline \& Establishments with 7 to 9 . ${ }^{\text {a }}$ \& \& 1236 \& \& \& \& \& \& <br>
\hline \& employees................... \& 235 \& 1235956 \& 57342 \& 11743 \& 1843 \& 152076 \& 86063 \& 88904 <br>
\hline \& Establishments with 10 to 14 employees. \& 241 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with 15 to 19 employees. \& 109 \& 634309 \& 49853 \& 11670 \& 1830 \& 128129 \& 86561 \& 93115 <br>
\hline \& Establishments with 20 to $49 \ldots \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees. $\qquad$ Establishments with 50 to 99 \& 217 \& 2764380 \& 227795 \& 52658 \& 6561 \& 628198 \& 356118 \& 396685 <br>
\hline \& Establishments with 50 to 99 employees. \& 67 \& 2552586 \& 166648 \& 36347 \& 4783 \& 427526 \& 385936 \& 384954 <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 46 \& 7693868 \& 447467 \& 106008 \& 12369 \& 1881348 \& 925244 \& 924621 <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 452 \& 469011 \& 28729 \& 6628 \& 1075 \& 93999 \& 21725 \& 98450 <br>
\hline \multirow[t]{2}{*}{42193} \& Recyclable material whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 9088 \& 38748659 \& 3229092 \& 753824 \& 114992 \& 7356493 \& 1995204 \& 2099709 <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42193 | Recyclable material whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year $\qquad$ | 7990 | 37708196 | 3124775 | 724772 | 110766 | 7127862 | 1960309 | 1995078 |
|  | Establishments with no employees.. | -1 1 | D 581 | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 1108 | 581954 | 38484 | 8297 | 1108 | 94325 | 19062 | 18978 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 879 | 918676 | 46768 | 10315 | 1758 | 114985 | 36295 | 32627 |
|  | employees. <br> Establishments with 5 or 6 | 1246 | 2194161 | 118679 | 26302 | 4291 | 292551 | 52683 | 52757 |
|  | employees.................. | 844 | 2245429 | 121690 | 27558 | 4611 | 277572 | 54698 | 60782 |
|  | Establishments with 7 to 9 employees. <br> Establishments with 10 to 14 | 841 | 3120104 | 169051 | 38456 | 6640 | 401850 | 101311 | 97513 |
|  | employees. | 946 | D | D | D | j | D | D | D |
|  | Establishments with 15 to 19 employees. | 578 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 1135 | D | D | D | k | D | D | D |
|  | Establishments with 50 to 99 employees. | 312 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 100 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 1098 | 1040463 | 104317 | 29052 | 4226 | 228631 | 34895 | 104631 |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 9088 | 38748659 | 3229092 | 753824 | 114992 | 7356493 | 1995204 | 2099709 |
|  | Establishments operated for the entire year | 7990 | 37708196 | 3124775 | 724772 | 110766 | 7127862 | 1960309 | 1995078 |
|  | Establishments with no employees.. Establishments with 1 employee... | $\begin{array}{r} 1 \\ 1 \quad 108 \end{array}$ | $\begin{array}{r} \text { D } \\ 581954 \end{array}$ | $\begin{array}{rr}  & D \\ & \\ 38 & 484 \end{array}$ | D 8297 | 1 108 | $\begin{array}{r} \text { D } \\ 94325 \end{array}$ | D 19062 | 18 ¢ ${ }^{\text {D }}$ |
|  | Establishments with 2 employees... | 879 | 918676 | 46768 | 10315 | 1758 | 114985 | 36295 | 32627 |
|  | Establishments with 3 or $4 \ldots \ldots \ldots$. | 1246 | 2194161 | 118679 | 26302 | 4291 | 292551 | 52683 | 52757 |
|  | Establishments with 5 or 6 employees. | 844 | 2245429 | 121690 | 27558 | 4611 | 277572 | 54698 | 60782 |
|  | Establishments with 7 to 9 employees. | 841 | 3120104 | 169051 | 38456 | 6640 | 401850 | 101311 | 97513 |
|  | Establishments with 10 to 14 employees. | 946 | D | D | D | j | D | D | D |
|  | Establishments with 15 to 19 employees. | 578 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 1135 | D | D | D | k | D | D | D |
|  | Establishments with 50 to 99 employees. | 312 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 100 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 1098 | 1040463 | 104317 | 29052 | 4226 | 228631 | 34895 | 104631 |
| 4219301 | Iron \& steel scrap processors \& dealers |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 3480 | 18205778 | 1296382 | 312027 | 43789 | 3264863 | 1010200 | 1055403 |
|  | Establishments operated for the entire year | 3071 | 17694451 | 1247165 | 296998 | 41775 | 3152299 | 983945 | 981831 |
|  | Establishments with no employees.. Establishments with 1 employee... | 435 | $18377 \overline{7}$ | 13929 | 3026 | 435 | 37575 | $909{ }^{-}$ | $9205$ |
|  | Establishments with 2 employees... | 435 304 | 183777 454220 | 13929 15072 | 3026 3649 | 435 608 | 37575 38797 | 9099 13270 | 9205 14205 |
|  | Establishments with 3 or 4 employees. | 506 | 1119130 | 44940 | 10732 | 1763 | 126034 | 27222 | 27258 |
|  | Establishments with 5 or 6 employees. | 327 | 1125941 | 45815 | 11321 | 1786 | 112003 | 23615 | 24226 |
|  | Establishments with 7 to 9 employees. | 332 | D | D | D | h | D | D | D |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 15 to 19 | 347 | D | D | D | h | D | D | D |
|  | employees. | 227 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 443 | 5144904 | 400848 | 97870 | 13314 | 1022866 | 337619 | 344520 |
|  | Establishments with 50 to 99 employees. | 117 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 33 | 2424364 | 184770 | 44087 | 5428 | 512363 | 159096 | 145541 |
|  | Establishments not operated for the entire year | 409 | 511327 | 49217 | 15029 | 2014 | 112564 | 26255 | 73572 |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |
|  | All establishments | 2308 | 12550221 | 1100834 | 258643 | 36303 | 811604 | 88299 | 89992 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42193011 | Iron \& steel scrap processors (using power processing equipment)-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2056 | 12229840 | 1067410 | 250003 | 34934 | 2731174 | 858110 | 853008 |
|  | Establishments with no employees.. |  |  | 7458 | $1515$ | 216 |  | 6297 | - 284 |
|  | Establishments with 1 employee.... | 152 | 85941 | 7 6 939 | 1545 | 304 | 19203 | 6297 386 | 6284 4538 |
|  | Establishments with 3 or 4 employees. <br> Establishments with 5 or 6 | 287 | 508373 | 26866 | 5968 | 1011 | 80330 | 18484 | 18183 |
|  | employees................... | 201 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 228 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 266 | 840114 | 83416 | 18751 | 3157 | 212528 | 56586 | 59654 |
|  | Establishments with 15 to 19 employees. | 189 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 375 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. |  | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more | 33 | 2424364 | 184770 | 44087 | 5428 | 512363 | 159096 | 145541 |
|  | Establishments not operated for the entire year $\qquad$ | 252 | 320381 | 33424 | 8640 | 1369 | 80430 | 24888 | 46917 |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |
|  | All establishments . | 1172 | 5655557 | 195548 | 53384 | 7486 | 453259 | 127202 | 155478 |
|  | Establishments operated for the entire year | 1015 | 5464611 | 179755 | 46995 | 6841 | 421125 | 125835 | 128823 |
|  | Establishments with no employees.. |  | $8969 \overline{6}$ | $647 \overline{1}$ | $151 \overline{1}$ |  | $1680{ }^{-}$ |  |  |
|  | Establishments with 2 employees.... | 152 | 368279 | 8133 | 2104 | 304 | 19594 | 2802 9434 | 2921 9667 |
|  | Establishments with 3 or 4 employees. | 219 | 610757 | 18074 | 4764 | 752 | 45704 | 8738 | 9075 |
|  | Establishments with 5 or 6 employees. | 126 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 104 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 |  | D |  |  |  |  |  |  |
|  | employees. Establishments with 15 to 19 | 81 | D | D | D | f | D | D | D |
|  | employees................ | 38 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 68 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 8 | 119692 | 16044 | 3856 | 523 | 33767 | 9281 | 7793 |
|  | Establishments with 100 employees or more $\qquad$ | 8 | 110602 | 16 |  | - | - | - | - |
|  | Establishments not operated for the entire year | 157 | 190946 | 15793 | 6389 | 645 | 32134 | 1367 | 26655 |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1588 | 5592266 | 587535 | 135538 | 20596 | 1275184 | 121261 | 133560 |
|  | Establishments operated for the entire year | 1398 | 5474725 | 571710 | 130732 | 19824 | 1240396 | 119718 | 127759 |
|  | Establishments with no employees. <br> Establishments with 1 employee.... | ${ }_{164}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | - | - | - | D |
|  | Establishments with 2 employees... | 136 | 88357 | 6921 | 1479 | 272 | 15331 | 1278 | 1432 |
|  | Establishments with 3 or 4 employees. | 201 | 316613 | 22155 | 4760 | 703 | 49023 | 4111 | 4495 |
|  | Establishments with 5 or 6 employees. | 142 | 256369 | 21563 | 4946 | 784 | 48274 | 4588 | 4927 |
|  | Establishments with 7 to 9 employees. | 145 | $\mathrm{D}$ | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 181 | 664999 | 67337 | 13900 | 2097 | 145446 | 12668 | 15020 |
|  | Establishments with 15 to 19 employees. | 128 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 226 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees | 66 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 66 9 | 306225 | 38887 | 9358 | 1345 | 82066 | 9629 | 9925 |
|  | Establishments not operated for the entire year $\qquad$ | 190 | 117541 | 15825 | 4806 | 772 | 34788 | 1543 | 5801 |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4020 | 14950615 | 1345175 | 306259 | 50607 | 2816446 | 863743 | 910746 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219303 | Other recyclable material whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 3521 | 14539020 | 1305900 | 297042 | 49167 | 2735167 | 856646 | 885488 |
|  | Establishments with no employees. | 1 509 4 | + | D | D | a | - D | D ${ }^{\text {D }}$ | D |
|  | Estabilishments with 1 employee.... | 509 439 | 376099 | 24775 | 5187 | 878 | 60857 | 21747 | 16990 |
|  | Establishments with 3 or 4 employees. | 539 | 758418 | 51584 | 10810 | 1825 | 117494 | 21350 | 21004 |
|  | Establishments with 5 or 6 employees. | 375 | 863119 | 54312 | 11291 | 2041 | 117295 | 26495 | 31629 |
|  | Establishments with 7 to 9 employees. | 364 | 1047535 | 75371 | 16586 | 2866 | 172924 | 59236 | 56874 |
|  | Establishments with 10 to 14 employees. | 418 | 1738831 | 133930 | 30122 | 4902 | 283859 | 74005 | 78026 |
|  | Establishments with 15 to 19 employees. <br> Establishments with 20 to $49^{\circ}$........ | 223 | 948879 | 98812 | 22149 | 3747 | 197439 | 55741 | 62640 |
|  | employees................... | 466 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 129 | 2436338 | 243294 | 57109 | 8751 | 495893 | 151557 | 156261 |
|  | Establishments with 100 employees or more $\qquad$ | 58 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 499 | 411595 | 39275 | 9217 | 1440 | 81279 | 7097 | 25258 |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Establishments operated for the entire year |  | 31443624 |  |  | 48341 | 3901025 | 5125924 | 5162894 |
|  | Establishments with no employees. . <br> Establishments with 1 employee.. | $\begin{array}{r} 2 \\ 1834 \end{array}$ | $\begin{array}{r} \text { D } \\ 1865910 \end{array}$ | $\begin{array}{rl}  & D \\ 69 & 072 \end{array}$ | $\begin{array}{r} \text { D } \\ 15 \quad 271 \end{array}$ | a 1834 | $\begin{array}{r} \text { D } \\ 182193 \end{array}$ | D 324730 | D 335049 |
|  | Establishments with 2 employees.... | 1239 | 1756174 | 74313 | 17568 | 2478 | 186030 | 296312 | 303211 |
|  | Establishments with 3 or 4 employees. | 1392 | 3233917 | 140412 | 32395 | 4765 | 345417 | 561104 | 581593 |
|  | Establishments with 5 or 6 employees. | 739 | 2449125 | 131924 | 30263 | 4018 | 313970 | 420750 | 440222 |
|  | Establishments with 7 to 9 employees. | 515 | 2765120 | 128658 | 29476 | 4022 | 293736 | 462109 | 449073 |
|  | Establishments with 10 to 14 employees. | 376 | 2558693 | 141723 | 30524 | 4346 | 308639 | 400895 | 406046 |
|  | Establishments with 15 to 19 employees. | 203 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 247 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 24 81 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 50 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 1011 | 954929 | 50414 | 10078 | 1479 | 122797 | 33568 | 312191 |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  |  |  | $31443624$ |  | $376635$ |  | 3901025 | 5125924 | 5162894 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r} 2 \\ 1834 \end{array}$ | $\begin{array}{r} \text { D } \\ 1865910 \end{array}$ | $\begin{array}{rl}  & D \\ 69 & 072 \end{array}$ | $\begin{array}{rrr}  & D \\ 15 & 271 \end{array}$ | a 1834 | $\begin{array}{r} \text { D } \\ 182193 \end{array}$ | D 324730 | D 335049 |
|  | Establishments with 2 employees... | 1239 | 1756174 | 74313 | 17568 | 2478 | 186030 | 296312 | 335 303211 |
|  | Establishments with 3 or 4 employees. | 1392 | 3233917 | 140412 | 32395 | 4765 | 345417 | 561104 | 581593 |
|  | Establishments with 5 or 6 employees. | 739 | 2449125 | 131924 | 30263 | 4018 | 313970 | 420750 | 440222 |
|  | Establishments with 7 to 9 employees. | 515 | 2765120 | 128658 | 29476 | 4022 | 293736 | 462109 | 449073 |
|  | Establishments with 10 to 14 employees. | 376 | 2558693 | 141723 | 30524 | 4346 | 308639 | 400895 | 406046 |
|  | Establishments with 15 to 19 employees. | 203 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees................... | 247 | D | D | D | i | D | D | D |
|  | employees. | 81 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 50 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 1011 | 954929 | 50414 | 10078 | 1479 | 122797 | 33568 | 312191 |

[^71]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7116 | 22519342 | 1579391 | 357866 | 46813 | 3757465 | 4412551 | 4749183 |
|  | Establishments operated for the entire year | 6180 | 21639660 | 1530862 | 348131 | 45384 | 3639428 | 4381504 | 4459056 |
|  | Establishments with no employees.. | ${ }^{6} 691$ | +1620 627 | D 62056 | $\begin{array}{r}\text { D } \\ 13 \\ \hline 159\end{array}$ | a 1691 | D 165405 171 | D 292302 | - ${ }^{\text {D }}$ |
|  | Establishments with 2 employees... | 1150 | 1522823 | 68156 | 16123 | 2300 | 171263 | 270258 | 376946 276 |
|  | Establishments with 3 or 4 employees. Establishments with 5 or 6 | 1271 | 2757810 | 128775 | 29711 | 4357 | 316035 | 521466 | 537959 |
|  | employees. | 681 | D | D | D | h | D | D | D |
|  | Establishments with 7 to 9 employees. | 486 | 1906244 | 118797 | 26960 | 3790 | 274221 | 379368 | 396507 |
|  | Establishments with 10 to 14 employees. | 351 | 2047497 | 132463 | 28464 | 4061 | 288159 | 347306 | 356101 |
|  | Establishments with 15 to 19 employees. | 195 | 1592193 | 109036 | 25148 | 3264 | 253499 | 411614 | 425695 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees.................... | 231 | 2439464 | 230642 | 53707 | 6906 | 546035 | 578004 | 633920 |
|  | employees............... | 74 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\square$ | 48 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 936 | 879682 | 48529 | 9735 | 1429 | 118037 | 31047 | 290127 |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 573 | 9879211 | 123379 | 28847 | 3007 | 266357 | 746941 | 725902 |
|  | Establishments operated for the entire year $\qquad$ | 498 | 9803964 | 121494 | 28504 | 2957 | 261597 | 744420 | 703838 |
|  | Establishments with no employees.. |  |  |  | 1512- |  |  |  |  |
|  | Establishments with 1 employee.... | 143 | 243237 | 7016 | 1512 | 143 | 16788 | 32428 | 34065 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 89 | 233351 | 6157 | 1445 | 178 | 14767 | 26054 | 26265 |
|  | employees. | 121 | 476107 | 11637 | 2684 | 408 | 29382 | 39638 | 43634 |
|  | Establishments with 5 or 6 | 58 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 10 to 14 | 29 | 858876 | 9861 | 2516 | 232 | 19515 | 82741 | 52566 |
|  | employees................ | 25 | 511196 | 9260 | 2060 | 285 | 20480 | 53589 | 49945 |
|  | Establishments with 15 to 19 employees. | 8 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 16 | D | D | D |  | D | D |  |
|  | Establishments with 50 to $99 . \ldots$ | 16 |  |  | D | e | D |  | D |
|  | employees.................. | 7 | 3404577 | 29962 | 7261 | 543 | 54505 | 322924 | 303104 |
|  | Establishments with 100 employees or more $\square$ | 2 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 75 | 75247 | 1885 | 343 | 50 | 4760 | 2521 | 22064 |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Establishments operated for the entire year | 9422 | 63539967 | 2896230 |  | 85922 | 6632688 | 3985884 | 4181355 |
|  | Establishments with no employees.. |  | 2664 | 320 | 3 | - | 678 678 | 111 | 78 |
|  | Establishments with 1 employee.... | 2545 | 1525595 | 83847 | 18266 | 2545 | 213580 | 94772 | 96723 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1511 | 1419972 | 82294 | 17947 | 3022 | 205112 | 86897 | 90420 |
|  | employees.................... | 1806 | 2955362 | 162492 | 36826 | 6176 | 401650 | 163273 | 171294 |
|  | Establishments with 5 or 6 employees. | 991 | 2557892 | 151471 | 35002 | 5364 | 358999 | 144008 | 153874 |
|  | Establishments with 7 to 9 employees. | 809 | 3070217 | 189291 | 42183 | 6375 | 431313 | 204868 | 207433 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 634 | 4673993 | 237094 | 53174 | 7403 | 501232 | 240131 | 243036 |
|  | Establishments with 15 to 19 employees. | 304 | 2664333 | 170488 | 38449 | 5142 | 374978 | 166329 | 174888 |
|  | Establishments with 20 to 49 employees. | 563 | 11904339 | 560587 | 129663 | 16503 | 1238857 | 644453 | 653838 |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  | 123885 | 644 |  |
|  | employees..................... | 137 | 7444171 | 353797 | 84275 | 9224 | 784148 | 544106 | 565406 |
|  | Establishments with 100 employees or more $\qquad$ | 113 | 25321429 | 904549 | 223366 | 24168 | 2122141 | 1696936 | 1824365 |
|  | Establishments not operated for the |  |  |  |  |  | 276867 | 138098 |  |
|  | entire year...... | 2275 | 2368869 | 116012 | 31425 | 4907 | 276867 | 138098 | 207445 |

[^72]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Establishments operated for the entire year | 9422 | 63539967 | 2896230 | 679154 | 85922 | 6632688 | 3985884 | 4181355 |
|  | Establishments with no employees.. | 9 | 2664 | 320 | 3 |  | 678 | 111 | 78 |
|  | Establishments with 1 employee.... | 2545 | 1525595 | 83847 | 18266 | 2545 | 213580 | 94772 | 96723 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1511 | 1419972 | 82294 | 17947 | 3022 | 205112 | 86897 | 90420 |
|  | employees................... | 1806 | 2955362 | 162492 | 36826 | 6176 | 401650 | 163273 | 171294 |
|  | Establishments with 5 or 6 employees. | 991 | 2557892 | 151471 | 35002 | 5364 | 358999 | 144008 | 153874 |
|  | Establishments with 7 to 9 employees. | 809 | 3070217 | 189291 | 42183 | 6375 | 431313 | 204868 | 207433 |
|  | Establishments with 10 to 14 | 634 | 4673993 | 237094 | 53174 | 7403 | 501232 | 240131 | 243036 |
|  | Establishments with 15 to 19 |  | 4673993 |  |  |  | 501232 | 240131 | 243036 |
|  | employees................ | 304 | 2664333 | 170488 | 38449 | 5142 | 374978 | 166329 | 174888 |
|  | Establishments with 20 to 49 employees. | 563 | 11904339 | 560587 | 129663 | 16503 | 1238857 | 644453 | 653838 |
|  | Establishments with 50 to 99 employees. | 137 | 7444171 | 353797 | 84275 | 9224 | 784148 | 544106 | 565406 |
|  | Establishments with 100 employees or more $\qquad$ | 113 | 25321429 | 904549 | 223366 | 24168 | 2122141 | 1696936 | 1824365 |
|  | Establishments not operated for the entire year | 2275 | 2368869 | 116012 | 31425 | 4907 | 276867 | 138098 | 207445 |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 512 | 2474693 | 180103 | 41714 | 4906 | 442398 | 337463 | 344022 |
|  | Establishments operated for the entire year | 429 | 2432045 | 177779 | 41333 | 4815 | 436400 | 336609 | 337484 |
|  | Establishments with no employees.. <br> Establishments with 1 employee. | 96 | $5152 \overline{-}$ | $278 \overline{9}$ | 636 | 96 | 6664 | 5234 | 5330 |
|  | Establishments with 2 employees... | 52 | 42024 | 2206 | 484 | 104 | 5993 | 4188 | 4378 |
|  | Establishments with 3 or 4 employees. | 86 | 95677 | 8119 | 1741 | 295 | 21395 | 12757 | 13725 |
|  | Establishments with 5 or 6 employees. | 38 | 81969 | 5980 | 1431 | 207 | 15378 | 8283 | 8515 |
|  | Establishments with 7 to 9 employees | 43 | 168443 | 10920 | 2594 | 341 | 29394 | 22758 | 24495 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.............. | 30 | 270607 | 12329 | 2522 | 358 | 28719 | 22779 | 25815 |
|  | employees. | 26 | 133414 | 13594 | 3183 | 445 | 34488 | 23924 | 22613 |
|  | Establishments with 20 to 49 employees. | 30 | 389034 | 32294 | 6935 | 910 | 71478 | 40606 | 39381 |
|  | Establishments with 50 to 99 employees. | 24 | 862960 | 61991 | 14472 | 1526 | 161940 | 148910 | 143748 |
|  | Establishments with 100 employees or more $\qquad$ | 4 | 336390 | 27557 | 7335 | 533 | 60951 | 47170 | 49484 |
|  | Establishments not operated for the entire year | 83 | 42648 | 2324 | 381 | 91 | 5998 | 854 | 6538 |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2032 | 11386630 | 406277 | 92740 | 11396 | 1012052 | 433470 | 465668 |
|  | Establishments operated for the entire year |  | 11103051 |  |  |  | 974301 |  | 445906 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r} 1 \\ 397 \end{array}$ | $\begin{array}{r} \text { D } \\ 362868 \end{array}$ | $\begin{array}{rr} D \\ 13618 \end{array}$ | $\begin{array}{rr} \text { D } \\ & 112 \end{array}$ | a 397 | $\begin{array}{r} \text { D } \\ 42 \quad 072 \end{array}$ | $\begin{aligned} & \text { D } \\ & 17 \\ & \end{aligned}$ | D 17990 |
|  | Establishments with 2 employees... | 262 | 430640 | 15465 | 3237 | 524 | 39762 | 17034 | 19285 |
|  | Establishments with 3 or 4 employees. | 342 | 909522 | 34729 | 7553 | 1165 | 102394 | 38461 | 38845 |
|  | Establishments with 5 or 6 employees. | 208 | 1057787 | 36761 | 8200 | 1127 | 102035 | 35787 | 41746 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.............. | 160 | 1072114 | 39881 | 8916 | 1268 | 108641 | 41145 | 47229 |
|  | Establishments with 10 to 14 employees. | 115 | 1467532 | 44998 | 10441 | 1336 | 104445 | 35656 | 37969 |
|  | Establishments with 15 to 19 employees. | 63 | $739972$ | 41266 | 8778 | 1053 |  | 34327 | 34569 |
|  | Establishments with 20 to 49 employees. | 84 | D | D |  |  |  |  | D |
|  | Establishments with 50 to $99 . . . .$. |  |  |  | D | g | D | D | D |
|  | employees.................... | 23 | 1904522 | 51871 | 12540 | 1363 | 114409 | 64187 | 66622 |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 376 | 283579 | 13892 | 3453 | 609 | 37751 | 1042 | 19762 |

[^73]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establish(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 <br> employees for pay period including (number) | Operating (\$1,000) | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 3382 | 21595797 | 525213 | 123862 | 18027 | 1051224 | 1043974 | 1048329 |
|  | Establishments operated for the entire year | 2657 | 20503804 | 476817 | 106569 | 15645 | 935455 | 917283 | 969495 |
|  | Establishments with no employees.. | 5 | 657 | 78 | - 3 | 15645 | 228 | 44 | 41 |
|  | Establishments with 1 employee.... | 922 | 470711 | 27196 | 5897 | 922 | 66588 | 36219 | 37248 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 523 | 369842 | 25191 | 5800 | 1046 | 57720 | 25811 | 26878 |
|  | employees. | 535 | 666995 | 42538 | 9627 | 1821 | 96503 | 48066 | 52005 |
|  | Establishments with 5 or 6 employees. | 232 | 451614 | 30924 | 7263 | 1259 | 67436 | 35691 | 37338 |
|  | Establishments with 7 to 9 employees. | 166 | 620498 | 37420 | 8252 | 1304 | 72878 | 42062 | 42347 |
|  | Establishments with 10 to 14 employees. | 111 | 835841 | 40553 | 8639 | 1310 | 78809 | 52237 | 50763 |
|  | Establishments with 15 to 19 employees. | 50 | 202592 | 24062 | 5420 | 853 | 45078 | 23649 | 26625 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees.............. | 74 | 2018829 | 68900 | 15731 | 2097 | 133653 | 69836 | 74650 |
|  | Estabishments with 50 to 99 | 19 | 2186438 | 54431 | 12760 | 1246 | 104443 | 113988 | 118705 |
|  | Establishments with 100 employees or more | 20 | 12679787 | 125524 | 27177 | 3787 | 212119 | 469680 | 502895 |
|  | Establishments not operated for the entire year. $\qquad$ | 725 | 1091993 | 48396 | 17293 | 2382 | 115769 | 126691 | 78834 |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2075 | 23424629 | 1176057 | 283668 | 34103 | 2803239 | 1706750 | 1847403 |
|  | Establishments operated for the entire |  |  | 1147706 |  |  |  |  | 1792154 |
|  | Establishments with no employees. . | + 2 | 22812 D | 147 | 277 | 3 | 273728 | 1702008 | 1792 |
|  | Establishments with 1 employee... | 348 | 189242 | 12245 | 2601 | 348 | 33092 | 10523 | 10770 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 205 | 198287 | 12328 | 2499 | 410 | 32462 | 13521 | 13293 |
|  | employees....................... | 297 | 622641 | 28932 | 7157 | 1018 | 76120 | 24814 | 25893 |
|  | Establishments with 5 or 6 employees. | 189 | 433077 | 32372 | 8155 | 1031 | 77504 | 29108 | 29464 |
|  | Establishments with 7 to 9 employees. | 164 | 632660 | 41052 | 9411 | 1293 | 94228 | 52639 | 46240 |
|  | Establishments with 10 to 14 employees. | 149 | D | D | D | g | D | D | D |
|  | Establishments with 15 to $19 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 68 | 1029628 | 38181 | 8934 | 1145 | 80651 | 40087 | 41246 |
|  | Establishments with 20 to 49 employees. | 194 | 5510720 | 208075 | 50271 | 5782 | 465838 | 245405 | 250711 |
|  | Establishments with 50 to 99 employees. | 44 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 73 | 10867810 | 606034 | 145945 | 17133 | 1489863 | 1086655 | 1164992 |
|  | Establishments not operated for the entire year. | 342 | 611639 | 28351 | 6544 | 1015 | 65957 | 4742 | 55249 |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1418 | 15602913 | 825788 | 196901 | 23540 | 1965640 | 1221711 | 1294830 |
|  | Establishments operated for the entire year | 1138 | 15357537 | 807121 | 193118 | 22944 | 1920444 |  | 1268626 |
|  | Establishments with no employees. . |  | D | D |  | a | D | D | D |
|  | Establishments with 1 employee.... | 242 152 | 144683 158348 | 8758 8137 | 1925 1666 | 242 304 | 24392 21942 | 7528 10981 | 7671 10317 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 152 |  |  |  | 304 |  |  |  |
|  | employees............ | 198 | 347340 | 19936 | 4626 | 676 | 52369 | 16055 | 16109 |
|  | Establoyees.................... | 107 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 107 | 402550 | 25841 | 5803 | 848 | 58626 | 21848 | 23516 |
|  | Establishments with 10 to 14 employees | 89 | D | D | D | g | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  | 9 |  |  |  |
|  | employees..................... | 39 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees | 120 | D | D | D | h | D | D | D |
|  | Establishments with 50 to $99 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees...................... | 29 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 54 | 7162219 | 459612 | 108896 | 12931 | 1106490 | 892388 | 936193 |
|  | Establishments not operated for the entire year. $\qquad$ | 280 | 245376 | 18667 | 3783 | 596 | 45196 | 4323 | 26204 |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 657 | 7821716 | 350269 | 86767 | 10563 | 837599 | 485039 | 552573 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^74]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 141303 | 1827671246 | 79688123 | 18830269 | 2323961 | 172409646 | 90460208 | 94597936 |
|  | Establishments with no employees.. | 1467 | 1 73653 | 2 2059 | 18 | 2323961 | 172409635 585 | 90460 235 | 94 392 |
|  | Establishments with 1 employee.... | 25267 | 30656242 | 1012183 | 221361 | 25267 | 2458117 | 1068759 | 1105419 |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 17090 | 35699185 | 1095137 | 246149 | 34180 | 2651152 | 1185767 | 1187773 |
|  | employees. | 23381 | 78774148 | 2576326 | 582539 | 80267 | 6108973 | 3148282 | 3261322 |
|  | Establishments with 5 or 6 employees. | 15266 | 84446905 | 2683110 | 603376 | 83185 | 6498839 | 3506645 | 3605840 |
|  | Establishments with 7 to 9 employees. | 14077 | 98407955 | 3618477 | 818509 | 110984 | 8351912 | 4916357 | 5019774 |
|  | employees. <br> Establishments with 15 to 19 | 13980 | 138998278 | 5348364 | 1222352 | 163738 | 12185236 | 6248967 | 6454900 |
|  | employees. | 7735 | 110793647 | 4268852 | 986661 | 129492 | 9415370 | 4602154 | 4783401 |
|  | Establishments with 20 to 49 employees. | 15551 | 357724919 | 15559217 | 3616214 | 468589 | 33995088 | 17404114 | 17888906 |
|  | Establishments with 50 to 99 employees. | 5153 | 253962488 | 11868313 | 2803165 | 353569 | 25623647 | 13985865 | 14668262 |
|  | Establishments with 100 employees or more | 3736 | 638133826 | 31656085 | 7729927 | 874690 | 65115477 | 34390963 | 36618947 |
|  | Establishments not operated for the entire year | 21538 | 52269156 | 1990285 | 496027 | 74335 | 5017694 | 1749169 | 3862340 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 15848 | 117062485 | 7730308 | 1845993 | 214350 | 14750773 | 5517381 | 5803877 |
|  | Establishments operated for the entire year $\qquad$ | 14405 | 114823786 | 7599843 | 1811653 | 209476 | 14424286 | 5454902 | 5662427 |
|  | Establishments with no employees.. | 14 8 | 2579 3000911 | 103 11556 | - 6457 | - 605 | 166 246464 | 31 4395 | - 20 |
|  | Establishments with 1 employee.... | 2605 1905 | 3000911 2654786 | 115563 135923 | 31871 | 2605 3810 | 246464 290412 | 43953 50249 | 43962 51968 |
|  | Establishments with 3 or 4 employees. | 2497 | 6006561 | 309072 | 71135 | 8583 | 637574 | 141648 | 147969 |
|  | Establishments with 5 or 6 employees. | 1564 | 6067542 | 301266 | 69179 | 8556 | 599061 | 134801 | 145666 |
|  | Establishments with 7 to 9 employees. | 1411 | 7624372 | 423737 | 98512 | 11092 | 807059 | 210094 | 219602 |
|  | Establishments with 10 to 14 employees. | 1380 | 10286370 | 620353 | 145716 | 16152 | 1195808 | 356575 | 363798 |
|  | Establishments with 15 to 19 | 776 | 7118503 | 510819 | 119425 | 13068 | 948991 | 299817 | 304597 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  | 510819 | 119425 | 13068 | 948991 | 299817 |  |
|  | employees. | 1508 | 24011099 | 1758862 | 415267 | 45123 | 3332209 | 1361320 | 1394736 |
|  | Establishments with 50 to 99 employees. | 495 | 17571386 | 1353090 | 324546 | 33798 | 2538180 | 1246577 | 1302925 |
|  | Establishments with 100 employees or more $\qquad$ | 256 | 30479677 | 2071055 | 509545 | 66689 | 3828362 | 1609837 | 1687184 |
|  | Establishments not operated for the entire year | 1443 | 2238699 | 130465 | 34340 | 4874 | 326487 | 62479 | 141450 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |
|  | Establishments operated for the entire year $\qquad$ | 2139 | 38027780 | 1538557 | 374954 | 32822 | 3017039 | 1481375 | 1489246 |
|  | Establishments with no employees.. | 1 | 38.027 | D | D | - | D | - ${ }^{1}$ | D |
|  | Establishments with 1 employee.... | 407 | 1420501 | 23393 | 5653 | 407 | 47556 | 8157 | 6906 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 268 | 739127 | 22316 | 5161 | 536 | 53198 | 10340 | 10435 |
|  | employees. | 393 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 212 | 2856545 | 47373 | 10799 | 1154 | 101928 | 26956 | 30626 |
|  | Establishments with 7 to 9 employees. | 159 | 2055467 | 54039 | 13217 | 1242 | 105781 | 34961 | 35810 |
|  | Establishments with $10 \ldots \ldots \ldots \ldots$ | 159 | 2055467 | 54039 | 13217 |  | 105781 | 34961 | 35810 |
|  | employees................... | 169 | 4233519 | 93800 | 23399 | 1981 | 187947 | 98623 | 102123 |
|  | employees. | 102 | 2746735 | 86077 | 19238 | 1729 | 174661 | 73075 | 69502 |
|  | Establishments with 20 to 49 employees. | 260 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 109 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 109 59 | 7251869 | 443487 | 110256 | 8964 | 899395 | 471057 | 483059 |
|  | Establishments not operated for the entire year . | 170 | 369707 | 8777 | 2163 | 313 | 20187 | 6936 | 13730 |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with no............ | 2139 1 407 | $\begin{array}{rrr} 38 & 027 & 780 \\ & D \end{array}$ | $\begin{array}{rr}1538557 \\ & \text { D }\end{array}$ | 374954 D D | 32822 $a$ 407 | 3017039 D | $\begin{array}{r} 1481375 \\ \text { D } \end{array}$ | $\begin{array}{r} 1489246 \\ \text { D } \end{array}$ |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 407 268 | $\begin{array}{r} 1420501 \\ 739127 \end{array}$ | $\begin{aligned} & 23393 \\ & 22316 \end{aligned}$ | $\begin{array}{ll} 5 & 653 \\ 5 & 161 \end{array}$ | 407 536 | $\begin{aligned} & 47556 \\ & 53198 \end{aligned}$ | $\begin{array}{r} 8157 \\ 10340 \end{array}$ | $\begin{array}{r} 6906 \\ 10435 \end{array}$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 employees. | 268 393 | 739127 <br> D | $22316$ |  | 536 g | $\begin{array}{r} 53198 \\ \text { D } \end{array}$ | $10340$ D | 10435 D |
|  | employees. <br> Establishments with 5 or 6 | 393 | D | D | D | g | D | D | D |
|  | employees. | 212 | 2856545 | 47373 | 10799 | 1154 | 101928 | 26956 | 30626 |
|  | Establishments with 7 to 9 employees. |  | 2055467 | 54039 | 13217 | 1242 | 105781 | 34961 | 35810 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 <br> for pay <br> period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42221 | Drugs, \& druggists' sundries whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 20 to 49 employees. | 789 | 21374137 | 871425 | 200545 | 23826 | 2047083 | 1482867 | 1557012 |
|  | Establishments with 50 to 99 employees. | 309 | 34524980 | 806331 | 191942 | 21742 | 2055747 | 3154722 | 3317860 |
|  | Establishments with 100 employees or more $\qquad$ | 381 | 120724824 | 5493520 | 1350730 | 109720 | 12900972 | 8101913 | 9053732 |
|  | Establishments not operated for the entire year | 1173 | 3300161 | 170306 | 45599 | 6317 | 384039 | 390020 | 370294 |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Establishments operated for the entire year $\qquad$ | 6880 | 199847610 | 8224558 | 1978524 | 183810 | 19465862 | 14050378 | 15337550 |
|  | Establishments with no employees.. | 3 | 1995 | 195 |  |  | 552 | 255 | 262 |
|  | Establishments with 1 employee.... | 1258 | 995344 | 50946 | 10536 | 1258 | 126730 | 52564 | 54746 |
|  | Establishments with 2 employees. . . Establishments with 3 or 4 | 810 | 1262159 | 58288 | 13218 | 1620 | 146695 | 65625 | 65922 |
|  | employees. Establishments with 5 or 6 | 1073 | 2946920 | 133261 | 29148 | 3687 | 327499 | 196393 | 214177 |
|  | employees. <br> Establishments with 7 to 9 | 670 | 3019727 | 134516 | 30369 | 3657 | 305704 | 157612 | 165011 |
|  | Establishments with 7 to 9 employees. | 605 | 3276782 | 171365 | 36733 | 4789 | 394003 | 223501 | 253339 |
|  | Establishments with 10 to 14 employees. | 586 | 3782601 | 252507 | 55940 | 6835 | 577426 | 292032 | 309351 |
|  | Establishments with 15 to 19 employees. | 396 | 7938141 | 252204 | 59363 | 6676 | 583451 | 322894 | 346138 |
|  | Establishments with 20 to 49 employees. | 789 | 21374137 | 871425 | 200545 | 23826 | 2047083 | 1482867 | 1557012 |
|  | Establishments with 50 to 99 employees. | 309 | 34524980 | 806331 | 191942 | 21742 | 2055747 | 3154722 | 3317860 |
|  | Establishments with 100 employees or more $\qquad$ | 381 | 120724824 | 5493520 | 1350730 | 109720 | 12900972 | 8101913 | 9053732 |
|  | Establishments not operated for the entire year $\qquad$ | 1173 | 3300161 | 170306 | 45599 | 6317 | 384039 | 390020 | 370294 |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 3283 | 79946995 | 2290715 | 546162 | 70977 | 5352458 | 9238904 | 9838713 |
|  | Establishments operated for the entire year $\qquad$ | 2930 | 78009986 | 2210767 | 517890 | 66881 | 5181380 | 8871523 | 9672143 |
|  | Establishments with no employees . Establishments with 1 employee. | $\begin{array}{r} 1 \\ 487 \end{array}$ | $\begin{gathered} \text { Do } \\ \text { D } \end{gathered}$ | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | D D D | 66 ${ }^{\text {a }}$ | ¢ D D D | 8871 |  |
|  | Establishments with 2 employees... | 352 | D | D | D | f | D | D | D |
|  | Establishments with 3 or 4 employees. | 476 | 1466192 | 50269 | 11461 | 1625 | 129070 | 121690 | 133753 |
|  | Establishments with 5 or 6 employees. | 268 | 859327 | 52513 | 11769 | 1468 | 117248 | 74642 | 76473 |
|  | Establishments with 7 to 9 employees. | 250 | 954162 | 69129 | 14097 | 1987 | 151544 | 86642 | 97834 |
|  | Establishments with 10 to 14 employees. | 270 | 1713583 | 115863 | 26165 | 3152 | 265097 | 175631 | 177753 |
|  | Establishments with 15 to 19 employees. | 159 | 1316741 | 94177 | 21649 | 2662 | 220122 | 132767 | 141248 |
|  | Establishments with 20 to 49 employees. | 345 | 8139992 | 340569 | 76372 | 10739 | 799933 | 849818 | 943438 |
|  | Establishments with 50 to 99 employees. | 166 | 22228248 | 365158 | 85819 | 11490 | 912957 | 2536356 | 2628429 |
|  | Establishments with 100 employees or more $\qquad$ | 156 | 40587960 | 1083132 | 261684 | 32567 | 2484027 | 4846581 | 5424328 |
|  | Establishments not operated for the entire year $\qquad$ | 353 | 1937009 | 79948 | 28272 | 4096 | 171078 | 367381 | 166570 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 4770 | 123200776 | 6104149 | 1477961 | 119150 | 14497443 | 5201494 | 5869131 |
|  | Establishments operated for the entire year $\qquad$ | 3950 | 121837624 | 6013791 | 1460634 | 116929 | 14284482 | 5178855 | 5665407 |
|  | Establishments with no employees. . Establishments with 1 employee... Establishments with 2 employees. | $\begin{array}{r} 2 \\ 771 \end{array}$ | $\begin{aligned} & 24 \\ & D \\ & D \end{aligned}$ | D | D |  |  |  |  |
|  |  | 458 |  | D | D | f | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 employees. | 597 | 1480728 | 82992 | 17687 | 2062 | 198429 | 74703 | 80424 |
|  | Establishments with 5 or 6 employees. | 402 | 2160400 | 82003 | 18600 | 2189 | 188456 | 82970 | 88538 |
|  | Establishments with 7 to 9 employees. |  |  |  |  |  |  |  |  |
|  |  | 355 | 2322620 | 102236 | 22636 | 2802 | 242459 | 136859 | 155505 |
|  | ```Establishments with 10 to 14 employees. Establishments with 15 to 19 employees. Establishments with 20 to 49 employees.``` | 316 | 2069018 | 136644 | 29775 | 3683 | 312329 | 116401 | 131598 |
|  |  | 237 | 6621400 | 158027 | 37714 | 4014 | 363329 | 190127 | 204890 |
|  |  | $444$ | $13234145$ | 530856 | 124173 | 13087 | $1247150$ | $633049$ | 613574 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees <br> for pay <br> period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ | 143 225 | 12296732 80136864 | 441173 4410388 | 106123 1089046 | 10252 77153 | 1142790 10416945 | 618366 3255332 | 689431 3629404 |
|  | Establishments not operated for the entire year | 820 | 1363152 | 90358 | 17327 | 2221 | 212961 | 22639 | 203724 |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 20707 | 124104420 | 7759577 | 1778842 | 207574 | 18455203 | 12335849 | 13581581 |
|  | Establishments operated for the entire year | 17174 | 119168227 | 7493643 | 1723880 | 200256 | 17819098 | 12145718 | 12885229 |
|  | Establishments with no employees.. |  | 4380 | 171 | ${ }^{16}$ |  | 412 | 253 | 278 |
|  | Establishments with 1 employee.... | 4125 2571 | 5252632 4891453 | $\begin{aligned} & 204744 \\ & 178450 \end{aligned}$ | $\begin{aligned} & 45161 \\ & 39956 \end{aligned}$ | 4125 5142 | 509159 455057 | 254512 218666 | 262359 22391 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 employees. | 2571 3035 | $\begin{aligned} & 4891453 \\ & 7463540 \end{aligned}$ | $\begin{aligned} & 178450 \\ & 352 \quad 136 \end{aligned}$ | $\begin{aligned} & 39956 \\ & 79 \quad 178 \end{aligned}$ | 5142 10336 | 455057 859149 | 218666 431721 | 223991 461251 |
|  | Establishments with 5 or 6 employees. | 1773 | 6713791 | 352136 3359 | 74138 | 10636 | 832467 | 469243 | 487213 |
|  | Establishments with 7 to 9 employees. | 1499 | 8048323 | 409128 | 91021 | 11781 | 990657 | 620674 | 631827 |
|  | Establishments with 10 to 14 employees. | 1390 | 8473694 | 559485 | 123921 | 16201 | 1345609 | 843791 | 903333 |
|  | Establishments with 15 to 19 employees. | 655 | 6612534 | 396930 | 90033 | 10971 | 940264 | 576063 | 617938 |
|  | Establishments with 20 to 49 employees. | 1398 | 22471676 | 1546683 | 355146 | 41615 | 3674001 | 2295242 | 2438363 |
|  | Establishments with 50 to 99 employees. | 446 | 17043775 | 1213281 | 280007 | 30915 | 2839205 | 1848276 | 2016705 |
|  | Establishments with 100 employees or more | 275 | 32192429 | 2296666 | 545303 | 59560 | 5373118 | 4587277 | 4841971 |
|  | Establishments not operated for the entire year $\qquad$ | 3533 | 4936193 | 265934 | 54962 | 7318 | 636105 | 190131 | 696352 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |
|  | Establishments operated for the entire year | 4784 | 24782224 | 1563565 | 359830 | 43922 | 3311620 | 1997723 | 2095103 |
|  | Establishments with no employees... | 1 26 |  | 15635 50639 | D 11 051 | - | - 117 D | $\begin{array}{r}1 \\ 59 \\ \hline\end{array}$ | 26 |
|  | Establishments with 1 employee.... | 1066 687 | 1325534 1685343 | 50639 49732 | 11051 10748 | 1066 1374 | 117996 116904 | 59373 54808 | 61998 56206 |
|  | Establishments with 3 or 4 employees. | 861 | 2182385 | 103363 | 23154 | 2943 | 234227 | 125306 | 132420 |
|  | Establishments with 5 or 6 employees. | 586 | 2350031 | 116100 | 26141 | 3187 | 265304 | 165326 | 160452 |
|  | Establishments with 7 to 9 employees. | 490 | 2483881 | 127281 | 28869 | 3842 | 286737 | 172175 | 176109 |
|  | Establishments with 10 to 14 employees. | 434 | 2619789 | 191223 | 40500 | 4997 | 417380 | 257313 | 272573 |
|  | Establishments with 15 to 19 employees. | 172 | 2164729 | 111982 | 25372 | 2875 | 249464 | 148318 | 161105 |
|  | Establishments with 20 to 49 employees. | 353 | 5360576 | 386022 | 89237 | 10296 | 790369 | 508472 | 535843 |
|  | Establishments with 50 to 99 employees. | 100 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 33 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 882 | 994703 | 47878 | 8059 | 1513 | 104485 | 16159 | 136172 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |
|  | Establishments operated for the entire year |  | 24782224 |  |  |  | 3311620 |  | 2095103 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r} 2 \\ 1066 \end{array}$ | $\begin{array}{r} \text { D } \\ 1325534 \end{array}$ | $\begin{array}{r} \text { D } \\ 50639 \end{array}$ | $\begin{aligned} & D \\ & \text { D } \end{aligned}$ | 1066 | D 117996 | $\begin{array}{r} \text { D } \\ 59373 \end{array}$ | 61998 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 687 | 1685343 | 49732 | 10748 | 1374 | 116904 | 54808 | 56206 |
|  | employees. | 861 | 2182385 | 103363 | 23154 | 2943 | 234227 | 125306 | 132420 |
|  | Establishments with 5 or 6 employees. | 586 | 2350031 | 116100 | 26141 | 3187 | 265304 | 165326 | 160452 |
|  | Establishments with 7 to 9 employees. | 490 | 2483881 | 127281 | 28869 | 3842 | 286737 | 172175 | 176109 |
|  | Establishments with 10 to 14 employees. | 434 | 2619789 | 191223 | 40500 | 4997 | 417380 | 257313 | 272573 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees.................. | 172 | 2164729 | 111982 | 25372 | 2875 | 249464 | 148318 | 161105 |
|  | employees. |  | 5360576 | 386022 | 89237 | 10296 |  | 508472 | 535843 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422310 | Piece goods, notions, \& other dry goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more | 100 33 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 882 | 994703 | 47878 | 8059 | 1513 | 104485 | 16159 | 136172 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |
|  | All establishments | 4191 | 22125937 | 1240760 | 284390 | 33068 | 2667413 | 1655778 | 1837541 |
|  | Establishments operated for the entire year | 3567 | 21311797 | 1206926 | 278149 | 31889 | 2592272 | 1641413 | 1731505 |
|  | Establishments with no employees.. | 1 | 1.128 | - | D | a | D | D | D |
|  | Establishments with 1 employee.... | 785 | 1128129 | 39257 | 8630 | 785 | 89668 | 47731 | 50071 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 530 | 1547009 | 41135 | 8817 | 1060 | 95755 | 47535 | 49304 |
|  | employees. | 643 | 1893226 | 82887 | 18488 | 2193 | 186860 | 106423 | 112565 |
|  | Establishments with 5 or 6 employees. | 435 | 2029998 | 90902 | 20506 | 2372 | 209394 | 138206 | 132409 |
|  | Establishments with 7 to 9 employees. | 360 | 2166720 | 98178 | 21835 | 2819 | 221733 | 139714 | 143855 |
|  | Establishments with 10 to 14 employees. <br> Establishments with 15 to 19 | 327 | 2178093 | 150311 | 31307 | 3738 | 333899 | 215953 | 230939 |
|  | employees. | 136 | 2029485 | 89839 | 20553 | 2276 | 208839 | 134850 | 146527 |
|  | Establishments with 20 to 49 employees. | 259 | 4533134 | 299201 | 69216 | 7511 | 621940 | 411075 | 440737 |
|  | Establoyees.................. | 69 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 22 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 624 | 814140 | 33834 | 6241 | 1179 | 75141 | 14365 | 106036 |
| 4223102 | Notions \& other dry goods whsle <br> All establishments | 1475 | 3650990 | 370683 | 83499 | 12367 | 748692 | 358104 | 393734 |
|  | Establishments operated for the entire year | 1217 | 3470427 | 356639 | 81681 | 12033 | 719348 | 356310 | 363598 |
|  | Establishments with no employees.. Establishments with 1 employee.... |  | $\begin{array}{r} \text { D } \\ 197405 \end{array}$ | $\begin{array}{r} \text { D } \\ 11382 \end{array}$ |  |  | $\begin{array}{r}\text { D } \\ 28 \\ \hline 18\end{array}$ |  | 11927 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 157 | 138334 | 8597 | 1931 | 314 | 21149 | 7273 | 6902 |
|  | employees. | 218 | 289159 | 20476 | 4666 | 750 | 47367 | 18883 | 19855 |
|  | Establishments with 5 or 6 employees. | 151 | 320033 | 25198 | 5635 | 815 | 55910 | 27120 | 28043 |
|  | Establishments with 7 to 9 employees. | 130 | 317161 | 29103 | 7034 | 1023 | 65004 | 32461 | 32254 |
|  | Establishments with 10 to 14 employees. <br> Establishments with 15 to 19 | 107 | 441696 | 40912 | 9193 | 1259 | 83481 | 41360 | 41634 |
|  | employees. <br> Establishments with 20 to 49 | 36 | 135244 | 22143 | 4819 | 599 | 40625 | 13468 | 14578 |
|  | employees. | 94 | 827442 | 86821 | 20021 | 2785 | 168429 | 97397 | 95106 |
|  | employees. | 31 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 11 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 258 | 180563 | 14044 | 1818 | 334 | 29344 | 1794 | 30136 |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |
|  | Establishments operated for the entire year | 4306 | 32436015 | 2103905 | 482019 | 59983 | 5144950 | 4089606 | 4359796 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 1 947 | $\begin{array}{r} \text { D } \\ 1320665 \end{array}$ | $\begin{array}{r} \text { D } \\ 44753 \end{array}$ | - ${ }^{\text {D }}$ | a | 116730 | D 53619 | $\begin{array}{r} \text { D } \\ 54446 \end{array}$ |
|  | Establishments with 2 employees.... | 622 | 1114867 | 43873 | 9662 | 1244 | 111228 | 59049 | 61595 |
|  | Establishments with 3 or 4 <br> employees. | 740 | 1816840 | 84969 | 19163 | 2517 | 216506 | 107405 | 118664 |
|  | Establishments with 5 or 6 employees. | 428 | 1649274 | 78739 | 17357 | 2318 | 203391 | 118717 | 124111 |
|  | Establishments with 7 to 9 employees. | 383 | 2392265 | 108402 | 23371 | 3001 | 271645 | 208171 | 197721 |
|  | Establishments with 10 to 14 employees. <br> Establishments with 15 to 19 | 372 | 1943390 | 135892 | 30614 | 4381 | 348787 | 253607 | 279159 |
|  | employees. | 181 | D | D | D | h | D | D | D |
|  | Establoymees.................. | 408 | 6339395 | 429598 | 99092 | 12297 | 1096152 | 801418 | 854280 |
|  | Establishments with 50 to 99 employees. | 135 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 89 | 9925384 | 755277 | 170908 | 21040 | 1729998 | 1764083 | 1905474 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 422 \& Wholesale trade, nondurable goods-Con. \& \& \& \& \& \& \& \& \\
\hline 42232 \& Men's \& boys' clothing \& furnishings whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& Establishments not operated for the entire year \& 700 \& 924249 \& 62300 \& 16576 \& 2270 \& 138830 \& 65261 \& 165424 \\
\hline \multirow[t]{14}{*}{422320} \& Men's \& boys' clothing \& furnishings whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 5006 \& 33360264 \& 2166205 \& 498595 \& 62253 \& 5283780 \& 4154867 \& 4525220 \\
\hline \& Establishments operated for the entire year \& 4306 \& 32436015 \& 2103905 \& 482019 \& 59983 \& 5144950 \& 4089606 \& 4359796 \\
\hline \& Establishments with no employees.. \& 1
947 \& 1320 D 665 \& D
4453 \& D
9
909 \& - \& \(\begin{array}{r}116 \text { D } \\ \hline 160\end{array}\) \& D

53619 \& - D <br>
\hline \& Establishments with 1 employee.... \& 622 \& 1114867 \& 43873 \& ${ }_{9} 962$ \& 1244 \& 111228 \& 59
59 \& 54446
61595 <br>
\hline \& Establishments with 3 or 4 employees. \& 740 \& 1816840 \& 84969 \& 19163 \& 2517 \& 216506 \& 107405 \& 118664 <br>
\hline \& employees............. \& 428 \& 1649274 \& 78739 \& 17357 \& 2318 \& 203391 \& 118717 \& 124111 <br>
\hline \& Establishments with 7 to 9 employees. \& 383 \& 2392265 \& 108402 \& 23371 \& 3001 \& 271645 \& 208171 \& 197721 <br>
\hline \& Establishments with 10 to 14 employees. \& 372 \& 1943390 \& 135892 \& 30614 \& 4381 \& 348787 \& 253607 \& 279159 <br>
\hline \& Establishments with 15 to 19 employees. \& 181 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 408 \& 6339395 \& 429598 \& 99092 \& 12297 \& 1096152 \& 801418 \& 854280 <br>
\hline \& Establishments with 50 to 99 employees. \& 135 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more \& 89 \& 9925384 \& 755277 \& 170908 \& 21040 \& 1729998 \& 1764083 \& 1905474 <br>
\hline \& Establishments not operated for the entire year \& 700 \& 924249 \& 62300 \& 16576 \& 2270 \& 138830 \& 65261 \& 165424 <br>
\hline \multirow[t]{15}{*}{42233} \& Women's, children's, \& infants' clothing \& accessories whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 8217 \& 40603484 \& 2799463 \& 632897 \& 76256 \& 6694729 \& 3658306 \& 4184804 <br>
\hline \& Establishments operated for the entire year \& \& \& \& 605534 \& 73114 \& \& \& <br>
\hline \& year $\begin{aligned} & \text { Establishments with no employees.. }\end{aligned}$ \& 655
3 \& $\begin{array}{r}38 \\ \hline 1780\end{array}$ \& 2657995
47 \& \& 73114 \& 6341479
212 \& 3563693 \& 3847723
50 <br>
\hline \& Establishments with 1 employee.... \& 1733 \& 1981470 \& 83469 \& 18288 \& 1733 \& 214363 \& 105031 \& 107832 <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 1028 \& 1597250 \& 66794 \& 15518 \& 2056 \& 178966 \& 84063 \& 83659 <br>
\hline \& employees..................... \& 1179 \& 2752458 \& 129564 \& 28673 \& 4003 \& 328362 \& 151668 \& 161029 <br>
\hline \& Establishments with 5 or 6 employees. \& 601 \& 2003013 \& 106980 \& 23017 \& 3245 \& 267997 \& 127377 \& 139229 <br>
\hline \& Establishments with 7 to 9 employees. \& 513 \& 2478198 \& 137936 \& 31109 \& 4058 \& 340448 \& 181398 \& 199406 <br>
\hline \& Establishments with 10 to 14 employees. \& 472 \& 2673459 \& 181656 \& 41129 \& 5552 \& 454338 \& 250751 \& 268753 <br>
\hline \& Establishments with 15 to 19 employees. \& 239 \& 1843898 \& 139132 \& 31449 \& 4012 \& 329141 \& 168469 \& 191838 <br>
\hline \& Establishments with 20 to 49 employees. \& 523 \& 7839522 \& 585457 \& 130513 \& 15609 \& 1418276 \& 757253 \& 819131 <br>
\hline \& Establishments with 50 to 99 employees. \& 160 \& 5343338 \& 429224 \& 95338 \& 11241 \& 954908 \& 610931 \& 688924 <br>
\hline \& Establishments with 100 employees or more \& 106 \& 9895769 \& 797736 \& 190500 \& 21605 \& 1854468 \& 1126720 \& 1187872 <br>
\hline \& Establishments not operated for the entire year \& 1660 \& 2192329 \& 141468 \& 27363 \& 3142 \& 353250 \& 94613 \& 337081 <br>
\hline \multirow[t]{15}{*}{422330} \& Women's, children's, \& infants' clothing \& accessories whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 8217 \& 40603484 \& 2799463 \& 632897 \& 76256 \& 6694729 \& 3658306 \& 4184804 <br>
\hline \& Establishments operated for the entire year \& 6557 \& 38411155 \& 2657995 \& 605534 \& 73114 \& 6341479 \& 3563693 \& 3847723 <br>
\hline \& Establishments with no employees..

Establishments with 1 employee... \& \& $$
\begin{array}{r}
2780 \\
1981470
\end{array}
$$ \& \[

$$
\begin{array}{r}
47 \\
83 \quad 469
\end{array}
$$

\] \& \[

1828 \overline{8}
\] \& \& 212

214 \& 32
105031 \& 50
107832 <br>
\hline \& Establishments with 2 employees... \& 1028 \& 1597250 \& 66794 \& 15518 \& 2056 \& 178966 \& $\begin{array}{r}84 \\ \hline\end{array}$ \& +83659 <br>
\hline \& Establishments with 3 or 4 employees. \& 1179 \& 2752458 \& 129564 \& 28673 \& 4003 \& 328362 \& 151668 \& 161029 <br>
\hline \& Establishments with 5 or 6 employees. \& 601 \& 2003013 \& 106980 \& 23017 \& 3245 \& 267997 \& 127377 \& 139229 <br>
\hline \& Establishments with 7 to 9 employees. \& 513 \& 2478198 \& 137936 \& 31109 \& 4058 \& 340448 \& 181398 \& 199406 <br>
\hline \& Establishments with 10 to 14 employees. \& 472 \& 2673459 \& 181656 \& 41129 \& 5552 \& 454338 \& 250751 \& 268753 <br>
\hline \& Establishments with 15 to 19 employees. \& 239 \& 1843898 \& 139132 \& 31449 \& 4012 \& 329141 \& 168469 \& 191838 <br>
\hline \& Establishments with 20 to 49 employees. \& 523 \& 7839522 \& 585457 \& 130513 \& 15609 \& 1418276 \& 757253 \& 819131 <br>
\hline \& Establishments with 50 to $99 \ldots \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees. \& 160 \& 5343338 \& 429224 \& 95338 \& 11241 \& 954908 \& 610931 \& 688924 <br>
\hline \& Establishments with 100 employees or more $\square$ \& 106 \& 9895769 \& 797736 \& 190500 \& 21605 \& 1854468 \& 1126720 \& 1187872 <br>
\hline \& Establishments not operated for the entire year \& 1660 \& 2192329 \& 141468 \& 27363 \& 3142 \& 353250 \& 94613 \& 337081 <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees <br> for pay <br> period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1818 | 24363745 | 1182466 | 279461 | 23630 | 3060589 | 2508794 | 2640282 |
|  | Establishments operated for the entire year | 1527 | 23538833 | 1168178 | 276497 | 23237 | 3021049 | 2494696 | 2582607 |
|  | Establishments with no employees.. | 1 | D | - ${ }^{\text {D }}$ | D | a | - D | - D | - D |
|  | Establishments with 1 employee.. | 379 | 624963 | 25883 | 5913 | 379 | 60 <br> 47 <br> 70 | 36489 | 38083 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 234 | 493993 | 18051 | 4028 | 468 | 47959 | 20746 | 22531 |
|  | Establishments with 3 or 4 <br> employees. <br> Establishments with...... | 255 | 711857 | 34240 | 8188 | 873 | 80054 | 47342 | 49138 |
|  | Establishments with 5 or 6 employees. | 158 | 711473 | 34150 | 7623 | 860 | 95775 | 57823 | 63421 |
|  | Establishments with 7 to 9 employees. | 113 | 693979 | 35509 | 7672 | 880 | 91827 | 58930 | 58591 |
|  | Establishments with 10 to 14 employees. | 112 | 1237056 | 50714 | 11678 | 1271 | 125104 | 82120 | 82848 |
|  | Establishments with 15 to 19 employees. | 63 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 114 | 2932183 | 145606 | 36304 | 3413 | 369204 | 228099 | 229109 |
|  | Establishments with 50 to 99 employees. | 51 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 47 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 291 | 824912 | 14288 | 2964 | 393 | 39540 | 14098 | 57675 |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1818 | 24363745 | 1182466 | 279461 | 23630 | 3060589 | 2508794 | 2640282 |
|  | Establishments operated for the entire year | 1527 | 23538833 | 1168178 | 276497 | 23237 | 3021049 | 2494696 | 2582607 |
|  | Establishments with no employees.. | 1 379 | - 624 | $\begin{array}{r}\text { D } \\ \hline 253\end{array}$ | D | a 379 | - D | - D |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 379 234 | 624963 493993 | 25883 18051 | 5913 4028 | 379 468 | 60070 47959 | 36489 20746 | 38083 22531 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 234 | 493993 711857 | 18051 | 4028 8188 | 468 | 47959 | 20746 | 22531 49138 |
|  | Establishments with 5 or $6 \times \ldots \ldots$ | 255 | 711857 | 34240 | 8188 | 873 | 80054 | 47342 | 49138 |
|  | employees..................... | 158 | 711473 | 34150 | 7623 | 860 | 95775 | 57823 | 63421 |
|  | Establishments with 7 to 9 employees. | 113 | 693979 | 35509 | 7672 | 880 | 91827 | 58930 | 58591 |
|  | Establishments with 10 to 14 employees. | 112 | 1237056 | 50714 | 11678 | 1271 | 125104 | 82120 | 82848 |
|  | Establishments with 15 to 19 employees. | 63 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 114 | 2932183 | 145606 | 36304 | 3413 | 369204 | 228099 | 229109 |
|  | Establishments with 50 to 99 employees. | 51 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 47 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 291 | 824912 | 14288 | 2964 | 393 | 39540 | 14098 | 57675 |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 41760 | 588970062 | 26778099 | 6317278 | 854919 | 55236142 | 18818462 | 20042559 |
|  | Establishments operated for the entire year | 36244 | 570581357 | 26088817 | 6151907 | 827748 | 53685599 | 18640145 | 19276496 |
|  | Establishments with no employees.. | - 24 | 22279 | 26956 | 6151907 | 827748 | 53 2299 | 18640418 | 19276476 |
|  | Establishments with 1 employee.... | 5981 | 6421805 | 205069 | 44945 | 5981 | 498727 | 122570 | 129855 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 3891 | 7341539 | 220390 | 48502 | 7782 | 538262 | 142173 | 140704 |
|  | Establishments with 3 or 4 employees. | 5218 | 17519577 | 540652 | 120603 | 17948 | 1260382 | 354207 | 382055 |
|  | Establishments with 5 or 6 employees. | 3506 | 18492210 | 589709 | 131622 | 19107 | 1355410 | 461158 | 478822 |
|  | Establishments with 7 to 9 employees. | 3393 | 22373034 | 819963 | 184985 | 26798 | 1826285 | 639191 | 658285 |
|  | Establishments with 10 to 14 employees. | 3668 | 33639449 | 1274690 | 291941 | 43004 | 2878134 | 903129 | 947638 |
|  | Establishments with 15 to 19 employees. | 2153 | 24736465 | 1076894 | 246689 | 36116 | 2304699 | 681023 | 715313 |
|  | Establishments with 20 to 49 employees. | 4824 | 98706213 | 4477938 | 1040963 | 147216 | 9675305 | 3184477 | 3279637 |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  |  | 3184477 |  |
|  | employees................. | 1888 | 76148038 | 3862908 | 901487 | 129514 | 8225189 | 2201455 | 2344068 |
|  | or more $\qquad$ | 1698 | 265180748 | 13019648 | 3140170 | 394282 | 25120907 | 9950344 | 10199643 |
|  | Establishments not operated for the entire year | 5516 | 18388705 | 689282 | 165371 | 27171 | 1550543 | 178317 | 766063 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 4138 | 146689286 | 5541000 | 1336143 | 168190 | 10385724 | 5638569 | 5760246 |
|  | Establishments operated for the entire year | 3473 | 140396372 | 5416321 | 1305910 | 163314 | 10146579 | 5611342 | 5675742 |
|  | Establishments with no employees.. | - | 14030 | 541632 | 1305 | 163 - | 10146 | $5{ }^{-1182}$ | 5675 |
|  | Establishments with 1 employee.... | 532 | 557014 | 18759 | 4095 | 532 | 40759 | 18349 | 18875 |
|  | Establishments with 2 employees... | 301 | 571715 | 17639 | 4008 | 602 | 37999 | 12546 | 13002 |
|  | employees. |  | 1285041 | 39644 | 8630 | 1559 | 88074 | 39270 | 40166 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42241 | General-line grocery whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 5 or 6 employees. | 348 | 1552537 | 54771 | 12466 | 1919 | 125651 | 53046 | 54616 |
|  | Establishments with 7 to 9 employees. | 348 | 2242639 | 74171 | 17279 | 2752 | 170298 | 70629 | 71878 |
|  | Establishments with 10 to 14 employees. | 342 | 2606055 | 101643 | 23625 | 4020 | 236336 | 104943 | 106389 |
|  | Establishments with 15 to 19 employees. | 184 | 2658938 | 85226 | 19579 | 3095 | 189542 | 68070 | 70465 |
|  | Establishments with 20 to 49 employees. | 388 | 11555315 | 350508 | 80389 | 11837 | 687230 | 288815 | 290464 |
|  | Establishments with 50 to 99 employees. | 191 | 14048913 | 408672 | 96793 | 13413 | 871130 | 482451 | 484400 |
|  | Establishments with 100 employees or more $\qquad$ | 384 | 103318205 | 4265288 | 1039046 | 123585 | 7699560 | 4473223 | 4525487 |
|  | Establishments not operated for the entire year | 665 | 6292914 | 124679 | 30233 | 4876 | 239145 | 27227 | 84504 |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4138 | 146689286 | 5541000 | 1336143 | 168190 | 10385724 | 5638569 | 5760246 |
|  | Establishments operated for the entire year | 3473 | 140396372 | 5416321 | 1305910 | 163314 | 10146579 | 5611342 | 5675742 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 532 | 557014 | 18759 | 4095 | 532 | 40759 | 18349 | 18875 |
|  | Establishments with 2 employees.... | 301 | 571715 | 17639 | 4008 | 602 | 37999 | 12546 | 13002 |
|  | Establishments with 3 or 4 employees. | 455 | 1285041 | 39644 | 8630 | 1559 | 88074 | 39270 | 40166 |
|  | Establishments with 5 or 6 employees. | 348 | 1552537 | 54771 | 12466 | 1919 | 125651 | 53046 | 54616 |
|  | Establishments with 7 to 9 employees. | 348 | 2242639 | 74171 | 17279 | 2752 | 170298 | 70629 | 71878 |
|  | Establishments with 10 to 14 employees. | 342 | 2606055 | 101643 | 23625 | 4020 | 236336 | 104943 | 106389 |
|  | Establishments with 15 to 19 employees. | 184 | 2658938 | 85226 | 19579 | 3095 | 189542 | 68070 | 70465 |
|  | Establishments with 20 to 49 employees. | 388 | 11555315 | 350508 | 80389 | 11837 | 687230 | 288815 | 290464 |
|  | Establishments with 50 to $99 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees. <br> employshm.......................... | 191 | 14048913 | 408672 | 96793 | 13413 | 871130 | 482451 | 484400 |
|  | or more ....................... | 384 | 103318205 | 4265288 | 1039046 | 123585 | 7699560 | 4473223 | 4525487 |
|  | Establishments not operated for the entire year $\qquad$ | 665 | 6292914 | 124679 | 30233 | 4876 | 239145 | 27227 | 84504 |
| 4224101 | General-line grocery whsle, voluntary group |  |  |  |  |  |  |  |  |
|  | All establishments .. | 186 | 16156029 | 554986 | 135594 | 17064 | 1105622 | 989577 | 958773 |
|  | Establishments operated for the entire year | 167 | 16052262 | 552134 | 134214 | 16716 | 1100701 | 978983 | 955487 |
|  | Establishments with no employees. . Establishments with 1 employee | 20 | $16031$ | 437 | 91 | 20 | $2092$ | 379 | 395 |
|  | Establishments with 2 employees... | 13 | 11616 | 633 | 125 | 26 | 1438 | 482 | 562 |
|  | Establishments with 3 or 4 employees. | 18 | 25777 | 1219 | 255 | 61 | 2829 | 729 | 850 |
|  | Establishments with 5 or 6 employees. | 11 | 16491 | 1291 | 294 | 61 | 3056 | 1150 | 1223 |
|  | Establishments with 7 to 9 employees. | 8 | 24223 | 1332 | 345 | 64 | 3194 | 1836 | 1868 |
|  | Establishments with 10 to 14 employees. | 8 | 69053 | 2269 | 545 | 98 | 4800 | 5720 | 5935 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees..................... | 15 | 118773 | 6177 | 1497 | 255 | 12118 | 5094 | 5409 |
|  | employees..................... | 26 | 743103 | 22170 | 4949 | 849 | 47417 | 26436 | 27947 |
|  | Establishments with 50 to 99 employees. | 12 | 1187205 | 24067 | 5879 | 903 | 69356 | 39652 | 42878 |
|  | Establishments with 100 employees or more $\qquad$ | 36 | 13839990 | 492539 | 120234 | 14379 | 954401 | 897505 | 868420 |
|  | Establishments not operated for the entire year | 19 | 103767 | 2852 | 1380 | 348 | 4921 | 10594 | 3286 |
| 4224102 | General-line grocery whsle, retail cooperative |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 211 | 16142440 | 467726 | 112330 | 13882 | 884413 | 926900 | 945354 |
|  | Establishments operated for the entire year | 189 | 15996448 | 462271 | 109846 | 13481 | 874362 | 923221 | 942806 |
|  | Establishments with no employees.. | - | - | - | - |  | - |  |  |
|  | Establishments with 1 employee.... | 24 | 28119 1319 | 1011 | 227 | 24 | 2590 | 1616 | 1677 |
|  | Establishments with 2 employees... | 13 | 13138 |  | 123 | 26 | 1509 | 705 | 727 |
|  | Establishments with 3 or 4 <br> employees. | 22 | 43564 | 2466 | 580 | 78 | 5162 | 3768 | 3887 |
|  | Establishments with 5 or 6 employees. |  | 97930 | 4622 | 1015 |  | 13102 |  | 8356 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224102 | General-line grocery whsle, retail cooperative-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 7 to 9 employees. | 30 | 189428 | 6731 | 1603 | 237 | 15942 | 13727 | 14047 |
|  | Establishments with 10 to 14 employees. | 17 | 110157 | 4866 | 1134 | 204 | 12520 | 8190 | 8568 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................ | 7 | 55363 | 2443 | 560 | 120 | 5900 | 5659 | 7370 |
|  | Establishments with 20 to 49 employees. | 14 | 253785 | 14498 | 3168 | 412 | 25887 | 12393 | 12295 |
|  | Establishments with 50 to 99 employees. | 9 | 1949138 | 21493 | 4899 | 663 | 41107 | 24531 | 26238 |
|  | Establishments with 100 employees or more $\qquad$ | 27 | 13255826 | 403462 | 96537 | 11575 | 750643 | 844576 | 859641 |
|  | Establishments not operated for the entire year $\qquad$ | 22 | 145992 | 5455 | 2484 | 401 | 10051 | 3679 | 2548 |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3741 | 114390817 | 4518288 | 1088219 | 137244 | 8395689 | 3722092 | 3856119 |
|  | Establishments operated for the entire year | 3117 | 108347662 | 4401916 | 1061850 | 133117 | 8171516 | 3709138 | 3777449 |
|  | Establishments with no employees. . Establishments with 1 employee... . |  | 512864 | 17311 | 3777 | 488 | 36077 | 16354 | $16803$ |
|  | Establishments with 2 employees... | 275 | 546961 | 16327 | 3760 | 550 | 35052 | 11359 | 11713 |
|  | Establishments with 3 or 4 employees. | 415 | 1215700 | 35959 | 7795 | 1420 | 80083 | 34773 | 35429 |
|  | Establishments with 5 or 6 employees. | 311 | 1438116 | 48858 | 11157 | 1716 | 109493 | 43840 | 45037 |
|  | Establishments with 7 to 9 employees. | 310 | 2028988 | 66108 | 15331 | 2451 | 151162 | 55066 | 55963 |
|  | Establishments with 10 to 14 employees. | 317 | 2426845 | 94508 | 21946 | 3718 | 219016 | 91033 | 91886 |
|  | Establishments with 15 to 19 employees. | 162 | 2484802 | 76606 | 17522 | 2720 | 171524 | 57317 | 57686 |
|  | Establishments with 20 to 49 employees. | 348 | 10558427 | 313840 | 72272 | 10576 | 613926 | 249986 | 250222 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees............. | 170 | 10912570 | 363112 | 86015 | 11847 | 760667 | 418268 | 415284 |
|  | or more .................. | 321 | 76222389 | 3369287 | 822275 | 97631 | 5994516 | 2731142 | 2797426 |
|  | Establishments not operated for the entire year $\qquad$ | 624 | 6043155 | 116372 | 26369 | 4127 | 224173 | 12954 | 78670 |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Establishments operated for the entire year | 3464 | 66567030 | 2705531 | 636616 | 82326 | 5820307 | 2677454 | 2797407 |
|  | Establishments with no employees.. |  | 2817 | 18164 |  |  | 168 | +117 | 18177 |
|  | Establishments with 1 employee.... Establishments with 2 employees. | 491 370 | 800786 1087245 | 18166 23053 | 3883 4878 | 491 | 47060 60458 | 17150 28650 | 18439 22333 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 370 | 1087245 | 23053 | 4878 | 740 | 60458 | 28650 | 22333 |
|  | employees................... | 452 | 2424253 | 54974 | 12667 | 1563 | 128952 | 73501 | 79732 |
|  | employees. $\qquad$ <br> Establishments with 7 to 9 | 367 | 2929312 | 70478 | 15034 | 1998 | 161833 | 77807 | 85725 |
|  | employees.................... | 318 | 3250535 | 84561 | 19030 | 2495 | 197195 | 115402 | 128646 |
|  | Establishments with 10 to 14 employees. | 359 | 4569774 | 140537 | 32129 | 4200 | 357879 | 195401 | 205789 |
|  | Establishments with 15 to 19 employees. | 215 | 3724225 | 114324 | 26485 | 3599 | 248823 | 151720 | 151629 |
|  | Establishments with 20 to 49 employees. | 517 | 14412312 | 485294 | 112894 | 15695 | 1151409 | 528612 | 520864 |
|  | Establishments with 50 to 99 employees. | 175 | 9386699 | 383854 | 91306 | 11841 | 822897 | 343827 | 352852 |
|  | Establishments with 100 employees or more $\qquad$ | 196 | 23979072 | 1330236 | 318310 | 39704 | 2643633 | 1145267 | 1231221 |
|  | Establishments not operated for the entire year | 374 | 2547801 | 94741 | 22626 | 2741 | 195574 | 20717 | 288818 |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with no............. | 3464 4 | 66567030 2817 | 2705531 | 636616 | 82326 | 5820307 168 | 2677454 | 2797407 |
|  | Establishments with 1 employee.... | 491 | 800786 | 18166 | 3883 | 491 | 47060 | 17150 | 18439 |
|  | Establishments with 2 employees... | 370 | 1087245 | 23053 | 4878 | 740 | 60458 | 28650 | 22333 |
|  |  | 452 | 2424253 | 54974 | 12667 | 1563 | 128952 | 73501 | 79732 |
|  | Establishments with 5 or 6 employees. | 367 | 2929312 | 70478 | 15034 | 1998 | 161833 | 77807 | 85725 |
|  | Establishments with 7 to $9 \times$ |  |  |  |  |  |  |  |  |
|  | employees..................... | 318 | 3250535 | 84561 | 19030 | 2495 | 197195 | 115402 | 128646 |
|  | Establishments with 10 to 14 employees. | 359 | 4569774 | 140537 | 32129 | 4200 | 357879 | 195401 | 205789 |
|  | Establishments with 15 to 19 employees. | 215 | 3724225 | 114324 | 26485 | 3599 | 248823 | 151720 | 151629 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224301 | Raw milk whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ | 4 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 20 | D | D | D | c | D | D | D |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2722 | 29694010 | 1588086 | 367953 | 46100 | 3607381 | 836799 | 885255 |
|  | Establishments operated for the entire year | 2402 | D | D | D | k | D | D | D |
|  | Establishments with no employees... | 24 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 417 | 543205 | 12998 | 2928 | 417 | 33544 | 3871 | 4088 |
|  | Establishments with 2 employees... | 239 | D | D | D | e | D | D | D |
|  | employees................... | 331 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 234 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 249 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 280 | D | D | D | h | D | D | D |
|  | Establishments with 15 to 19 employees. | 154 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 318 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 119 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 60 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 320 | D | D | D | g | D | D | D |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1040 | 13809561 | 490567 | 113929 | 17792 | 1088278 | 270183 | 293622 |
|  | Establishments operated for the entire year | 942 | 13448205 | 477289 | 111246 | 17261 | 1058578 | 268078 | 285014 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 124 | $31655 \overline{1}$ | 4794 | $1265$ | 124 | $1297 \bar{\square}$ | $1119$ |  |
|  | Establishments with 2 employees... | 72 | 257298 | 5161 | 1120 | 144 | 11933 | 1181 | 1085 |
|  | Establishments with 3 or 4 employees. | 138 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 107 | 947656 | 20356 | 4560 | 590 | 45549 | 8651 | 8529 |
|  | Establishments with 7 to 9 employees. | 96 | 982159 | 25382 | 5290 | 759 | 53803 | 17494 | 18823 |
|  | Establishments with 10 to 14 employees. | 114 | 1314422 | 42183 | 8832 | 1337 | 93134 | 18897 | 23109 |
|  | Establishments with 15 to 19 employees. | 62 | 721251 | 27279 | 6294 | 1040 | 64747 | 11978 | 12086 |
|  | Establishments with 20 to 49 employees. | 150 | 2999215 | 121109 | 28650 | 4504 | 256110 |  | 48116 |
|  | Establishments with 50 to $99 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. Establishments with 100 employees | 47 | 1328259 | 77834 | 18185 | 3151 | 190050 | 27994 | 29808 |
|  | or more | 32 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 98 | 361356 | 13278 | 2683 | 531 | 29700 | 2105 | 8608 |
| 422440 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1040 | 13809561 | 490567 | 113929 | 17792 | 1088278 | 270183 | 293622 |
|  | Establishments operated for the entire year | 942 | 13448205 | 477289 | 111246 | 17261 | 1058578 | 268078 | 285014 |
|  | Establishments with no employees.. | 12 |  | 704 |  | - | - ${ }^{-}$ | 119 | 115 |
|  | Establishments with 1 employee.... | 124 |  | 4794 | 1265 | 124 | 12976 | 1119 | 1135 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 72 | 257298 | 5161 | 1120 | 144 |  | 1181 | 1085 |
|  | employees..................... | 138 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 107 | 947656 | 20356 | 4560 | 590 | 45549 | 8651 | 8529 |
|  | Establishments with 7 to 9 employees. | 96 | 982159 | 25382 | 5290 | 759 | 53803 | 17494 | 18823 |
|  | Establishments with 10 to 14 employees. | 114 | 1314422 | 42183 | 8832 | 1337 | 93134 | 18897 | 23109 |
|  | Establishments with 15 to 19 employees. | 62 | $721251$ | $27279$ | $6294$ | 1040 | $64747$ | 11978 | 12086 |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  |  |  | 12086 |
|  | employees...................... | 150 | 2999215 | 121109 | 28650 | 4504 | 256110 | 46617 | 48116 |
|  | Establishments with 50 to 99 employees. | 47 | 1328259 | 77834 | 18185 | 3151 | 190050 | 27994 | 29808 |
|  | Establishments with 100 employees or more $\qquad$ |  |  |  |  |  |  | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422440 | Poultry \& poultry product whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 98 | 361356 | 13278 | 2683 | 531 | 29700 | 2105 | 8608 |
| 4224401 | Live poultry whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 50 | 317047 | 17713 | 4160 | 595 | 36894 | 1853 | 2169 |
|  | Establishments operated for the entire year | 43 | 288569 | 16052 | 3843 | 546 | 32421 | 1853 | 1718 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 8 |  | D | - | - | D | - | D |
|  | Establishments with 2 employees... | 4 | D | D | D | a | D | D | D |
|  | employees. | 4 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$. | 8 | D | D | D | c | D | D |  |
|  | Establishments with 20.7 to $49 . \ldots$. |  |  |  |  | c | D | D | D |
|  | employees.................. | 6 | 162870 | 6846 | 1615 | 212 | 13796 | 320 | 332 |
|  | employees.................... | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more | - | - | _ | _ | - | - | - | - |
|  | Establishments not operated for the entire year | 7 | 28478 | 1661 | 317 | 49 | 4473 | - | 451 |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 990 | 13492514 | 472854 | 109769 | 17197 | 1051384 | 268330 | 291453 |
|  | Establishments operated for the entire year | 899 | 13159636 | 461237 | 107403 | 16715 | 1026157 | 266225 | 283296 |
|  | Establishme......ith no employees... | ${ }_{116} \overline{-}$ | - | D | $\overline{\text { D }}$ | - | $\overline{\text { D }}$ | - |  |
|  | Establishments with 1 employee.... | 116 68 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 134 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 105 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 91 | D | D | D | f | D | D | D |
|  | Establishments with 10 to $14 \ldots \ldots$ | 09 | D |  |  |  |  |  |  |
|  | employees.................. | 109 | D | D | D | g | D | D | D |
|  | employees............... | 54 | D | D | D | f | D | D | D |
|  | Employees................... | 144 | 2836345 | 114263 | 27035 | 4292 | 242314 | 46297 | 47784 |
|  | Establishments with 50 to 99 employees. | 46 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 32 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 91 | 332878 | 11617 | 2366 | 482 | 25227 | 2105 | 8157 |
| 42245 | Confectionery whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 2621 | 27169914 | 1835202 | 442780 | 60010 | 3560134 | 745263 | 810412 |
|  | Establishments operated for the entire year Establishments with no employe..... | 2238 | 26378158 | 1799669 | 434127 | 58406 | 3468898 | 743533 | 784355 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 421 |  |  |  | 421 |  | 7344 | 7906 |
|  |  | 267 | 350098 | 11914 | 2509 | 534 | 29869 | 8617 | 8778 |
|  | Establishments with 3 or 4 employees. | 334 | 866809 | 30241 | 6903 | 1169 | 70854 | 21161 | 22843 |
|  | Establishments with 5 or 6 employees. | 190 | 810833 | 31937 | 7058 | 1041 | 70941 | 24874 | 26781 |
|  | Establishments with 7 to 9 employees. | 199 | 875748 | 41614 | 9341 | 1560 | 93470 | 31793 | 34157 |
|  | Establishments with 10 to 14 employees. |  |  |  |  |  |  |  |  |
|  |  | 206 | 1144715 | 60535 | 13906 | 2408 | 149700 | 42389 | 42519 |
|  | Establishments with 15 to 19 employees. | 119 | 757489 | 47804 | 11146 | 2000 | 114314 | 44720 | 45341 |
|  | Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 employees. <br> Establishments with 100 employees or more $\qquad$ | 267 | 4144322 | 238266 | 53590 | 8158 | 521793 | 299289 | 311607 |
|  |  |  |  |  |  |  |  |  |  |
|  |  | 82 | 3591375 | 167046 | 38793 | 5676 | 362452 | 103486 | 103700 |
|  |  | 153 | 13565254 | 1158929 | 288530 | 35439 | 2028124 | 159860 | 180723 |
|  | Establishments not operated for the entire year | 383 | 791756 | 35533 | 8653 | 1604 | 91236 | 1730 | 26057 |

[^75]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422450 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2621 | 27169914 | 1835202 | 442780 | 60010 | 3560134 | 745263 | 810412 |
|  | Establishments operated for the entire year | 2238 | 26378158 | 1799669 | 434127 | 58406 | 3468898 | 743533 | 784355 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 421 | 271515 | 11383 | 2351 | 421 | 27381 | 7344 | 7906 |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 267 | 350098 | 11914 | 2509 | 534 | 29869 | 8617 | 8778 |
|  | employees. <br>  | 334 | 866809 | 30241 | 6903 | 1169 | 70854 | 21161 | 22843 |
|  | employees............. | 190 | 810833 | 31937 | 7058 | 1041 | 70941 | 24874 | 26781 |
|  | Establishments with 7 to 9 employees. | 199 | 875748 | 41614 | 9341 | 1560 | 93470 | 31793 | 34157 |
|  | Establishments with 10 to 14 employees. | 206 | 1144715 | 60535 | 13906 | 2408 | 149700 | 42389 | 42519 |
|  | employees. | 119 | 757489 | 47804 | 11146 | 2000 | 114314 | 44720 | 45341 |
|  | employees. | 267 | 4144322 | 238266 | 53590 | 8158 | 521793 | 299289 | 311607 |
|  | employees. | 82 | 3591375 | 167046 | 38793 | 5676 | 362452 | 103486 | 103700 |
|  | Establishments with 100 employees or more $\square$ | 153 | 13565254 | 1158929 | 288530 | 35439 | 2028124 | 159860 | 180723 |
|  | Establishments not operated for the entire year $\qquad$ | 383 | 791756 | 35533 | 8653 | 1604 | 91236 | 1730 | 26057 |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2960 | 13165780 | 684365 | 154839 | 27402 | 1519628 | 588880 | 659481 |
|  | Establishments operated for the entire year | 2383 | 12639077 | 655402 | 149039 | 26094 | 1449875 | 583292 | 624665 |
|  | Establishments with no employees.. | 5 421 |  | - ${ }^{\text {D }}$ | D |  | D | D | D |
|  | Establishments with 2 employees... | 309 | 638906 | 16875 | 3699 | 618 | 48596 | 11522 | 12174 |
|  | Establishments with 3 or 4 employees. | 420 | 1146920 | 40109 | 8895 | 1436 | 99344 | 32050 | 34749 |
|  | Establishments with 5 or 6 | 277 | 1032622 | 38329 | 8246 | 1506 | 93407 | 39836 | 45562 |
|  | Establishments with 7 to 9 . ${ }^{\text {emp...... }}$ |  |  | 38329 | 8246 | 1506 | 93407 | 39836 | 45562 |
|  | employees............ | 233 | 1155443 | 47978 | 10887 | 1853 | 115471 | 37446 | 38315 |
|  | Establishments with 10 to 14 employees. | 226 | 1509105 | 67970 | 15637 | 2645 | 151028 | 50726 | 58189 |
|  | Establishments with 15 to 19 employees. | 140 | 1075483 | 59455 | 13343 | 2313 | 132265 | 48757 | 54931 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees................... | 261 | 3548570 | 201212 | 46116 | 7977 | 416781 | 231958 | 240165 |
|  | employees. | 73 | 1450129 | 107852 | 25525 | 4979 | 220783 | 71345 | 77039 |
|  | Establishments with 100 employees or more $\square$ | 18 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 577 | 526703 | 28963 | 5800 | 1308 | 69753 | 5588 | 34816 |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2960 | 13165780 | 684365 | 154839 | 27402 | 1519628 | 588880 | 659481 |
|  | Establishments operated for the entire year | 2383 | 12639077 | 655402 | 149039 | 26094 | 1449875 | 583292 | 624665 |
|  | Establishments with no employees.. | $\begin{array}{r} 5 \\ 421 \end{array}$ | D | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | D | a | D | D | D |
|  | Establishments with 1 employee.... Establishments with 2 employees... |  | 638906 | 16875 |  |  | D <br> 4896 | 11522 | 12 174 |
|  | Establishments with 3 or 4 employees. | 420 | 1146920 | 40109 | 8895 | 1436 | 99344 | 32050 | 34749 |
|  | Establishments with 5 or 6 employees. | 277 | 1032622 | 38329 | 8246 | 1506 | 93407 | 39836 | 45562 |
|  | Establishments with 7 to 9 employees. | 233 | 1155443 | 47978 | 10887 | 1853 | 115471 | 37446 | 38315 |
|  | Establishments with 10 to 14 | 226 | 1509105 | 67970 | 15637 | 2645 | 151028 | 50726 | 58189 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 140 | 1075483 | 59455 | 13343 | 2313 | 132265 | 48757 | 54931 |
|  | Establishments with 20 to 49 employees. | 261 | 3548570 | 201212 | 46116 | 7977 | 416781 | 231958 | 240165 |
|  | Establishments with 50 to 99 employees. | 73 | 1450129 | 107852 | 25525 | 4979 | 220783 | 71345 | 77039 |
|  | Establishments with 100 employees or more $\qquad$ | 18 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year. | 577 | 526703 | 28963 | 5800 | 1308 | 69753 | 5588 | 34816 |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3557 | 51326415 | 1490922 | 351742 | 50256 | 3166607 | 1047158 | 1128054 |
|  | Establishments operated for the entire year |  | 50272990 | 1444851 |  |  |  | 1035646 |  |
|  | Establishments with no employees. . | - 1 |  |  | 3413 |  |  |  | $\begin{array}{r} 1084266 \\ \\ \\ \text { D } \\ \text { D } \end{array}$ |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 498 379 | $\begin{array}{r} \text { D } \\ 721412 \end{array}$ | $\begin{array}{r} \text { D } \\ 19824 \end{array}$ | $\begin{array}{r} \text { D } \\ 4617 \end{array}$ | $\begin{array}{r} e \\ 758 \end{array}$ | $\begin{array}{rr}  & D \\ 43806 \end{array}$ | $\begin{array}{r} \text { D } \\ 7671 \end{array}$ | $\begin{array}{r} \text { D } \\ 7457 \end{array}$ |
|  | Establishments with 3 or 4 employees. | 449 | D | D | D |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 422 \& Wholesale trade, nondurable goods-Con. \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{11}{*}{42247} \& Meat \& meat product whsleCon. \& \& \& \& \& \& \& \& \\
\hline \& Establishments operated for the entire year-Con. \& \& \& \& \& \& \& \& \\
\hline \& Establishments with 5 or 6 employees. \& 346 \& 1723404 \& 50625 \& 11530 \& 1877 \& 113812 \& 25983 \& 27855 \\
\hline \& Establishments with 7 to 9 employees. \& 317 \& 2004989 \& 69308 \& 16170 \& 2506 \& 143965 \& 59720 \& 61874 \\
\hline \& Establishments with 10 to 14 employees. \& 343 \& 3861337 \& 106589 \& 25446 \& 4014 \& 219275 \& 62410 \& 61465 \\
\hline \& Establishments with 15 to 19 \& \& \& \& \& \& \& \& \\
\hline \& employees................ \& 201 \& 2937926 \& 91237 \& 21379 \& 3350 \& 184725 \& 48485 \& 50110 \\
\hline \& employees................. \& 416 \& 7887512 \& 356048 \& 82407 \& 12297 \& 758912 \& 191103 \& 208498 \\
\hline \& Establishments with 50 to 99 employees. \& 134 \& 5861949 \& 268102 \& 62212 \& 9134 \& 551543 \& 175456 \& 195912 \\
\hline \& Establishments with 100 employees or more \& 66 \& 22977534 \& 426300 \& 104537 \& 12471 \& 911909 \& 429869 \& 431965 \\
\hline \& Establishments not operated for the entire year. \& 407 \& 1053425 \& 46071 \& 10390 \& 1814 \& 104211 \& 11512 \& 43788 \\
\hline \multirow[t]{16}{*}{422470} \& Meat \& meat product whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 3557 \& 51326415 \& 1490922 \& 351742 \& 50256 \& 3166607 \& 1047158 \& 1128054 \\
\hline \& Establishments operated for the entire \& \& \& \& \& \& \& \& \\
\hline \& year Establishments with no employees. \& 3150
1

498 \& $$
\begin{array}{r}
50272990 \\
0
\end{array}
$$ \& \[

$$
\begin{array}{r}
444851 \\
\text { D }
\end{array}
$$
\] \& 341352 \& 48442

a \& $$
\begin{array}{r}
3062396 \\
\text { D }
\end{array}
$$ \& 1035646 \& \[

1084266
\] <br>

\hline \& Establishments with 1 employee.... Establishments with 2 employees... \& 4989 \& 721412 \& 19824 \& - ${ }^{\text {D }}$ \& 758 \& 43806 \& D
7671 \& D
7457 <br>
\hline \& Establishments with 3 or 4 employees. \& 449 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 5 or 6 employees. \& 346 \& 1723404 \& 50625 \& 11530 \& 1877 \& 113812 \& 25983 \& 27855 <br>
\hline \& Establishments with 7 to 9 \& \& \& \& \& \& \& \& <br>
\hline \& employees............. \& 317 \& 2004989 \& 69308 \& 16170 \& 2506 \& 143965 \& 59720 \& 61874 <br>
\hline \& employees.............. \& 343 \& 3861337 \& 106589 \& 25446 \& 4014 \& 219275 \& 62410 \& 61465 <br>
\hline \& Establishments with 15 to 19 employees. \& 201 \& 2937926 \& 91237 \& 21379 \& 3350 \& 184725 \& 48485 \& 50110 <br>
\hline \& Establishments with 20 to 49 employees. \& 416 \& 7887512 \& 356048 \& 82407 \& 12297 \& 758912 \& 191103 \& 208498 <br>
\hline \& Establishments with 50 to 99 \& \& \& \& \& \& \& \& <br>
\hline \& employees................. \& 134 \& 5861949 \& 268102 \& 62212 \& 9134 \& 551543 \& 175456 \& 195912 <br>
\hline \& or more ........................ \& 66 \& 22977534 \& 426300 \& 104537 \& 12471 \& 911909 \& 429869 \& 431965 <br>
\hline \& Establishments not operated for the entire year \& 407 \& 1053425 \& 46071 \& 10390 \& 1814 \& 104211 \& 11512 \& 43788 <br>
\hline \multirow[t]{16}{*}{42248} \& Fresh fruit \& vegetable whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 6121 \& 46340833 \& 3021175 \& 682431 \& 109771 \& 6240214 \& 568953 \& 648741 <br>
\hline \& Establishments operated for the entire \& 5227 \& 44344854 \& 2893424 \& 650176 \& 103413 \& 5966629 \& 561119 \& 583689 <br>
\hline \& Establishments with no employees.. \& \& D \& \& \& \& D \& D \& 583689 <br>
\hline \& Establishments with 1 employee.... \& 682 \& \& \& \& f \& \& \& D <br>
\hline \& Establishments with 2 employees... \& 551 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 3 or 4 employees. \& 827 \& 3196591 \& 104445 \& 22545 \& 2834 \& 239661 \& 12902 \& 13638 <br>
\hline \& Establishments with 5 or 6 employees. \& 531 \& 2854584 \& 106626 \& 23442 \& 2880 \& 228547 \& 13600 \& 13850 <br>
\hline \& Establishments with 7 to 9 employees. \& 506 \& 3234105 \& 147940 \& 31357 \& 4004 \& 300902 \& 18773 \& 20196 <br>
\hline \& Establishments with 10 to 14 employees. \& 539 \& 3885268 \& 199293 \& 44347 \& 6325 \& 416662 \& 34834 \& 34837 <br>
\hline \& Establishments with 15 to 19 \& \& \& \& \& \& \& \& <br>
\hline \& employees............. \& 324 \& 3380370 \& 184992 \& 41240 \& 5461 \& 368230 \& 26506 \& 25973 <br>
\hline \& employees................. \& 762 \& 10862268 \& 700202 \& 158700 \& 23284 \& 1386156 \& 156561 \& 164188 <br>
\hline \& Establishments with 50 to 99 employees. \& 311 \& 6513625 \& 571925 \& 126467 \& 21504 \& 1211745 \& 96634 \& 99450 <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 193 \& 8602108 \& 812471 \& 188326 \& 35337 \& 1656399 \& 189211 \& 198506 <br>
\hline \& Establishments not operated for the entire year. \& 894 \& 1995979 \& 127751 \& 32255 \& 6358 \& 273585 \& 7834 \& 65052 <br>
\hline \multirow[t]{11}{*}{422480} \& Fresh fruit \& vegetable whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 6121 \& 46340833 \& 3021175 \& 682431 \& 109771 \& 6240214 \& 568953 \& 648741 <br>
\hline \& Establishments operated for the entire year \& 5227 \& 44344854 \& 2893424 \& 650176 \& 103413 \& 5966629 \& 561119 \& 583689 <br>
\hline \& Establishments with no employees... \& 1 \& D \& D \& D \& a \& $\bigcirc$ D \& D \& 58 <br>
\hline \& Establishments with 1 employee.... \& 682 \& \& \& \& f \& D \& D \& D <br>
\hline \& Establishments with 2 employees... \& 551 \& \& \& \& g \& D \& D \& <br>
\hline \& Establishments with 3 or 4 employees. \& 827 \& 3196591 \& 104445 \& 22545 \& 2834 \& 239661 \& 12902 \& 13638 <br>
\hline \& Establishments with 5 or 6 employees. \& 531 \& 2854584 \& 106626 \& 23442 \& 2880 \& 228547 \& 13600 \& 13850 <br>
\hline \& Establishments with 7 to 9 . ${ }^{\text {en }}$. \& \& 2854584 \& 106626 \& \& \& 228547 \& 13600 \& 13850 <br>
\hline \& employees. \& 506 \& 3234105 \& 147940 \& 31357 \& 4004 \& 300902 \& 18773 \& 20196 <br>
\hline \& Establishments with 10 to 14 employees. \& 539 \& 3885268 \& 199293 \& 44347 \& 6325 \& 416662 \& 34834 \& 34837 <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224904 | Canned goods whsle-Con. <br> Establishments not operated for the entire year. | 165 | 658601 | 39900 | 9816 | 1156 | 71085 | 26402 | 35720 |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 703 | 6331021 | 266495 | 61485 | 7303 | 599825 | 307851 | 309381 |
|  | Establishments operated for the entire year | 630 | 6220497 | 253387 | 60441 | 7141 | 567738 | 282523 | 298230 |
|  | Establishments with no employees. Establishments with 1 employee. . | $\begin{array}{r} 2 \\ 134 \end{array}$ |  | 253 D D | ( | a c c | D D D | 282 |  |
|  | Establishments with 2 employees.... | 78 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 103 | 433531 | 13762 | 3076 | 360 | 30265 | 9749 | 10773 |
|  | Establishments with 5 or 6 employees. | 73 | 668638 | 17145 | 3712 | 385 | 38515 | 28245 | 32624 |
|  | Establishments with 7 to 9 | 73 57 | 668638 638 | 20091 | 3712 4207 | 385 449 | 38515 4695 | 28245 25278 | 32624 2131 |
|  | Establishments with 10 to 14. |  |  |  |  |  |  |  |  |
|  | employees................. | 64 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 34 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 62 |  | D | D | g | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ | 15 |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 100 employees | 15 | 329095 | 26920 | 6462 | 1008 | 61006 | 21716 | 23716 |
|  | or more ....................... | 8 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year. | 73 | 110524 | 13108 | 1044 | 162 | 32087 | 25328 | 11151 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4409 | 89955811 | 2850283 | 680917 | 86270 | 6208799 | 3275010 | 3442159 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  |  | 3822 | 88157050 | 2788469 | 666472 | 84178 | 6080525 | 3252126 | 3368379 |
|  | Establishments with 1 employee.... | 742 | 925557 | 27040 | 5809 | 742 | 66294 | 21847 | 22031 |
|  | Establishments with 2 employees... | 450 | 1032416 | 26293 | 5969 | 900 | 60645 | 26271 | 28453 |
|  | employees............ | 604 | 2029695 | 62064 | 13523 | 2083 | 148322 | 50723 | 52593 |
|  | Establishments with 5 or 6 | 373 | 2108786 | 60109 | 13605 | 2031 | 146613 | 111602 | 103215 |
|  | Establishments with 7 to 9 employees | 356 | 2836859 | 90562 | 20687 | 2816 | 219147 | 101856 | 109896 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees............... | 342 | 4921027 | 134557 | 31206 | 4003 | 326147 | 156513 | 160367 |
|  | Establishments with 15 to 19 employees. | 184 | 3243200 | 101029 | 22788 | 3095 | 209692 | 102852 | 105610 |
|  | Establishments with 20 to 49 | 439 | 17212628 | 456578 | 111523 | 13116 | 1108210 | 569229 | 567498 |
|  | Establishments with 50 to 99 | 153 | 11434584 | 321185 | 75104 | 10221 | 794847 | 286166 | 308069 |
|  | Establishments with 100 employees or more $\qquad$ | 173 | 42408672 | 1508922 | 366258 | 45171 | 3000113 | 1824775 | 1910356 |
|  | Establishments not operated for the entire year. | 587 | 1798761 | 61814 | 14445 | 2092 | 128274 | 22884 | 73780 |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 10343 | 166786245 | 2306012 | 518518 | 97521 | 6037409 | 9518504 | 9689572 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year $\quad$ Establishments with no employees. | $\begin{array}{r}9182 \\ \\ \hline\end{array}$ | 161812448 22687 | 2228884 230 | 499114 | 92578 | 5832484 643 | 9074492 1067 | 9090105 1691 |
|  | Establishments with 1 employee.... | 1209 | 3713483 | 39205 | 8388 | 1209 | 116469 | 169997 | 168161 |
|  | Establishments with 2 employees... | 969 | 4149440 | 53203 | 11462 | 1938 | 139178 | 203629 | 209117 |
|  | Establishments with 3 or $4 . \ldots \ldots \ldots .$. | 1758 | 10506029 | 166692 | 37798 | 6112 | 456150 | 704892 | 692562 |
|  | Establishments with 5 or 6 employees. | 1263 | 11422492 | 179006 | 39487 | 6856 | 508225 | 797751 | 821308 |
|  | Establishments with 7 to 9 employees | 1189 | 15363656 | 253921 | 55817 | 9375 | 702802 | 1224587 | 1205954 |
|  | Establishments with $10 \ldots \ldots \ldots \ldots$ | 1032 | 16924081 | 305403 | 65749 | 12117 |  | 1250086 | 1236866 |
|  | employees. <br> Establishments with 15 to 19 | 1032 | 16924081 | 305403 | 65749 | 12117 | 803792 | 1250086 | 1236866 |
|  | employees..................... | 545 | 21746285 | 207095 | 45778 | 9060 | 542342 | 722714 | 754255 |
|  | Establishments with 20 to 49 employees. | 1006 | 43582346 | 566760 | 127053 | 29443 | 1422497 | 1959413 | 2011939 |
|  | Establishments with 50 to 99 employees. | 176 | 16599971 | 251491 | 58926 | 11367 | 563930 | 709820 | 705408 |
|  | Establishments with 100 employees or more | 28 | 17781978 | 205878 | 48656 | 5101 | 576456 | 1330536 | 1282844 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year | 1161 | 4973797 | 77128 | 19404 | 4943 | 204925 | 444012 | 599467 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6569 | 120312556 | 1642921 | 370403 | 56368 | 4384826 | 6828225 | 6982213 |
|  | Establishments operated for the entire year $\qquad$ | 6097 | 118693515 | 1607667 | 360852 | 54686 | 4279058 | 6721551 | 6791629 |
|  | Establishments with no employees.. | $\begin{array}{r}6 \\ \hline\end{array}$ | 11868 227 | - 230 | - | 5468 | 4643 | - 1067 | 1691 |
|  | Establishments with 1 employee.... | 573 | 1194045 | 16978 | 3581 | 573 | 52576 | 93430 | 81004 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 610 | 2331743 | 33559 | 7320 | 1220 | 90835 | 169317 | 169749 |
|  | Establishments with 3 or 4 employees. | 1245 | 6286093 | 115348 | 25844 | 4332 | 319855 | 586289 | 573963 |
|  | Establishments with 5 or 6 employees. | 1010 | 9290276 | 147398 | 32416 | 5483 | 410109 | 707961 | 719350 |
|  | Establishments with 7 to 9 employees. | 967 | 13091602 | 212898 | 46940 | 7635 | 581571 | 1111154 | 1087955 |
|  | Establishments with 10 to 14 employees. | 778 | 13494488 | 252999 | 54344 | 9087 | 664709 | 1141107 | 1119755 |
|  | Establishments with 15 to 19 employees. | 351 | 18609465 | 167091 | 36140 | 5814 | 433977 | 609597 | 654718 |
|  | Establishments with 20 to 49 employees. | 473 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 68 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 15 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 472 | 1619041 | 35254 | 9551 | 1682 | 105768 | 106674 | 190584 |
| 422510 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6569 | 120312556 | 1642921 | 370403 | 56368 | 4384826 | 6828225 | 6982213 |
|  | Establishments operated for the entire year | 6097 | 118693515 | 1607667 | 360852 | 54686 | 4279058 | 6721551 | 6791629 |
|  | Establishments with no employees... |  | 22687 | 230 |  |  | 643 | 1067 | 1691 |
|  |  |  |  |  | 3581 | 573 |  | 93430 | 81004 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 610 | 2331743 | 33559 | 7320 | 1220 | 90835 | 169317 | 169749 |
|  | employees. | 1245 | 6286093 | 115348 | 25844 | 4332 | 319855 | 586289 | 573963 |
|  | Establishments with 5 or 6 employees. | 1010 | 9290276 | 147398 | 32416 | 5483 | 410109 | 707961 | 719350 |
|  | Establishments with 7 to 9 employees. | 967 | 13091602 | 212898 | 46940 | 7635 | 581571 | 1111154 | 1087955 |
|  | Establishments with 10 to 14 employees. | 778 | 13494488 | 252999 | 54344 | 9087 | 664709 | 1141107 | 1119755 |
|  | Establishments with 15 to 19 employees. | 351 | 18609465 | $167091$ | 36140 | 5814 | 433977 | $609597$ | $654718$ |
|  | Establishments with $20.10 \ldots \ldots \ldots$ | 351 |  | 167091 | 36140 | 5814 | 433977 | 609597 | 654718 |
|  | employees.................. | 473 | D | D | D | j | D | D | D |
|  | employees. | 68 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 15 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year. | 472 | 1619041 | 35254 | 9551 | 1682 | 105768 | 106674 | 190584 |
| 42252 | Livestock whsle |  |  |  |  |  |  |  |  |
|  | All establishments... | 2090 | 24098461 | 260202 | 60243 | 27182 | 645154 | 212441 | 264903 |
|  | Establishments operated for the entire year | 1849 | 23338123 | 253221 | 58550 | 26284 | 627575 | 210971 | 247201 |
|  | Establishments with no employees.. Establishments with 1 employee.... | $37 \overline{6}$ | $1645987$ | $10919$ | 2561 | 376 | 28818 | $26134$ | 40612 |
|  | Establishments with 2 employees... | 183 | 877223 | 8049 | 1715 | 366 | 20408 | 11114 | 40612 11446 |
|  | Establishments with 3 or 4 employees. | 223 | 1578623 | 14467 | 3746 | 774 | 46682 | 24811 | 28537 |
|  | Establishments with 5 or 6 employees. | 120 | 977425 | 12215 | 2952 | 652 | 36192 | 19447 | 21829 |
|  | Establishments with 7 to 9 employees. | 110 | 1051255 | 14297 | 3045 | 869 | 39243 | 11478 | 12411 |
|  | Establishments with 10 to 14 employees. | 150 | 1709965 | 20096 | 4936 | 1823 | 60351 | 14102 | 17557 |
|  | Establishments with 15 to 19 employees. | 153 | 1853595 | 21614 | 5065 | 2558 | 55447 | 8457 | 9616 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees..................... | 456 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 76 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees |  |  |  |  |  | D | D |  |
|  | or more ...................... | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year. | 241 | 760338 | 6981 | 1693 | 898 | 17579 | 1470 | 17702 |
| 422520 | Livestock whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 2090 | 24098461 | 260202 | 60243 | 27182 | 645154 | 212441 | 264903 |
|  | Establishments operated for the entire year | 1849 | 23338123 | 253221 | 58550 | 26284 | 627575 | 210971 | 247201 |
|  | Establishments with no employees.. |  | 1645087 |  |  |  |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 376 183 | $\begin{array}{r} 1645987 \\ 877223 \end{array}$ | 10919 8049 | 2561 1715 | 376 366 | 28818 20408 | 26134 11 114 | 40612 11446 |
|  | Establishments with 3 or 4 employees. | 183 223 | 1578623 | 14467 | $3746$ | 366 774 | 46682 | $24811$ | 11546 28 |

[^76]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422520 | Livestock whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 5 or 6 employees. | 120 | 977425 | 12215 | 2952 | 652 | 36192 | 19447 | 21829 |
|  | Establishments with 7 to 9 employees. | 110 | 1051255 | 14297 | 3045 | 869 | 39243 | 11478 | 12411 |
|  | Establishments with 10 to 14 employees. | 150 | 1709965 | 20096 | 4936 | 1823 | 60351 | 14102 | 17557 |
|  | Establishments with 15 to 19 employees. <br> Establishments with 20 to 49 | 153 | 1853595 | 21614 | 5065 | 2558 | 55447 | 8457 | 9616 |
|  | employees. | 456 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 76 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year. | 241 | 760338 | 6981 | 1693 | 898 | 17579 | 1470 | 17702 |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Establishments operated for the entire year | 1236 | 19780810 | 367996 | 79712 | 11608 | 925851 | 2141970 | 2051275 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 260 | $873451$ | $1130{ }^{-}$ | 2246 | 260 | 35075 | 50433 | $46545$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 176 | 940474 | 11595 | 2427 | 352 | 27935 | 23198 | 27922 |
|  | employees. | 290 | 2641313 | 36877 | 8208 | 1006 | 89613 | 93792 | 90062 |
|  | Establishments with 5 or 6 employees. | 133 | 1154791 | 19393 | 4119 | 721 | 61924 | 70343 | 80129 |
|  | Establishments with 7 to 9 employees. | 112 | 1220799 | 26726 | 5832 | 871 | 81988 | 101955 | 105588 |
|  | Establishments with 10 to 14 employees. | 104 | 1719628 | 32308 | 6469 | 1207 | 78732 | 94877 | 99554 |
|  | Establishments with 15 to 19 employees. | 41 | 1283225 | 18390 | 4573 | 688 | 52918 | 104660 | 89921 |
|  | Establishments with 20 to 49 employees | 77 | D | D | D | g | D | D | D |
|  | Establishments with 50 to $99 \cdots \cdots$ |  |  |  |  | g |  |  |  |
|  | employees.................... | 32 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 11 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 448 | 2594418 | 34893 | 8160 | 2363 | 81578 | 335868 | 391181 |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Establishments operated for the entire year $\qquad$ | 1236 | 19780810 | 367996 | 79712 | 11608 | 925851 | 2141970 | 2051275 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 260 | $873451$ | 11308 | $224 \bar{\square}$ | 260 | 35075 | 50433 | 46545 |
|  | Establishments with 2 employees.... | 176 | 940474 | 11595 | 2427 | 352 | 27935 | 23198 | 27922 |
|  | Establishments with 3 or 4 <br> employees. | 290 | 2641313 | 36877 | 8208 | 1006 | 89613 | 93792 | 90062 |
|  | Establishments with 5 or 6 employees. | 133 | 1154791 | 19393 | 4119 | 721 | 61924 | 70343 | 80129 |
|  | Establishments with 7 to 9 employees. | 112 | 1220799 | 26726 | 5832 | 871 | 81988 | 101955 | 105588 |
|  | Establishments with 10 to 14 employees. | 104 | 1719628 | 32308 | 6469 | 1207 | 78732 | 94877 | 99554 |
|  | Establishments with 15 to 19 employees. | 41 | 1283225 | 18390 | 4573 | 688 | 52918 | 104660 | 89921 |
|  | Establishments with 20 to $49 \ldots \ldots$ | 77 | 1283 | - | - | 9 | - |  | - |
|  | employees. Establishments with 50 to 99 | 77 | D | D | D | g | D | D | D |
|  | employees. | 32 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 11 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 448 | 2594418 | 34893 | 8160 | 2363 | 81578 | 335868 | 391181 |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 260 | 2096303 | 54276 | 13637 | 1983 | 138079 | 111982 | 120784 |
|  | Establishments operated for the entire year | 218 | 2024385 | 53101 | 13354 | 1879 | 135503 | 109261 | 111001 |
|  | Establishments with no employees.. Establishments with 1 employee... | 44 | $15422 \overline{9}$ | 2230 | 479 | $4{ }_{4}$ | 7280 |  |  |
|  | Establishments with 2 employees.... | 40 | 159330 | 2726 | 624 | 80 | 6955 | 5488 | 6221 6731 |
|  | Establishments with 3 or 4 employees. | 46 | 307965 | 7280 | 1924 | 164 | 17353 | 13420 | 15818 |
|  | Establishments with 5 or 6 | 24 | 182974 | 4122 | 1034 |  | 12546 | 16083 | 16377 |
|  | employees..................... | 24 | 182974 | 4122 | 1034 | 130 | 12546 | 16083 | 16377 |
|  | employees...................... | 18 | 82481 | 4437 | 1054 | 133 | 10358 | 10401 | 9586 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^77]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees <br> for pay <br> period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4225904 | Cotton whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ | 4 5 | 1180913 D | 12027 | 1706 D | 250 | 22256 D | 150728 D | 156808 |
|  | Establishments not operated for the entire year | 43 | 964921 | 6220 | 1824 | 164 | 9979 | 313697 | 329374 |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 719 | 5799274 | 144279 | 31458 | 5366 | 327912 | 346126 | 346699 |
|  | Establishments operated for the entire year | 595 | 5624007 | 134885 | 29987 | 5100 | 310133 | 327081 | 309302 |
|  | Establishments with no employees. . Establishments with 1 employee. | 128 | 230862 | $4673^{-}$ | 873 | 128 | $14{ }^{723}$ | 11213 | 9175 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 76 | 173346 | 4028 | 850 | 152 | 10902 | 7667 | 9710 |
|  | Establishments with 3 or 4 employees.................... | 140 | 810816 | 14565 | 3450 | 487 | 35346 | 25104 | 25124 |
|  | Establishments with 5 or 6 employees. | 65 | 254241 | 8031 | 1808 | 351 | 23277 | 18239 | 19725 |
|  | Establishments with 7 to 9 employees. <br> Establishments with 10 to 14 | 60 | 552502 | 12459 | 2603 | 474 | 29491 | 28209 | 24543 |
|  | employees. | 51 | 709776 | 14049 | 2983 | 590 | 31165 | 19855 | 19795 |
|  | Establishments with 15 to 19 employees. | 19 | 773867 | 9145 | 2558 | 319 | 26843 | 23952 | 23530 |
|  | Establishments with 20 to 49 employees. | 37 | 1451263 | 34413 | 6550 | 1069 | 77910 | 42472 | 37742 |
|  | Establishments with 50 to 99 employees. | 16 | 429871 | 25422 | 6568 | 1174 | 48938 | 66621 | 68115 |
|  | or more ...................... | 3 | 237463 | 8100 | 1744 | 356 | 11538 | 83749 | 71843 |
|  | Establishments not operated for the entire year............................ . . | 124 | 175267 | 9394 | 1471 | 266 | 17779 | 19045 | 37397 |
| 4226 | Chemical \& allied products whsle All establishments | 15920 | 128923496 | 7241315 | 1741474 | 165768 | 14924310 | 6112219 | 6425438 |
|  | Establishments operated for the entire year | 14457 | 126610488 | 7105104 | 1700716 | 161805 | 14623331 | 6050368 | 6257170 |
|  | Establishments with no employees.. Establishments with 1 employee.... | - $\begin{array}{r}6 \\ 2679\end{array}$ | $\begin{array}{r}3194 \\ 3622304 \\ \hline\end{array}$ | $\begin{array}{r}13634 \\ \hline 44\end{array}$ | $2919 \overline{2}$ | 2679 | 164 300008 | 32 79990 | $\begin{array}{r} 42 \\ 87 \quad 926 \end{array}$ |
|  | Establishments with 2 employees... | 1859 | 3353692 | 153639 | 33504 | 3718 | 344139 | 112292 | 118955 |
|  | Establishments with 3 or 4 employees. | 2543 | 7655754 | 359764 | 82867 | 8657 | 783696 | 259346 | 291629 |
|  | Establishments with 5 or 6 employees. | 1613 | 7697800 | 363978 | 80505 | 8808 | 788729 | 332358 | 341758 |
|  | Establishments with 7 to 9 employees. | 1467 | 10180707 | 492780 | 110278 | 11573 | 1025589 | 450678 | 465242 |
|  | Establishments with 10 to 14 employees. <br> Establishments with 15 to 19 | 1545 | 16044357 | 775637 | 181114 | 18147 | 1616999 | 613310 | 632277 |
|  | employees. | 862 | 10824827 | 617547 | 144395 | 14393 | 1260302 | 503343 | 519763 |
|  | employees. <br> Establishm | 1426 | 27264786 | 1854791 | 435461 | 42334 | 3796668 | 1771621 | 1845523 |
|  | employees. <br> Establishments with 100 employees | 333 | 19554983 | 959557 | 235407 | 22552 | 1932430 | 1067052 | 1076964 |
|  | or more $\qquad$ | 124 | 20408084 | 1391014 | 367993 | 28944 | 2774607 | 860346 | 877091 |
|  | Establishments not operated for the entire year $\qquad$ | 1463 | 2313008 | 136211 | 40758 | 3963 | 300979 | 61851 | 168268 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Establishments operated for the entire year | 4009 | 34458077 | 1713715 | 397083 |  | 3591542 | 1855577 | 1929257 |
|  | Establishments with no employees. . Establishments with 1 employee.. | 4 2 760 |  |  |  |  |  |  |  |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 524 | D | D | D | g | D | D | D |
|  | employees. | 639 | 2289620 | 99601 | 22379 | 2191 | 210507 | 60092 | 61927 |
|  | Establishments with 5 or 6 employees. | 436 | 2051795 | 99741 | 22278 | 2400 | 220850 | 86095 | 92201 |
|  | Establishments with 7 to 9 employees. | 435 | 3386182 | 143074 | 32231 | 3427 | 301148 | 141310 | 154333 |
|  | Establishments with 10 to 14 employees. | 413 | 4111864 | 192984 | 44006 | 4893 | 406202 | 208250 | 217114 |
|  | Establishments with 15 to 19 employees. | 259 | 2917572 | 171521 | 39833 | 4304 | 362618 | 189282 | 194339 |
|  | Establishments with 20 to 49 employees. | 424 | 7007940 | 497765 | 116304 | 12774 | 1019178 | 578339 | 591734 |
|  | Establishments with 50 to 99 employees. | 89 | $6806014$ | 238002 | 58227 | 6165 | $481993$ | 219435 | $249369$ |
|  | Establishments with 100 employees or more $\qquad$ |  | $2781014$ | $175364$ | $41951$ | $4579$ | $383540$ | 321627 | 314315 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42261 | Plastics materials \& basic forms \& shapes whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year $\qquad$ | 340 | 735194 | 29935 | 8865 | 1139 | 68376 | 22754 | 59032 |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Establishments operated for the entire year |  | 34458077 | 1713715 |  |  |  |  | 1929257 |
|  | Establishments with no employees.. | 4 2 |  |  | 397 D |  | 3591542 | 1855 D | 1929 D |
|  | Establishments with 1 employee.... | 760 | D | D |  | f | D | D | D |
|  | Establishments with 2 employees... | 524 | D | D | D | g | D | D | D |
|  | Employees................ | 639 | 2289620 | 99601 | 22379 | 2191 | 210507 | 60092 | 61927 |
|  | Establishments with 5 or 6 employees. | 436 | 2051795 | 99741 | 22278 | 2400 | 220850 | 86095 | 92201 |
|  | Establishments with 7 to 9 employees. | 435 | 3386182 | 143074 | 32231 | 3427 | 301148 | 141310 | 154333 |
|  | Establishments with 10 to 14 employees. | 413 | 4111864 | 192984 | 44006 | 4893 | 406202 | 208250 | 217114 |
|  | Establishments with 15 to 19 | 259 | 2917572 | 171521 | 39833 | 4304 | 362618 | 189282 | 194339 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees.............. | 424 | 7007940 | 497765 | 116304 | 12774 | 1019178 | 578339 | 591734 |
|  | employees............. | 89 | 6806014 | 238002 | 58227 | 6165 | 481993 | 219435 | 249369 |
|  | Establishments with 100 employees or more | 28 | 2781014 | 175364 | 41951 | 4579 | 383540 | 321627 | 314315 |
|  | Establishments not operated for the entire year. $\qquad$ | 340 | 735194 | 29935 | 8865 | 1139 | 68376 | 22754 | 59032 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Establishments operated for the entire year |  |  |  |  |  |  |  |  |
|  | year ${ }_{\text {Establishments }}$ with no employees.. | 10448 |  | 5391389 | 1303633 | 119264 a | 11031789 | 4194791 | 4327913 |
|  | Establishments with 1 employee.... | 1919 | D | D | D | g | D | D |  |
|  | Establishments with 2 employees... | 1335 | D | D | D | h | D | D | D |
|  | Establishments with 3 or 4 employees | 1904 | 5366134 | 260163 | 60488 | 6466 | 573189 | 199254 | 229702 |
|  | Establishments with 5 or 6 employees. | 1177 | 5646005 | 264237 | 58227 | 6408 | 567879 | 246263 | 249557 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.............. | 1032 | 6794525 | 349706 | 78047 | 8146 | 724441 | 309368 | 310909 |
|  | Establishments with employees.................... | 1132 | 11932493 | 582653 | 137108 | 13254 | 1210797 | 405060 | 415163 |
|  | Establishments with 15 to 19 employees. | 603 | 7907255 | 446026 | 104562 | 10089 | 897684 | 314061 | 325424 |
|  | Establishments with 20 to 49 |  |  | 1357026 | 310157 |  |  |  |  |
|  | employees............... | 1002 | 20256846 | 1357026 | 319157 | 29560 | 2777490 | 1193282 | 1253789 |
|  | employees.............. | 244 | 12748969 | 721555 | 177180 | 16387 | 1450437 | 847617 | 827595 |
|  | Eraber .................... | 96 | 17627070 | 1215650 | 326042 | 24365 | 2391067 | 538719 | 562776 |
|  | Establishments not operated for the entire year $\qquad$ | 1123 | 1577814 | 106276 | 31893 | 2824 | 232603 | 39097 | 109236 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Establishments operated for the entire year |  |  |  |  |  |  |  |  |
|  |  | 10448 | 92152411 | 5391389 | 1303633 | 119264 a | 11031789 | 4194791 | 4327913 |
|  | Establishments with 1 employee.... | 1919 |  |  |  | g | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1335 |  |  | D | h | D | D | D |
|  | employees...................... | 1904 | 5366134 | 260163 | 60488 | 6466 | 573189 | 199254 | 229702 |
|  | Establishments with 5 or 6 employees. | 1177 | 5646005 | 264237 | 58227 | 6408 | 567879 | 246263 | 249557 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees............. | 1032 | 6794525 | 349706 | 78047 | 8146 | 724441 | 309368 | 310909 |
|  | Establishments with 10 to 14 employees............... | 1132 | 11932493 | 582653 | 137108 | 13254 | 1210797 | 405060 | 415163 |
|  |  |  | 7907255 |  |  |  |  |  |  |
|  | employees. <br> Establishments with 20 to 49 | 603 | 7907255 | 446026 | 104562 | 10089 | 897684 | 314061 | 325424 |
|  | employees.............. | 1002 | 20256846 | 1357026 | 319157 | 29560 | 2777490 | 1193282 | 1253789 |
|  | Establishments with 50 to 99 employees. | 244 | 12748969 | 721555 | 177180 | 16387 | 1450437 | 847617 | 827595 |
|  | Establishments with 100 employees |  |  |  |  |  |  |  |  |
|  | or more ........................ | 96 | 17627070 | 1215650 | 326042 | 24365 | 2391067 | 538719 | 562776 |
|  | Establishments not operated for the entire year | 1123 | 1577814 | 106276 | 31893 | 2824 | 232603 | 39097 | 109236 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1106 | 2806880 | 407882 | 97550 | 11505 | 820782 | 167580 | 181052 |
|  | Establishments operated for the entire year $\qquad$ | 1022 | 2731831 | 401456 | 95742 | 11197 | 807969 | 166085 | 177308 |
|  | Establishments with no employees. . <br> Establishments with 1 employee.. | 113 | D | D | D | c | D | $\overline{\text { D }}$ | D |
|  | Establishments with 2 employees... | 93 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 189 | 183660 | 20964 | 4944 | 656 | 47152 | 12203 | 13464 |
|  | Establishments with 5 or 6 employees. | 140 | 176053 | 22250 | 5314 | 763 | 48565 | 12016 | 13178 |
|  | Establishments with 7 to 9 employees. | 135 | 308375 | 38129 | 9071 | 1065 | 79890 | 17634 | 17626 |
|  | Establishments with 10 to 14 employees. | 133 | 461164 | 57365 | 13143 | 1549 | 116436 | 22082 | 22598 |
|  | Establishments with 15 to 19 employees. | 70 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees | 118 | 759605 | 122809 | 28999 | 3351 | 238956 | 50403 | 52077 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  | 52077 |
|  | employees.............. | 28 | 404283 | 73999 | 18167 | 1971 | 148148 | 23484 | 26357 |
|  | or more | 3 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 84 | 75049 | 6426 | 1808 | 308 | 12813 | 1495 | 3744 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 10465 | 90923345 | 5089783 | 1237976 | 110583 | 10443610 | 4066308 | 4256097 |
|  | Establishments operated for the entire year $\qquad$ | 9426 | 89420580 | 4989933 | 1207891 | 108067 | 10223820 | 4028706 | 4150605 |
|  | Establishments with no employees. . |  |  |  |  | a | 10223 | D | D |
|  | Establishments with 1 employee... | 1806 | D | D | D | g | D | D | D |
|  | Establishments with 2 employees... | 1242 | D | D | D | g | D | D | D |
|  | Establishments with 3 or $4 \ldots \ldots . .$. . | 1715 | 5182474 | 239199 | 55544 | 5810 | 526037 | 187051 | 216238 |
|  | Establishments with 5 or 6 employees. | 1037 | 5469952 | 241987 | 52913 | 5645 | 519314 | 234247 | 236379 |
|  | Establishments with 7 to 9 employees. | 897 | 6486150 | 311577 | 68976 | 7081 | 644551 | 291734 | 293283 |
|  | Establishments with 10 to 14 |  | 11471329 |  |  |  |  |  |  |
|  | employees. Establishments with 15 to 19 | 999 | 11471329 | 525288 | 123965 | 11705 | 1094361 | 382978 | 392565 |
|  | employees. | 533 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 884 | 19497241 | 1234217 | 290158 | 26209 | 2538534 | 1142879 | 1201712 |
|  | Establishments with 50 to 99 employees. | 216 | 12344686 | 647556 | 159013 | 14416 | 1302289 | 824133 | 801238 |
|  | Establishments with 100 employees or more $\qquad$ | 93 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 1039 | 1502765 | 99850 | 30085 | 2516 | 219790 | 37602 | 105492 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | r11 297 | '267 623942 | r4 479853 | r1 081580 | r137 829 | 12000291 | 6814285 | 6960673 |
|  | Establishments operated for the entire year | 10608 | 257176007 | 4374437 | 1051548 | 134856 | 11286455 | 6711857 | 6777187 |
|  | Establishments with no employees. . Establishments with 1 employee... | $1262$ |  | $49095$ | $1121 \overline{1}$ | 1262 | 148618 | 73938 | 74319 |
|  | Establishments with 2 employees.... | 1017 | 6135237 | 63293 | 14789 | 2034 | 183239 | 139485 | 113258 |
|  | Establishments with 3 or 4 employees. | 1765 | 16572624 | 179526 | 42260 | 6094 | 508766 | 397518 | 385863 |
|  | Establishments with 5 or 6 employees. | 1425 | 21455009 | 232773 | 54186 | 7806 | 797600 | 450869 | 449326 |
|  | Establishments with 7 to 9 employees | 1391 | 18515799 | 328889 | 77783 | 10986 | 883037 | 538766 | 564752 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................... | 1371 | 33392837 | 516234 | 118715 | 15968 | 1401746 | 712270 | 731003 |
|  | Establishments with 15 to 19 employees. | 723 | 19471501 | 405105 | 94810 | 12093 | 1062638 | 566515 | 574844 |
|  | Establishments with 20 to 49 employees. | 1248 | 73723459 | 1234004 | 295177 | 36535 | 3100462 | 2081997 | 1893150 |
|  | Establishments with 50 to 99 employees. | 298 | 30295518 | 668133 | 167470 | 19930 | 1660237 | 983155 | 945524 |
|  | Establishments with 100 employees or more $\qquad$ | 108 | 33875498 | 697385 | 175147 | 22148 | 1540112 | 767344 | 1045148 |
|  | Establishments not operated for the entire year | 689 | 10447935 | $105416$ | $30032$ | $2973$ | $713836$ | 102428 | 183486 |

[^78]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | 「7690 | r176 719246 | r3 165900 | r754 255 | r102 489 | 8264472 | 5235427 | 5393771 |
|  | Establishments operated for the entire year | 7367 | 175067610 | 3132298 | 746039 | 101149 | 8181865 | 5219510 | 5347570 |
|  | Establishments with no employees.. Establishments with 1 employee... | 625 | 1804170 | 25549 | 5968 | 625 | 80705 | 57026 | 58086 |
|  | Establishments with 2 employees.... | 561 | 3286291 | 29830 | 7216 | 1122 | 101039 | 122205 | 95999 |
|  | Establishments with 3 or 4 employees. | 1154 | 11204923 | 108483 | 25300 | 3996 | 332240 | 330700 | 316087 |
|  | Establishments with 5 or 6 employees. | 1019 | 16256210 | 157860 | 37178 | 5597 | 616247 | 391523 | 385387 |
|  | Establishments with 7 to 9 employees. | 1094 | 13523101 | 246870 | 58510 | 8623 | 688545 | 466977 | 490517 |
|  | Establishments with 10 to 14 employees. | 1044 | 22856379 | 371492 | 85611 | 12199 | 1051258 | 561253 | 578879 |
|  | Establishments with 15 to 19 | 573 | 12608986 | 306087 | 71503 | 9586 | 787700 | 481555 | 497435 |
|  | Establishments with 20 to 49 employees. | 981 | 55409403 | 925984 | 221248 | 28623 | 2257035 | 1729005 | 1545316 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees................ | 238 | 20792280 | 513319 | 130199 | 15793 | 1275268 | 602536 | 613007 |
|  | Establishments with 100 employees or more $\qquad$ | 78 | 17325867 | 446824 | 103306 | 14985 | 991828 | 476730 | 766857 |
|  | Establishments not operated for the entire year | 323 | 1651636 | 33602 | 8216 | 1340 | 82607 | 15917 | 46201 |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | r7 690 | r176 719246 | r3 165900 | '754 255 | r102 489 | 8264472 | 5235427 | 5393771 |
|  | Establishments operated for the entire year | 7367 | 175067610 | 3132298 | 746039 | 101149 | 8181865 | 5219510 | 5347570 |
|  | Establishments with no employees.. Establishments with 1 employee... |  | $1804170$ | 25549 | 5968 | 625 | 80705 | 57026 | 58086 |
|  | Establishments with 2 employees.... | 561 | 3286291 | 29830 | 7216 | 1122 | 101039 | 122205 | 95999 |
|  | Establishments with 3 or 4 employees | 1154 | 11204923 | 108483 | 25300 | 3996 | 332240 | 330700 | 316087 |
|  | Establishments with 5 or 6 |  |  |  |  |  |  |  |  |
|  | employees........... | 1019 | 16256210 | 157860 | 37178 | 5597 | 616247 | 391523 | 385387 |
|  | employees............ | 1094 | 13523101 | 246870 | 58510 | 8623 | 688545 | 466977 | 490517 |
|  | Establishments with 10 to 14 | 1044 | 22856379 | 371492 | 85611 | 12199 | 1051258 | 561253 | 578879 |
|  | Establishments with 15 to 19 employees | 573 | 12608986 | 306087 | 71503 | 9586 | 787700 | 481555 | 497435 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees.................. | 981 | 55409403 | 925984 | 221248 | 28623 | 2257035 | 1729005 | 1545316 |
|  | Establishments with 50 to 99 employees. | 238 | 20792280 | 513319 | 130199 | 15793 | 1275268 | 602536 | 613007 |
|  | Establishments with 100 employees or more $\qquad$ | 78 | 17325867 | 446824 | 103306 | 14985 | 991828 | 476730 | 766857 |
|  | Establishments not operated for the entire year $\square$ | 323 | 1651636 | 33602 | 8216 | 1340 | 82607 | 15917 | 46201 |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments. | r7 270 | r171 008939 | '2 991345 | '713993 | r97 752 | 7859949 | 4976010 | 5120276 |
|  | Establishments operated for the entire year | 6972 | 169470593 | 2959466 | 706282 | 96473 | 7781904 | 4962474 | 5076314 |
|  | Establishments with no employees.. Establishments with 1 employee... |  | $1709767$ | $24637$ | $5785$ |  | $77803$ | 53965 | 54794 |
|  | Establishments with 2 employees... | 529 | 3171474 | 27257 | 6583 | 1058 | 93675 | 115476 | 89322 |
|  | Establishments with 3 or 4 employees. | 1083 | 10960158 | 100701 | 23515 | 3750 | 312326 | 317731 | 302863 |
|  | Establishments with 5 or 6 employees. | 960 | 16025530 | 148202 | 34972 | 5273 | 593322 | 377342 | 369201 |
|  | Establishments with 7 to 9 . ${ }^{\text {a }}$. ${ }^{\text {a }}$ | 960 | 16025530 |  |  |  |  |  |  |
|  | employees.................. | 1025 | 13106174 | 230494 | 54685 | 8088 | 651126 | 436956 | 454641 |
|  | Establishments with 10 to 14 employees. | 985 | 22587219 | 352687 | 80994 | 11525 | 1003096 | 541251 | 558740 |
|  | Establishments with 15 to 19 employees. | 539 | 11922121 | 282517 | 65387 | 9018 | 733595 | 461610 | 470522 |
|  | Establishments with 20 to 49 employees | 945 | 53888378 | 892842 | 212782 | 27596 | 2183173 | 1670445 | 1478832 |
|  | Establishments with 50 to $99 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 232 | 19329570 | 493613 | 126039 | 15385 | 1221134 | 579739 | 594288 |
|  | Establishments with 100 employees or more $\qquad$ | 74 | 16770202 | 406516 | 95540 | 14180 | 912654 | 407959 | 703111 |
|  | Establishments not operated for the entire year | 298 | 1538346 | 31879 | 7711 | 1279 | 78045 | 13536 | 43962 |

[^79]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments | 6045 | 50922994 | 1878095 | 443455 | 69499 | 4737727 | 1461304 | 1476135 |
|  | Establishments operated for the entire year | 5783 | 50464592 | 1859840 | 438426 | 68456 | 4693963 | 1449548 | 1452446 |
|  | Establishments with no employees.. Establishments with 1 employee... | 570 | 1154709 | 22179 | 5245 | 570 | 67130 | 39482 | 39783 |
|  | Establishments with 2 employees... | 462 | 884973 | 21803 | 5198 | 924 | 62216 | 28978 | 28615 |
|  | Establishments with 3 or 4 employees. | 934 | 3031318 | 79913 | 18316 | 3231 | 229940 | 112024 | 116243 |
|  | Establishments with 5 or 6 employees. | 763 | 3276342 | 107684 | 25375 | 4177 | 297675 | 97829 | 98358 |
|  | Establishments with 7 to 9 employees. | 880 | 5427220 | 185347 | 43329 | 6940 | 493837 | 167162 | 170010 |
|  | Establishments with 10 to 14 employees. | 843 | 8078984 | 273282 | 63047 | 9862 | 735283 | 202007 | 207854 |
|  | Establishments with 15 to 19 employees. | 448 | 5238347 | 221366 | 50427 | 7500 | 565790 | 172679 | 172314 |
|  | Establishments with 20 to 49 employees. | 698 | 14959643 | 572749 | 133457 | 20173 | 1375289 | 431147 | 416418 |
|  | Establishments with 50 to 99 employees. | 152 | 6214396 | 270585 | 68202 | 10313 | 647772 | 148240 | 153733 |
|  | Establishments with 100 employees or more $\qquad$ | 33 | 2198660 | 104932 | 25830 | 4766 | 219031 | 50000 | 49118 |
|  | Establishments not operated for the entire year. $\qquad$ | 262 | 458402 | 18255 | 5029 | 1043 | 43764 | 11756 | 23689 |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments | r1 225 | r120 085945 | r1 113250 | r270 538 | '28 253 | 3122222 | 3514706 | 3644141 |
|  | Establishments operated for the entire year | 1189 | 119006001 | 1099626 | 267856 | 28017 | 3087941 | 3512926 | 3623868 |
|  | Establishments with no employees.. | 30 | $555058$ | $245 \overline{8}$ | 540 | 30 | 10 673 | $1448 \overline{3}$ |  |
|  | Establishments with 2 employees... | 67 | 2286501 | ${ }^{2} 454$ | 1385 | 134 | 31459 | 86498 | 15011 60707 |
|  | Establishments with 3 or 4 employees. | 149 | 7928840 | 20788 | 5199 | 519 | 82386 | 205707 | 186620 |
|  | Establishments with 5 or 6 employees. | 197 | 12749188 | 40518 | 9597 | 1096 | 295647 | 279513 | 270843 |
|  | Establishments with 7 to 9 employees. | 145 | 7678954 | 45147 | 11356 | 1148 | 157289 | 269794 | 284631 |
|  | Establishments with 10 to 14 employees. | 142 | 14508235 | 79405 | 17947 | 1663 | 267813 | 339244 | 350886 |
|  | Establishments with 15 to 19 employees. | 91 | 6683774 | 61151 | 14960 | 1518 | 167805 | 288931 | 298208 |
|  | Establishments with 20 to 49 employees. | 247 | 38928735 | 320093 | 79325 | 7423 | 807884 | 1239298 | 1062414 |
|  | Establishments with 50 to 99 employees. |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | 80 | 13115174 | 223028 | 57837 | 5072 | 573362 | 431499 | 440555 |
|  | or more ............. | 41 | 14571542 | 301584 | 69710 | 9414 | 693623 | 357959 | 653993 |
|  | Establishments not operated for the entire year $\qquad$ | 36 | 1079944 | 13624 | 2682 | 236 | 34281 | 1780 | 20273 |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | 420 | 5710307 | 174555 | 40262 | 4737 | 404523 | 259417 | 273495 |
|  | Establishments operated for the entire year | 395 | 5597017 | 172832 | 39757 | 4676 | 399961 | 257036 | 271256 |
|  | Establishments with no employees. . Establishments with 1 employee... | 25 | $9440 \overline{3}$ | 912 | 183 | 25 | 2902 | 3061 | 3292 |
|  | Establishments with 1 employee.... | 25 32 | 94403 114817 | 912 273 | 183 633 | 25 64 | 2902 7364 | 3061 6729 | 3292 6677 |
|  | Establishments with 3 or 4 employees. | 71 | 244765 | 7782 | 1785 | 246 | 19914 | 12969 | 13224 |
|  | Establishments with 5 or 6 employees. | 59 | 230680 | 9658 | 2206 | 324 | 22925 | 14181 | 16186 |
|  | Establishments with 7 to 9 employees. | 69 | 416927 | 16376 | 3825 | 535 | 37419 | 30021 | 35876 |
|  | Establishments with 10 to 14 employees. | 59 | 269160 | 18805 | 4617 | 674 | 48162 | 20002 |  |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees................. | 34 | 686865 | 23570 | 6116 | 568 | 54105 | 19945 | 26913 |
|  |  | 36 | 1521025 | 33142 | 8466 | 1027 | 73862 | 58560 | 66484 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees................... | 6 | 1462710 | 19706 | 4160 | 408 | 54134 | 22797 | 18719 |
|  | Establishments with 100 employees or more $\qquad$ | 4 | 555665 | 40308 | 7766 | 805 | 79174 | 68771 | 63746 |
|  | Establishments not operated for the entire year | 25 | 113290 | 1723 | 505 | 61 | 4562 | 2381 | 2239 |

[^80]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses² $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Establishments operated for the entire year | 3241 | 82108397 | 1242139 | 305509 | 33707 | 3104590 | 1492347 | 1429617 |
|  | Establishments with no employees.. Establishments with 1 employee... | 637 | 1934355 | 23546 | 5243 | 637 | 67913 | 16912 | 16233 |
|  | Establishments with 2 employees... | 456 | 2848946 | 33463 | 7573 | 912 | 82200 | 17280 | 17259 |
|  | employees. | 611 | 5367701 | 71043 | 16960 | 2098 | 176526 | 66818 | 69776 |
|  | employees............. | 406 | 5198799 | 74913 | 17008 | 2209 | 181353 | 59346 | 63939 |
|  | Establishments with 7 to 9 employees. | 297 | 4992698 | 82019 | 19273 | 2363 | 194492 | 71789 | 74235 |
|  | Establishments with 10 to 14 employees. | 327 | 10536458 | 144742 | 33104 | 3769 | 350488 | 151017 | 152124 |
|  | Establishments with 15 to 19 | 150 | 6862515 | 99018 | 23307 | 2507 | 274938 | 84960 | 77409 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees............. | 267 | 18314056 | 308020 | 73929 | 7912 | 843427 | 352992 | 347834 |
|  | Establishments with 50 to 99 employees. | 60 | 9503238 | 154814 | 37271 | 4137 | 384969 | 380619 | 332517 |
|  | Establishments with 100 employees or more $\qquad$ | 30 | 16549631 | 250561 | 71841 | 7163 | 548284 | 290614 | 278291 |
|  | Establishments not operated for the entire year | 366 | 8796299 | 71814 | 21816 | 1633 | 631229 | 86511 | 137285 |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Establishments operated for the entire year | 3241 | 82108397 | 1242139 | 305509 | 33707 | 3104590 | 1492347 | 1429617 |
|  | Establishments with no employees.. |  |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... | 637 456 | 1934355 2848946 | 23546 33463 | 5243 7573 | 637 912 | 67913 82200 | 16912 17 280 | 16233 |
|  | Establishments with 3 or 4 | 456 |  |  |  |  |  |  |  |
|  | employees................... | 611 | 5367701 | 71043 | 16960 | 2098 | 176526 | 66818 | 69776 |
|  | employees............. | 406 | 5198799 | 74913 | 17008 | 2209 | 181353 | 59346 | 63939 |
|  | Establishments with 7 to 9 employees. | 297 | 4992698 | 82019 | 19273 | 2363 | 194492 | 71789 | 74235 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.............. | 327 | 10536458 | 144742 | 33104 | 3769 | 350488 | 151017 | 152124 |
|  | Establishments with 15 to 19 employees. | 150 | 6862515 | 99018 | 23307 | 2507 | 274938 | 84960 | 77409 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees............... | 267 | 18314056 | 308020 | 73929 | 7912 | 843427 | 352992 | 347834 |
|  | Establishments with 50 to 99 employees. | 60 | 9503238 | 154814 | 37271 | 4137 | 384969 | 380619 | 332517 |
|  | Establishments with 100 employees |  |  |  |  |  |  |  |  |
|  | or more .................. | 30 | 16549631 | 250561 | 71841 | 7163 | 548284 | 290614 | 278291 |
|  | Establishments not operated for the entire year | 366 | 8796299 | 71814 | 21816 | 1633 | 631229 | 86511 | 137285 |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4850 | 69703203 | 5667069 | 1336925 | 151677 | 11472270 | 4918578 | 5262443 |
|  | Establishments operated for the entire year | 4447 | 68454954 | 5562514 | 1304856 | 148384 | 11275850 | 4813411 | 5059487 |
|  | Establishments with no employees. . Establishments with 1 employee... | 363 |  | $1222 \overline{7}$ | $281 \overline{4}$ | 363 |  |  |  |
|  | Establishments with 2 employees... | 302 | 477392 | 17159 | 3706 | 604 | 45514 | 21053 | 23116 |
|  | Establishments with 3 or 4 employees. | 395 | 1087863 | 41703 | 9666 | 1361 | 101458 | 46595 | 51909 |
|  | Establishments with 5 or 6 employees. | 331 | 1460333 | 65190 | 15090 | 1806 | 206460 | 72314 |  |
|  | Establishments with 7 to 9 | 331 | 1460333 | 65190 | 15050 | 1806 | 206460 |  |  |
|  | employees..................... | 366 | 1569041 | 96805 | 22366 | 2920 | 215388 | 78382 | 83115 |
|  | Establishments with 10 to 14 employees. | 479 | 2969931 | 195344 | 44236 | 5705 | 452508 | 158076 | 172867 |
|  | Establishments with 15 to 19 |  | 2969 | 195344 |  |  | 452508 | 158 |  |
|  | employees................ | 362 | 2604331 | 198692 | 45235 | 6070 | 444975 | 153589 | 165590 |
|  | Establishments with 20 to 49 | 1011 | 14332811 | 1110779 | 253314 | 31713 | 2334935 | 804310 | 831093 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees....... | 479 | 13864138 | 1215469 | 281851 | 33239 | 2527186 | 897306 | 970955 |
|  | or more . . . . . . . . . . . . . . . . . . | 359 | 29806184 | 2609146 | 626578 | 64603 | 4915282 | 2566386 | 2669555 |
|  | Establishments not operated for the entire year | 403 | 1248249 | 104555 | 32069 | 3293 | 196420 | 105167 | 202956 |

[^81]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422820 | Wine \& distilled alcoholic beverage whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1628 | 33908585 | 2290528 | 563230 | 53621 | 4570086 | 3195371 | 3365930 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 209 | 210780 | 8145 | 1887 | 209 | 21057 | $12277^{-}$ | 12691 |
|  | Establishments with 2 employees... | 159 | 317509 | 10278 | 2156 | 318 | 27956 | 15876 | 17887 |
|  | Establishments with 3 or 4 employees. | 199 | 826515 | 26807 | 6166 | 688 | 65115 | 34575 | 39799 |
|  | Establishments with 5 or 6 employees. | 146 | 1075945 | 37284 | 8490 | 803 | 144453 | 51487 | 56359 |
|  | Establishments with 7 to 9 employees. | 143 | 936601 | 42512 | 10046 | 1126 | 104644 | 47321 | 51592 |
|  | Estabishments with employees........... | 153 | 1706812 | 80282 | 18358 | 1808 | 199609 | 90352 | 102207 |
|  | Establishments with 15 to 19 employees. | 97 | 1243884 | 61260 | 14577 | 1621 | 162287 | 79159 | 90647 |
|  | Establishments with 20 to 49 employees. | 258 | 6086452 | 315181 | 75701 | 7992 | 710189 | 421447 | 430735 |
|  | Establishments with 50 to 99 employees. | 131 | 4464307 | 360257 | 87119 | 9116 | 730790 | 482503 | 514794 |
|  | Establishments with 100 employees or more $\qquad$ | 133 | 17039780 | 1348522 | 338730 | 29940 | 2403986 | 1960374 | 2049219 |
|  | Establishments not operated for the entire year $\qquad$ | 209 | 797379 | 67958 | 21321 | 1772 | 121486 | 97075 | 176547 |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1715 | 34325562 | 2348175 | 580900 | 54751 | 4672282 | 3249786 | 3527673 |
|  | Establishments operated for the entire year | 1571 | D | D | D | I | D | D | D |
|  | Establishments with no employees.. |  | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 195 154 | D | D | D | c | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 154 | D | D | D | e | D | D | D |
|  | employees..................... | 178 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 139 | 1023365 | 36312 | 8246 | 765 | 142409 | 49350 | 54191 |
|  | Establishments with 7 to 9 employees. | 139 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 |  |  |  |  | g |  |  |  |
|  | employees............... | 150 | D | D | D | g | D | D | D |
|  | employees............... | 96 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 257 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 131 | 4464307 | 360257 | 87119 | 9116 | 730790 | 482503 | 514794 |
|  | Establishments with 100 employees or more $\qquad$ | 132 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 144 | D | D | D | g | D | D | D |
| 4228202 | Wine \& distilled alcoholic beverage (State operated) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 122 | 380402 | 10311 | 3651 | 642 | 19290 | 42660 | 14804 |
|  | Establishments operated for the entire year | 57 | D | D | D | e | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | $\bar{\square}$ |
|  | Establishments with 1 employee.... | 14 5 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... | 5 | D | D | D | a | D | D | D |
|  | employees................... | 21 | D | D | D | b | D | D | D |
|  | employees.................... | 7 | 52580 | 972 | 244 | 38 | 2044 | 2137 | 2168 |
|  | Establishments with 7 to 9 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................. | 3 | D | D | D | b | D | D | D |
|  |  | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  |  | D |  |  |
|  | employees.................. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 100 employees or more | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year. | 65 | D | D | D | e | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 34063 | 213618778 | 11321311 | 2681563 | 378531 | 24701041 | 13733701 | 14986289 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 422 \& Wholesale trade, nondurable goods-Con. \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{14}{*}{4229} \& Miscellaneous nondurable goods whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& Establishments operated for the entire year \& 27906 \& 209196369 \& 11010323 \& 2608071 \& 365048 \& 23996681 \& 13518937 \& 14252285 \\
\hline \& Establishments with no employees.. \& \& 16539 \& - 351 \& \& \& 1599 \& \({ }^{2} 275\) \& 623 \\
\hline \& Establishments with 1 employee.... \& 5785
3766 \& 3628308
5433487 \& 198990 \& 42657 \& 5785 \& 479798 \& 255835 \& 268301 \\
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& \& 5433487 \& 214792 \& 49141 \& 7532 \& 508656 \& 232595 \& 240742 \\
\hline \& employees. Establishments with 5 or 6 \& 5097 \& 9015280 \& 493520 \& 109884 \& 17489 \& 1174299 \& 615962 \& 633907 \\
\hline \& Employees...................... \& 3121 \& 8118001 \& 480703 \& 108800 \& 16979 \& 1105183 \& 630539 \& 641239 \\
\hline \& Establishments with 7 to 9 employees. \& 2756 \& 11456241 \& 621889 \& 141014 \& 21670 \& 1507092 \& 930484 \& 937658 \\
\hline \& Establishments with 10 to 14 employees. \& 2529 \& 13484958 \& 848711 \& 195020 \& 29609 \& 1913214 \& 1119698 \& 1157767 \\
\hline \& Establishments with 15 to 19 employees. \& 1263 \& 9741060 \& 603566 \& 140933 \& 21045 \& 1327708 \& 776196 \& 784963 \\
\hline \& Establishments with 20 to 49 employees. \& 2341 \& 32258392 \& 2137975 \& 493288 \& 70784 \& 4611928 \& 2462867 \& 2637453 \\
\hline \& employees. \& 729 \& 28359699 \& 1538053 \& 361529 \& 50512 \& 3281543 \& 1877502 \& 1987853 \\
\hline \& Establishments with 100 employees or more \(\qquad\) \& 507 \& 87684404 \& 3871773 \& 965805 \& 123643 \& 8085661 \& 4616980 \& 4961779 \\
\hline \& Establishments not operated for the entire year \(\qquad\) \& 6157 \& 4422409 \& 310988 \& 73492 \& 13483 \& 704360 \& 214764 \& 734004 \\
\hline \multirow[t]{14}{*}{42291} \& Farm supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 7378 \& 53634309 \& 2562527 \& 618653 \& 74508 \& 5777566 \& 4103160 \& 4400820 \\
\hline \& Establishments operated for the entire year \& 6421 \& 52791550 \& 2516992 \& 607267 \& 72367 \& 5665503 \& 4068028 \& 4269971 \\
\hline \& Establishments with no employees..
Establishments with 1 employee.... \& \& 1880
718119 \& 90
28388 \& 6024 \& \(93{ }^{-}\) \& 215
72335 \& 83
53430 \& 315
61180 \\
\hline \& Establishments with 2 employees... \& 670 \& 2149685 \& 38240 \& 9387 \& 1340 \& 95787 \& 63002 \& 66911 \\
\hline \& Establishments with 3 or 4 employees. \& 1229 \& 2863065 \& 114282 \& 24966 \& 4223 \& 291900 \& 221323 \& 226280 \\
\hline \& Establishments with 5 or 6 employees. \& 916 \& 2896512 \& 137779 \& 30806 \& 4998 \& 321558 \& 260668 \& 251217 \\
\hline \& Establishments with 7 to 9 employees. \& 895 \& 5492163 \& 201164 \& 45480 \& 6990 \& 481326 \& 432520 \& 431711 \\
\hline \& Establishments with 10 to 14 employees. \& 733 \& 5151270 \& 247011 \& 58238 \& 8568 \& 604915 \& 506505 \& 527240 \\
\hline \& Establishments with 15 to 19 employees. \& 332 \& D \& D \& D \& i \& D \& D \& D \\
\hline \& Establishments with 20 to 49 employees. \& 525 \& D \& D \& D \& j \& D \& D \& D \\
\hline \& Establishments with 50 to 99 employees. \& 119 \& 7072061 \& 311544 \& 69643 \& 8008 \& 580193 \& 476866 \& 528682 \\
\hline \& Establishments with 100 employees or more \(\qquad\) \& 68 \& 12960831 \& 764211 \& 213155 \& 16268 \& 1614877 \& 743562 \& 795893 \\
\hline \& Establishments not operated for the entire year \& 957 \& 842759 \& 45535 \& 11386 \& 2141 \& 112063 \& 35132 \& 130849 \\
\hline \multirow[t]{16}{*}{422910} \& Farm supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 7378 \& 53634309 \& 2562527 \& 618653 \& 74508 \& 5777566 \& 4103160 \& 4400820 \\
\hline \& Establishments operated for the entire year \& 6421 \& 52791550 \& 2516992 \& 607267 \& 72367 \& 5665503 \& 4068028 \& 4269971 \\
\hline \& Establishments with no employees.. \& \& 1880 \& 90 \& - \& - \& 5 215 \& 83 \& 4315 \\
\hline \& Establishments with 1 employee.... \& 930 \& 718119 \& 28338 \& 6024 \& 930 \& 72335 \& 53430 \& 61180 \\
\hline \& Establishments with 2 employees...
Establishments with 3 or 4 \& 670 \& 2149685 \& 38240 \& 9387 \& 1340 \& 95787 \& 63002 \& 66911 \\
\hline \& Establishments with 3 or 4 employees. \& 1229 \& 2863065 \& 114282 \& 24966 \& 4223 \& 291900 \& 221323 \& 226280 \\
\hline \& Establishments with 5 or 6 employees. \& 916 \& 2896512 \& 137779 \& 30806 \& 4998 \& 321558 \& 260668 \& 251217 \\
\hline \& Establishments with 7 to 9 employees. \& 895 \& 5492163 \& 201164 \& 45480 \& 6990 \& 481326 \& 432520 \& 431711 \\
\hline \& Establishments with 10 to 14 employees. \& 733 \& 5151270 \& 247011 \& 58238 \& 8568 \& 604915 \& 506505 \& 527240 \\
\hline \& Establishments with 15 to 19 employees \& 332 \& D \& D \& D \& 858 \& D \& D \& D \\
\hline \& Establishments with 20 to \(49 \cdots \cdots\) \& \& \& \& \& \& \& \& \\
\hline \& employees. \& 525 \& D \& D \& D \& j \& D \& D \& D \\
\hline \& Establishments with 50 to 99 employees. \& 119 \& 7072061 \& 311544 \& 69643 \& 8008 \& 580193 \& 476866 \& 528682 \\
\hline \& Establishments with 100 employees or more \(\qquad\) \& 68 \& 12960831 \& 764211 \& 213155 \& 16268 \& 1614877 \& 743562 \& 795893 \\
\hline \& Establishments not operated for the entire year \& 957 \& 842759 \& 45535 \& 11386 \& 2141 \& 112063 \& 35132 \& 130849 \\
\hline \multirow[t]{6}{*}{4229101} \& Farm supplies-farm dealers \& \& \& \& \& \& \& \& \\
\hline \& All establishments .. \& 3873 \& 12772801 \& 836054 \& 199470 \& 29647 \& 1976024 \& 1231726 \& 1328728 \\
\hline \& Establishments operated for the entire \& \& \& \& \& \& \& \& \\
\hline \& year ...................... \& 3298
3
482 \& 12454643
D
217410 \& \(\begin{array}{r}813306 \\ \\ 12 \\ \hline\end{array}\) \& 193612
D
2 \& 28557 \& \[
\begin{array}{r}
1918794 \\
01701
\end{array}
\] \& 1217828

D \& $$
\begin{array}{rr}
1279458 \\
& \text { D }
\end{array}
$$ <br>

\hline \& Establishments with 1 employee.... Establishments with 2 employees. \& $$
\begin{aligned}
& 482 \\
& 286
\end{aligned}
$$ \& \[

$$
\begin{aligned}
& 217410 \\
& 228643
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& 12429 \\
& 12187
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& 2554 \\
& 2717
\end{aligned}
$$
\] \& 482

572 \& $$
\begin{aligned}
& 31781 \\
& 29736
\end{aligned}
$$ \& \[

$$
\begin{aligned}
& 20465 \\
& 23593
\end{aligned}
$$

\] \& \[

$$
\begin{array}{ll}
20 & 158 \\
24 & 149
\end{array}
$$
\] <br>

\hline \& Establishments with 2 employees... Establishments with 3 or 4 employees. \& $$
\begin{aligned}
& 286 \\
& 674
\end{aligned}
$$ \& \[

$$
\begin{aligned}
& 228643 \\
& 963423
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& 12187 \\
& 56 \quad 793
\end{aligned}
$$

\] \& \[

$$
\begin{array}{r}
2717 \\
12433
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
572 \\
2337
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
29736 \\
145 \quad 534
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
23593 \\
101294
\end{array}
$$
\] \& 24149

103796 <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^82]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42294 | Tobacco \& tobacco product whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 10 to 14 employees. | 148 | 1322079 | 38940 | 8991 | 1732 | 80840 | 69260 | 71591 |
|  | Establishments with 15 to 19 employees. | 99 | 1017343 | 43512 | 9692 | 1647 | 88407 | 67436 | 69012 |
|  | Establishments with 20 to 49 employees. | 265 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees............... | 119 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 120 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 185 | 522237 | 22479 | 12281 | 2125 | 53210 | 93340 | 25055 |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |
|  | Establishments operated for the entire year | 1376 | 49746535 | 1567184 | 370882 | 54921 | 3165973 | 1747761 | 2087565 |
|  | Establishments with no employees.. Establishments with 1 employee.... | $11 \overline{3}^{-}$ | $96820$ | 3865 |  | 113 | 8850 | 5853 | 6238 |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 111 | 180747 | 4791 | 1031 | 222 | 10594 | 8690 | 9409 |
|  | employees. | 152 | D | D | D | $f$ | D | D | D |
|  | Establishments with 5 or 6 employees. | 117 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 132 | 848123 | 27478 | 6214 | 1051 | 57158 | 44683 | 48972 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.............. | 148 | 1322079 | 38940 | 8991 | 1732 | 80840 | 69260 | 71591 |
|  | employees. <br> Establishments with 20 to 49 | 99 | 1017343 | 43512 | 9692 | 1647 | 88407 | 67436 | 69012 |
|  | employees............... | 265 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 119 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more | 120 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 185 | 522237 | 22479 | 12281 | 2125 | 53210 | 93340 | 25055 |
| 42295 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Establishments operated for the entire year | 1988 | 7382152 | 661016 | 155309 | 19362 | 1551121 | 647012 | 665387 |
|  | Establishments with no employees. . <br> Establishments with 1 employee.... | ${ }_{24} \overline{6}$ | 143020 | 10199 |  | $24 \overline{6}$ |  |  | 5054 |
|  | Establishments with 2 employees... | 200 | 192110 | 12388 | 2793 | 400 | 26989 | 9110 | 9319 |
|  | Establishments with 3 or 4 employees. | 433 | 520175 | 44292 | 10261 | 1516 | 103075 | 41739 | 42510 |
|  | Establishments with 5 or 6 employees. | 309 | 549720 | 49711 | 11684 | 1674 | 107929 | 50709 | 52535 |
|  | Establishments with 7 to 9 employees. | 284 | 787237 | 64718 | 15276 | 2230 | 150362 | 65714 | 69362 |
|  | Establishments with 10 to 14 employees. | 238 | 1005815 | 86873 | 20268 | 2805 | 201053 |  | 88722 |
|  | Establishments with 15 to 19 |  | 1005815 |  | 20268 |  |  |  |  |
|  | employees.................. | 93 | 608598 | 49001 | 11594 | 1526 | 99195 | 47588 | 47599 |
|  | Establishments with 20 to 49 employees. | 144 | 1747017 | 157202 | 35037 | 4337 | 338412 | 141920 | 150454 |
|  | Establishments with 50 to 99 employees. | 26 | 521841 | 62790 | 14689 | 1779 | 129591 |  | 69792 |
|  | Establishments with 100 employees or more $\qquad$ | 15 | 1306619 | 123842 | 31330 | 2849 | 373254 | 125230 | 130040 |
|  | Establishments not operated for the entire year | 204 | 128315 | 15388 | 4046 | 555 | 33032 | 3628 | 15232 |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Establishments operated for the entire year | 1988 | 7382152 | 661016 | 155309 | 19362 | 1551121 | 647012 | 665387 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $24 \overline{6}$ | $143020$ | $1019 \overline{9}$ | $237 \overline{7}$ | $24 \overline{6}$ | $21261$ | 5082 |  |
|  | Establishments with 2 employees... | 200 | 192110 | 12388 | 2793 | 400 | 26989 | 5082 9110 | 5054 9319 |
|  | Establishments with 3 or 4 employees. | 433 | 520175 | 44292 | 10261 | 1516 | 103075 | 41739 | 42510 |
|  | Establishments with 5 or 6 employees. | 309 | 549720 | 49711 | 11684 | 1674 | 107929 | 50709 | 52535 |
|  | Establishments with 7 to $9 \times \cdots$ |  |  |  |  |  |  |  |  |
|  | employees. | 284 | 787237 | 64718 | 15276 | 2230 | 150362 | 65714 | 69362 |
|  | Establishments with 10 to 14 employees. | 238 | 1005815 | 86873 | 20268 | 2805 | 201053 | 84559 | 88722 |
|  | Establishments with 15 to 19 employees. |  | $608598$ | 49001 | 11594 | 1526 |  | 47588 | 47599 |

[^83]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422990 | Other miscellaneous nondurable goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ | 154 91 | 29552440 | D 690447 | D 169603 | 20125 | D 1514019 | D 1362609 | D 1328378 |
|  | Establishments not operated for the entire year $\qquad$ | 3719 | 1950305 | 132208 | 22146 | 4788 | 296029 | 40577 | 432814 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4583 | 9596493 | 985525 | 218513 | 33019 | 2495938 | 1215468 | 1380002 |
|  | Establishments operated for the entire year | 3641 | 9149332 | 957697 | 213230 | 31927 | 2421288 | 1202956 | 1270983 |
|  | Establishments with no employees.. | - 1 | D | D | D | a | $2{ }^{\text {D }}$ | 1202 D | 1270 |
|  | Establishments with 1 employee.... | 995 | 458394 | 33266 | 6926 | - 995 | 92851 | 55689 | 57301 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 598 | 471559 | 32339 | 7282 | 1196 | 83604 | 42608 | 43500 |
|  | employees..................... | 694 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 337 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 295 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 240 | D | D | D | h | D | D | D |
|  | Establishments with 15 to 19 employees. | 134 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 259 | 1838696 | 223507 | 50966 | 7744 | 480364 | 242154 | 263953 |
|  | Establishments with 50 to 99 employees. | 59 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 29 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 942 | 447161 | 27828 | 5283 | 1092 | 74650 | 12512 | 109019 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . . | 3248 | 34597404 | 729329 | 171128 | 20477 | 1467410 | 1511757 | 1586453 |
|  | Establishments operated for the entire year | 2367 | 34135776 | 696700 | 164983 | 19021 | 1402181 | 1503861 | 1460214 |
|  | Establishments with no employees. |  | $\begin{array}{r} \text { D } \\ 388553 \end{array}$ | $\begin{array}{r}\text { P } \\ 23 \\ \hline 149\end{array}$ | 5016 |  | 52 565 | $\begin{array}{rr}33 & \text { D } \\ 360\end{array}$ | 33 774 |
|  | Establishments with 2 employees... | 449 | 418924 | 21877 | 5055 | 898 | 51620 | 31070 | 29900 |
|  | Establishments with 3 or 4 . ${ }^{\text {employees. } \ldots \ldots \ldots \ldots \ldots . .}$ | 431 | 576939 | 35397 | 7827 | 1456 | 81842 | 49880 | 48164 |
|  | Establishments with 5 or 6 employees. | 253 | 497763 | 34536 | 7949 | 1380 | 78831 | 34927 | 37722 |
|  | Establishments with 7 to 9 employees. | 143 | 431085 | 28021 | 6022 | 1122 | 57452 | 38913 | 39412 |
|  | Establishments with 10 to 14 employees. | 115 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 49 | 578349 | 23116 | 5463 | 826 | 42408 | 17819 | 18463 |
|  | Establishments with 20 to 49 employees. | 92 | 2071838 | 91785 | 20178 | 2771 | 208752 | 146941 | 154415 |
|  | Establishments with 50 to 99 employees. | 34 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 25 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 881 | 461628 | 32629 | 6145 | 1456 | 65229 | 7896 | 126239 |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 446 | 802397 | 77465 | 16774 | 2966 | 182076 | 91231 | 111979 |
|  | Establishments operated for the entire year | 351 | 726666 | 71582 | 16018 | 2831 | 167982 | 88843 | 88483 |
|  | Establishments with no employees.. | 94 | $\overline{\mathrm{D}}$ |  | - | - | $\overline{\mathrm{D}}$ | - | D |
|  | Establishments with 2 employees... | 64 | 51235 | 3487 | 761 | 128 | 9234 | 5677 | 5550 |
|  | Establishments with 3 or 4 employees. | 65 | 93365 | 6979 | 1431 | 227 | 16731 | 10066 | 9072 |
|  | Establishments with 5 or 6 employees. | 43 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees | 30 |  | D |  |  |  |  |  |
|  |  | 30 | D | D | D | c | D | D | D |
|  | employees.................... | 26 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 7 | 28234 | 3431 | 699 | 123 | 7315 | 3038 | 3164 |
|  | Establishments with 20 to $49 \ldots \ldots$ | 7 |  |  |  | 123 | 7315 | 3038 | 3164 |
|  | employees. | 17 | 137493 | 19542 | 4339 | 554 | 47725 | 16753 | 16936 |
|  | Establishments with 50 to 99 employees. |  |  |  | D |  |  | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses² $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229903 | Textile bags, bagging, \& burlap whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. Establishments with 100 employees or more $\qquad$ | 3 | 41275 | 10280 | 2692 | 825 | 18295 | 7281 | 7212 |
|  | Establishments not operated for the entire year. | 95 | 75731 | 5883 | 756 | 135 | 14094 | 2388 | 23496 |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6490 | 15575806 | 1055525 | 233313 | 36350 | 2291078 | 1374646 | 1552966 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year $\quad$ Establishments with no employees... | 4689 3 | 14610021 | 989657 | 223351 | 34245 a | 214902 | 1356865 | 378906 |
|  | Establishments with 1 employee.... | 1436 | D | D | D | g | D | D | D |
|  | Establishments with 2 employees.. | 807 | D | D | D | g | D | D | D |
|  | Establishments with 3 or 4 employees. | 929 | D | D | D | h | D | D | D |
|  | Establishments with 5 or 6 employees. | 429 | 1199887 | 69611 | 15528 | 2328 | 155494 | 101617 | 105052 |
|  | Establishments with 7 to 9 employees. | 330 | 1231443 | 78476 | 16611 | 2602 | 175808 | 103088 | 106707 |
|  | Establishments with 10 to 14 employees. | 297 | 1342702 | 101920 | 23247 | 3481 | 226180 | 151131 | 157792 |
|  | Establishments with 15 to 19 employees. | 144 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 221 | 2268551 | 187305 | 43722 | 6354 | 397620 | 266182 | 275604 |
|  | Establishments with 50 to 99 employees. | 59 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 34 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year. | 1801 | 965785 | 65868 | 9962 | 2105 | 142056 | 17781 | 174060 |
|  | MERCHANT WHOLESALERS |  |  |  |  |  |  |  |  |
|  | All establishments ....... | '376 330 | r2 333131187 | r158 373291 | '36 705674 | '4 491092 | 329085927 | 214621484 | 230839579 |
|  | Establishments operated for the entire year | 329427 | 2275866380 | 154238135 | 35713893 | 4450584 | 320317158 | 211636258 | 222145781 |
|  | Establishments with no employees.. | 146 | 124674 | 6256 | 20 |  | ${ }^{15} 246$ | 7294 | 8765 |
|  | Establishments with 1 employee.... | 52009 | 34502574 | 1962033 | 423850 | 52009 75810 | 4720246 | 2726061 | 2842582 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 37905 | 38641359 | 2290535 | 501267 | 75810 | 5382458 | 2946926 | 3041359 |
|  | employees | 56916 | 98370034 | 6017713 | 1340004 | 196069 | 13585846 | 7820027 | 8136853 |
|  | Establoyees................... | 38592 | 100796829 | 6591045 | 1475012 | 210399 | 14367969 | 8578096 | 8884449 |
|  | Establishments with 7 to 9 employees. | 36729 | 135419816 | 9384596 | 2107495 | 289660 | 19953703 | 12112283 | 12541020 |
|  | Establishments with 10 to 14 employees. | 35778 | 185302976 | 13924199 | 3138593 | 419035 | 28799070 | 17732120 | 18536044 |
|  | Establishments with 15 to 19 employees. | 19584 | 144030078 | 11194092 | 2558484 | 327995 | 22648022 | 14317518 | 15034579 |
|  | Establishments with 20 to 49 employees. | 36256 | 514743240 | 37962018 | 8724441 | 1079009 | 76022755 | 49677174 | 51897689 |
|  | Establishments with 50 to 99 employees................... | 10223 | 359520269 | 24711766 | 5763761 | 694129 | 49790261 | 34109249 | 35909962 |
|  | Establishments with 100 employees or more | 10223 5289 | 359520469 664 | 40193882 | 9680966 | 694129 1106469 | 85031582 | 34109249 61609510 | 65312479 |
|  | Establishments not operated for the entire year . | 46903 | 57264807 | 4135156 | 991781 | 140508 | 8768769 | 2985226 | 8693798 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |
|  | All establishments | 241379 | 1214780670 | 99709272 | 23056814 | '2 756659 | 201524492 | 135753109 | 146224425 |
|  | Establishments operated for the entire year | 213144 | 1184730605 | 97133775 | 22451030 | 2676709 | 196242644 | 134385462 | 141194280 |
|  | Establishments with no employees.. |  | 1 75911 | - 4413 | 4 |  | - 9915 | 134959 | + 5373 |
|  | Establishments with 1 employee.... | 32132 | 18338888 | 1223597 | 263590 | 32132 | 2851782 | 1714179 | 1796851 |
|  | Establishments with 2 employees... | 24218 | 20597585 | 1477946 | 321456 | 48436 | 3349776 | 1907092 | 1973514 |
|  | employees...................... | 37284 | 51816809 | 3994571 | 887712 | 128601 | 8680825 | 5019658 | 5218242 |
|  | Establishments with 5 or 6 employees. | 25475 | 52561184 | 4427982 | 993815 | 138906 | 9264584 | 5515575 | 5735384 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.................. | 24545 | 72193846 | 6425110 | 1444457 | 193667 | 13097436 | 7834306 | 8175172 |
|  |  | 23881 | 104941276 | 9619871 | 2166662 | 279683 | 19056558 | 12267571 | 12874091 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees.................. Establishments with 20 to 49 | 13138 | 81703314 | 7785021 | 1781387 | 220133 | 15135095 | 10340277 | 10894933 |
|  | employees................ | 23619 | 294441966 | 25751763 | 5930807 | 699910 | 49656861 | 34677553 | 36436907 |
|  | Establishments with 50 to $99 \ldots . .$. . | 6153 | 199236209 | 15736661 | 3668836 | 415015 | 30401910 | 22428183 | 23505439 |
|  | Establishments with 100 employees or more $\qquad$ | 2607 | 288823617 | 20686840 | 4992304 | 520226 | 44737902 | 32676109 | 34578374 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 28235 | 30050065 | 2575497 | 605784 | 79950 | 5281848 | 1367647 | 5030145 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Establish- } \\ \text { ments } \\ \text { (number) } \end{gathered}$ | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | Paid <br> employees for pay period including (number) | Operating expenses² $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | '26 093 | r166 674187 | '8287385 | r1934223 | '281969 | 18128586 | 16213453 | 17086156 |
|  | Establishments operated for the entire year | 22833 | 162988035 | 8073976 | 1884338 | 272737 | 17625425 | 16043828 | 16480147 |
|  | Establishments with no employees... Establishments with 1 employee.. | $\begin{array}{r} 283 \\ 12 \\ 3604 \end{array}$ | $\begin{array}{lll}  & 166 & 437 \\ 2 \end{array}$ | 95934 | 21178 | $\begin{array}{r} \text { a } \\ 3604 \end{array}$ | 253402 | 207923 | $\begin{array}{ccc} 480 & 14 / \\ & D \\ & 195 \end{array}$ |
|  | Establishments with 2 employees... | 2641 |  |  |  |  |  |  |  |
|  | employees | 4051 | 4951231 | 321740 | 73361 | 14016 | 745515 | 549738 | 566965 |
|  | Employees.............. | 2810 | 4557092 | 364619 | 84977 | 15353 | 799942 | 583525 | 589932 |
|  | Establishments with 7 to 9 employees. | 2648 | 6310735 | 520899 | 121003 | 20956 | 1102569 | 826801 | 825793 |
|  | Establishments with 10 to 14 employees. | 2527 | 7619609 | 761630 | 176600 | 29395 | 1556512 | 1120346 | 1128857 |
|  | Establishments with 15 to 19 employees. | 1242 | 6230157 | 574108 | 132144 | 20835 | 1153316 | 803648 | 847804 |
|  | Establishments with 20 to 49 employees. | 2318 | 46959242 | 2208595 | 512756 | 71012 | 4342321 | 4014725 | 4098184 |
|  | Establishments with 50 to 99 employees. | 743 | 43128153 | 1653529 | 384354 | 50391 | 3154345 | 3618390 | 3664433 |
|  | Establishments with 100 employees or more | 237 | 38810048 | 1455651 | 351801 | 41893 | 4228880 | 4106697 | 4317592 |
|  | Establishments not operated for the entire year. $\qquad$ | 3260 | 3686152 | 213409 | 49885 | 9232 | 503161 | 169625 | 606009 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Establishments operated for the entire year |  | 111419906 | 3250179 |  |  |  |  | 8345328 |
|  | year Establishments with no employees.. | 581 | 111419 D | 325017 | 759 D | 93 ${ }^{\text {a }}$ | 7744 D | 8062174 | 8345328 |
|  | Establishments with 1 employee.... | 1094 | 1330373 | 34062 | 7754 | 1094 | 104049 | 109539 | 117960 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 649 | D | D | D | g | D | D | D |
|  | employees...................... | 891 | 2734561 | 83437 | 18817 | 3052 | 227488 | 226486 | 237298 |
|  | Establishments with 5 or 6 employees. | 523 | 2076355 | 80752 | 17947 | 2865 | 195832 | 200002 | 204871 |
|  | Establishments with 7 to 9 employees. | 476 | D | D | D | h | D | D | D |
|  | Establishments with 10 to 14 employees | 490 | D | D | D | i | D | D | D |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees................ | 299 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees | 909 | 33795188 | 976152 | 229592 | 29183 | 1941437 | 2067049 | 2086642 |
|  | Establishments with 50 to 99 employees. | 378 | 33682489 | 943954 | 214742 | 25980 | 1722617 | 2174140 | 2143562 |
|  | Establishments with 100 employees or more $\qquad$ | 98 | 28356749 | 659317 | 163416 | 15472 | 2482741 | 2333242 | 2572732 |
|  | Establishments not operated for the entire year.......................... | 841 | 2497916 | 70460 | 17497 | 2713 | 207577 | 61689 | 244973 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Establishments operated for the entire year | 5813 | 111419906 | 3250179 | 759905 | 93467 | 7744632 |  | 8345328 |
|  | Establishments with no employees. | - 6 |  |  | 750 | a | - 704 | $\bigcirc 062$ D | - 117 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 1094 649 | $\begin{array}{r} 1330373 \\ \mathrm{D} \end{array}$ | 34062 D | 754 D | 1094 g | 104049 | 109539 | 117960 |
|  | Establishments with 3 or 4 employees. | 891 | 2734561 | 83437 | 18817 | 3052 | 227488 | 226486 | 237298 |
|  | Establishments with 5 or 6 employees. | 523 | 2076355 | 80752 | 17947 | 2865 | 195832 | 200002 | 204871 |
|  | Establishments with 7 to 9 employees. | 476 | D | D | D | h | D | D | D |
|  | Establishments with 10 to 14 employees | 490 | D | D | D | i | D | D |  |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  | D |
|  | employees..................... | 299 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 909 | 33795188 | 976152 | 229592 | 29183 | 1941437 | 2067049 | 2086642 |
|  | Establishments with 50 to 99 employees. | 378 | 33682489 | 943954 | 214742 | 25980 | 1722617 | 2174140 | 2143562 |
|  | Establishments with 100 employees or more $\qquad$ | 378 98 | 38356749 | 659317 | 163416 | 15472 | 2482741 | 2333242 | 2572732 |
|  | Establishments not operated for the entire year |  |  |  |  |  |  |  |  |
|  |  | 841 | 2497916 | 70460 | 17497 | 2713 | 207577 | 61689 | 244973 |

[^84]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& Firstquarter payroll \((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12 (number)
\end{tabular} \& Operating expenses \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 421 \& \begin{tabular}{l}
MERCHANT WHOLESALERS Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{13}{*}{4211101} \& Automobile \& motorcycle whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments ........ \& 3331 \& 79437563 \& 911926 \& 222524 \& 25772 \& 3707653 \& 3709763 \& 3981633 \\
\hline \& Establishments operated for the entire year Establishments with no employees. . \& \(\begin{array}{r}2823 \\ 5 \\ 775 \\ \hline\end{array}\) \& \(\begin{array}{r}77531973 \\ \hline 105540\end{array}\) \& 885049
23702 \& 216205
D
5185
5 \& 24823
\(a\)
775 \& 3575631
80
80

d \& $\begin{array}{r}3690230 \\ \\ 80 \\ \hline 066\end{array}$ \& 3870175
86738
86 <br>
\hline \& Establishments with 1 employee.... \& 775
440 \& 1105540
1068058 \& 23702
22816 \& 5185
5031 \& 775
880 \& 80354
71236 \& 80266
64289 \& 86738
65461 <br>

\hline \& | Establishments with 3 or 4 employees. |
| :--- |
| Establishments with 5 or 6 | \& 562 \& 2045652 \& 51067 \& 11914 \& 1921 \& 152165 \& 154520 \& 157011 <br>

\hline \& Establishments with 5 or 6 employees. \& 271 \& 1326446 \& 37860 \& 8956 \& 1473 \& 109094 \& 86171 \& 91292 <br>
\hline \& Establishments with 7 to 9 employees. \& 246 \& 1542054 \& 54885 \& 12545 \& 1943 \& 145661 \& 119608 \& 124021 <br>
\hline \& employees............... \& 188 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 15 to 19 employees. \& 96 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 159 \& 22259719 \& 173866 \& 44690 \& 5024 \& 516322 \& 651337 \& 671666 <br>
\hline \& Establishments with 50 to 99 employees. \& 53 \& 22608757 \& 124659 \& 27883 \& 3520 \& 377382 \& 704871 \& 630425 <br>
\hline \& Establishments with 100 employees or more \& 28 \& 23120761 \& 298834 \& 77393 \& 5501 \& 1887308 \& 1659442 \& 1869963 <br>
\hline \& Establishments not operated for the entire year \& 508 \& 1905590 \& 26877 \& 6319 \& 949 \& 132022 \& 19533 \& 111458 <br>
\hline \multirow[t]{15}{*}{4211102} \& Bus \& recreational vehicle whsle \& 347 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments operated for the entire \& \& \& \& \& \& \& \& <br>
\hline \& year ......................... \& 306 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with no employees. . Establishments with 1 employee.... \& 43 \& D \& D \& D \& - \& D \& D \& D <br>
\hline \& Establishments with 2 employees... \& 25 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Establishments with 3 or 4 employees. \& 48 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Establishments with 5 or 6 employees. \& 33 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Establishments with 7 to 9 employees. \& 29 \& D \& D \& D \& c \& D \& D \& D <br>

\hline \& | Establishments with 10 to 14 |
| :--- |
| employees | \& 31 \& D \& D \& D \& e \& D \& D \& D <br>

\hline \& Establishments with 15 to $19 \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees................ \& 21 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 61 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 11 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 4 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year. \& 41 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \multirow[t]{15}{*}{4211103} \& Light truck \& van (14,000 lb or less) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 428 \& 7133116 \& 216730 \& 49437 \& 6188 \& 593040 \& 535182 \& 534493 <br>
\hline \& Establishments operated for the entire year \& 372 \& 7074574 \& 214099 \& 48791 \& 6044 \& 588089 \& 533702 \& 520794 <br>
\hline \& Establishments with no employees..

Establishments with 1 employee.... \& $70^{-}$ \& \[
8251 \overline{8}

\] \& \[

245 \overline{8}
\] \& 782 \& $70^{-}$ \& 5353 \& 9787 \& 10285 <br>

\hline \& Establishments with 2 employees... \& 48 \& 94251 \& 2766 \& 569 \& 96 \& 6244 \& 4613 \& 10504 <br>
\hline \& Establishments with 3 or 4 employees. \& 54 \& 139367 \& 4446 \& 1063 \& 186 \& 9732 \& 11409 \& 13211 <br>
\hline \& Establishments with 5 or 6 employees. \& 42 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Establishments with 7 to 9 employees. \& 33 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Establishments with 10 to 14 employees. \& 29 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Establishments with 15 to 19 employees. \& 21 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Establishments with 20 to $49 \ldots \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees..................... \& 36 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 30 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 9 \& 1403155 \& 47667 \& 12088 \& 1294 \& 133009 \& 154612 \& 139440 <br>
\hline \& Establishments not operated for the entire year \& 56 \& 58542 \& 2631 \& 646 \& 144 \& 4951 \& 1480 \& 13699 <br>
\hline \multirow[t]{2}{*}{4211104} \& Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ........ \& 480 \& D \& D \& D \& i \& D \& D \& D <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 421 \& \begin{tabular}{l}
MERCHANT WHOLESALERSCon. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{14}{*}{421120} \& Motor vehicle supplies \& new parts whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& Establishments operated for the entire year \(\qquad\) \& 9084 \& 39962974 \& 3320282 \& 776255 \& 116972 \& 6833687 \& 6378785 \& 6471539 \\
\hline \& Establishments with no employees.. \& 4 \& 951 \& 214 \& \& \& 456 \& 30 \& 35 \\
\hline \& Establishments with 1 employee.... \& 1292 \& 582582 \& 37145 \& 7998 \& 1292 \& 83726 \& 62765 \& 65121 \\
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 987 \& 515882 \& 47308 \& 10748 \& 1974 \& 101788 \& 74679 \& 75677 \\
\hline \& employees...................... \& 1534 \& 1483992 \& 136183 \& 30697 \& 5336 \& 285844 \& 220255 \& 221235 \\
\hline \& Establishments with 5 or 6 employees. \& 1117 \& 1587205 \& 150461 \& 35957 \& 6100 \& 317498 \& 252594 \& 255013 \\
\hline \& Establishments with 7 to 9 employees. \& 1156 \& 2474620 \& 230554 \& 54190 \& 9132 \& 481364 \& 392574 \& 394419 \\
\hline \& Establishments with 10 to 14 employees. \& 1136 \& 2990207 \& 342701 \& 79832 \& 13223 \& 689472 \& 575373 \& 566955 \\
\hline \& Establishments with 15 to 19 employees. \& 540 \& 2566280 \& 251717 \& 57861 \& 9049 \& 495365 \& 412826 \& 428490 \\
\hline \& Establishments with 20 to 49 employees. \& 905 \& 10069751 \& 835808 \& 192167 \& 27590 \& 1631787 \& 1521555 \& 1550954 \\
\hline \& employees............... \& 288 \& D \& D \& D \& j \& D \& D \& D \\
\hline \& Establishments with 100 employees or more \(\qquad\) \& 125 \& D \& \& D \& j \& D \& D \& D \\
\hline \& Establishments not operated for the entire year. \(\qquad\) \& 1512 \& 893828 \& 108631 \& 23679 \& 4692 \& 220440 \& 74960 \& 271512 \\
\hline \multirow[t]{15}{*}{4211201} \& Motor vehicle supplies \& new parts-warehouse distributors \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& r4357 \& r19 025397 \& r1 677699 \& r387998 \& r59 564 \& 3534928 \& 3138584 \& 3254209 \\
\hline \& Establishments operated for the entire year \& \& \& \& \& \& \& \& \\
\hline \& year Establishments with no.......... \& 3817
2

459 \& 18561045
D
D \& 1628491
D
P \& 377753 \& 57524
a \& 3432871 \& 3098762 \& 3107940 <br>
\hline \& Establishments with 1 employee.... \& 459 \& \& \& \& \& D \& \& D <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 407 \& 207053 \& 18533 \& 4226 \& 814 \& 41304 \& 31713 \& 31669 <br>
\hline \& employees..................... \& 589 \& 743598 \& 55652 \& 12462 \& 2058 \& 120713 \& 104596 \& 99579 <br>
\hline \& Establishments with 5 or 6 employees. \& 481 \& 829493 \& 64343 \& 15872 \& 2629 \& 140597 \& 123291 \& 119003 <br>
\hline \& Establishments with 7 to 9 employees. \& 494 \& 1367079 \& 101142 \& 23086 \& 3900 \& 225747 \& 211511 \& 205264 <br>
\hline \& Establishments with 10 to 14 employees. \& 490 \& 1352569 \& 152582 \& 34135 \& 5704 \& 317182 \& 279612 \& 278073 <br>
\hline \& Establishments with 15 to 19 employees. \& 221 \& 1090460 \& 103317 \& 23733 \& 3698 \& 207728 \& 194513 \& 199791 <br>
\hline \& Establishments with 20 to 49 employees. \& 437 \& 4328074 \& 399440 \& 93076 \& 13590 \& 800905 \& 719354 \& 760528 <br>
\hline \& Establishments with 50 to 99 employees. \& 169 \& D \& D \& D \& - \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 169
68 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year. \& 540 \& 464352 \& 49208 \& 10245 \& 2040 \& 102057 \& 39822 \& 146269 <br>
\hline \multirow[t]{15}{*}{4211202} \& Motor vehicle supplies \& new parts-jobbers \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 5732 \& 20760962 \& 1606696 \& 377859 \& 57724 \& 3267551 \& 3194153 \& 3354760 <br>
\hline \& Establishments operated for the entire year \& 4827 \& 20378343 \& 1554578 \& 366138 \& 55285 \& 3162811 \& 3161903 \& 3241187 <br>
\hline \& Establishments with no employees.. \& 2
749 \& D \& D
D \& D \& a \& D \& D \& D <br>
\hline \& Establishments with 1 employee.... \& 749
542 \& 292600 \& 26791 \& 6085 \& 1084 \& \& \& 41930 <br>
\hline \& Establishments with 3 or 4 employees. \& 885 \& 697668 \& 74607 \& 16832 \& 3070 \& 153946 \& 111293 \& 117378 <br>
\hline \& Establishments with 5 or 6 employees. \& 594 \& 698537 \& 78865 \& 18417 \& 3243 \& 163332 \& 122718 \& 129160 <br>
\hline \& Establishments with 7 to 9 employees. \& 605 \& 990780 \& 116252 \& 28093 \& 4781 \& 231735 \& 169991 \& 176751 <br>

\hline \& Establishments with 10 to 14 employees. \& 582 \& 1460381 \& 167224 \& $$
39640
$$ \& 6751 \& 330365 \& 275824 \& 266548 <br>

\hline \& Establishments with 15 to $19 \ldots \ldots$ \& \& \& \& \& \& \& \& <br>
\hline \& employees..................... \& 278 \& 1280743 \& 124219 \& 28748 \& 4668 \& 245933 \& 193157 \& 203190 <br>
\hline \& employees..................... \& 420 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 113 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more \& 57 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year \& 905 \& 382619 \& 52118 \& 11721 \& 2439 \& 104740 \& 32250 \& 113573 <br>
\hline \multirow[t]{2}{*}{4211203} \& Petroleum products marketing equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 507 \& 1070443 \& 144518 \& 34077 \& 4376 \& 251648 \& 121008 \& 134082 <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211203 | Petroleum products marketing equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 440 | 1023586 | 137213 | 32364 | 4163 | 238005 | 118120 | 122412 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 84 | 30169 | 2679 | 561 | 84 | 5876 | 2822 | 2995 |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 38 | 16229 | 1984 | 437 | 76 | 4147 | 1926 | 2078 |
|  | Establishments with 3 or 4 employees. | 60 | 42726 | 5924 | 1403 | 208 | 11185 | 4366 | 4278 |
|  | Establishments with 5 or 6 employees. | 42 | 59175 | 7253 | 1668 | 228 | 13569 | 6585 | 6850 |
|  | Establishments with 7 to 9 employees. | 57 | 116761 | 13160 | 3011 | 451 | 23882 | 11072 | 12404 |
|  | Establishments with 10 to 14 employees. | 64 | 177257 | 22895 | 6057 | 768 | 41925 | 19937 | 22334 |
|  | Establishments with 15 to 19 employees. | 41 | 195077 | 24181 | 5380 | 683 | 41704 | 25156 | 25509 |
|  | Establishments with 20 to $49 \ldots \ldots$. | 48 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 6 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | _ |
|  | Establishments not operated for the entire year $\qquad$ | 67 | 46857 | 7305 | 1713 | 213 | 13643 | 2888 | 11670 |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1738 | 6627456 | 566057 | 128741 | 18318 | 1148391 | 890895 | 958659 |
|  | Establishments operated for the entire year |  | 6538130 | 557226 | 126395 | 17925 | 1128859 | 885714 | 931791 |
|  | Establishments with no employees... | $\begin{array}{r}1 \\ \hline\end{array}$ | $\bigcirc 53818$ | 557 226 | 126 D | r ${ }^{\text {a }}$ | 1128859 | 8857 | 931 |
|  | Establishments with 1 employee.... | 202 130 |  | D ${ }_{\text {D }}$ | D | ${ }_{\text {c }}^{\text {e }}$ | D | D | D |
|  | Establishments with 3 or 4 employees. | 218 | 252906 | 20346 | 4513 | 757 | 45797 | 27655 | 29289 |
|  | Establishments with 5 or 6 employees. | 193 | 324129 | 29880 | 6494 | 1052 | 62953 | 42099 | 39848 |
|  | Establishments with 7 to 9 employees. | 206 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 207 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 130 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 222 | 2069125 | 198381 | 44800 | 6321 | 392520 | 316124 | 345564 |
|  | Establishments with 50 to 99 employees. | 35 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 6 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 188 | 89326 | 8831 | 2346 | 393 | 19532 | 5181 | 26868 |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1738 | 6627456 | 566057 | 128741 | 18318 | 1148391 | 890895 | 958659 |
|  | Establishments operated for the entire year |  | 6538130 |  |  |  |  |  |  |
|  | Establishments with no employees. . Establishments with 1 employee | $\begin{array}{r} 1 \\ 202 \end{array}$ | D |  | D | a | D | D | D |
|  | Establishments with 1 employee.... | $\begin{aligned} & 202 \\ & 130 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  |  | ${ }_{\text {e }}^{\text {e }}$ | D | D | D |
|  | Establishments with 3 or 4 employees. | 218 | 252906 | 20346 | 4513 | 757 | 45797 | 27655 | 29289 |
|  | Establishments with 5 or 6 employees. | 193 | 324129 | 29880 | 6494 | 1052 | 62953 | 42099 | 39848 |
|  | Establishments with 7 to 9 employees. | 206 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees | 207 | D |  |  |  |  |  |  |
|  | employees.................. Establishments with 15 to 19 | 207 | D | D | D | g | D | D | D |
|  | employees..................... | 130 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 222 | 2069125 | 198381 | 44800 | 6321 | 392520 | 316124 | 345564 |
|  | Establishments with 50 to 99 employees. | 35 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 188 | 89326 | 8831 | 2346 | 393 | 19532 | 5181 | 26868 |
| 42114 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERSCon. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42121 | Furniture whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4249 | 16812942 | 1919657 | 436275 | 54884 | 3664048 | 1449250 | 1531956 |
|  | Establishments with no employees. . Establishments with 1 employee. | 733 | 344537 | 27443 | 5676 | 733 | 66725 | 32552 | 33648 |
|  | Establishments with 2 employees... | 483 | 400455 | 30097 | 6331 | 966 | 72205 | 31067 | 32375 |
|  | Establishments with 3 or 4 employees. | 739 | 909487 | 75397 | 17150 | 2536 | 173328 | 86486 | 89312 |
|  | Establishments with 5 or 6 employees. | 454 | 773195 | 75907 | 17094 | 2452 | 165293 | 77234 | 82446 |
|  | Establishments with 7 to 9 employees. | 426 | 1090102 | 109369 | 23592 | 3352 | 236925 | 94612 | 97508 |
|  | Establishments with 10 to 14 employees. | 429 | 1492964 | 161342 | 36474 | 5068 | 343574 | 151897 | 160849 |
|  | Establishments with 15 to 19 employees. | 279 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 497 | 4502335 | 524083 | 118615 | 15011 | 971977 | 399093 | 424899 |
|  | Establishments with 50 to 99 employees. | 140 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 69 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 631 | 446129 | 50621 | 10911 | 1609 | 99737 | 16076 | 92657 |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4880 | 17259071 | 1970278 | 447186 | 56493 | 3763785 | 1465326 | 1624613 |
|  | Establishments operated for the entire year | 4249 | 16812942 | 1919657 | 436275 | 54884 | 3664048 | 1449250 | 1531956 |
|  | Establishments with no employees.. | $73 \overline{3}^{-}$ | $34453 \overline{7}$ | 27443 | 5 676 | $733^{-}$ | 66725 | 32552 | 33648 |
|  | Establishments with 2 employees... | 483 | 400455 | 30097 | 6331 | 966 | 72205 | 31067 | 32375 |
|  | Establishments with 3 or 4 employees. | 739 | 909487 | 75397 | 17150 | 2536 | 173328 | 86486 | 89312 |
|  | Establishments with 5 or 6 employees. | 454 | 773195 | 75907 | 17094 | 2452 | 165293 | 77234 | 82446 |
|  | Establishments with 7 to 9 employees. | 426 | 1090102 | 109369 | 23592 | 3352 | 236925 | 94612 | 97508 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  | 1050 | 109369 | 23592 | 3352 | 236925 | 94612 | 97508 |
|  | employees............... | 429 | 1492964 | 161342 | 36474 | 5068 | 343574 | 151897 | 160849 |
|  | employees. | 279 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 497 | 4502335 | 524083 | 118615 | 15011 | 971977 | 399093 | 424899 |
|  | Establishments with 50 to 99 employees. | 140 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 69 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 631 | 446129 | 50621 | 10911 | 1609 | 99737 | 16076 | 92657 |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2275 | 5670483 | 524847 | 123314 | 19322 | 1206312 | 772059 | 847641 |
|  | Establishments operated for the entire year | 1942 | 5510008 | 512164 | 120552 | 18780 | 1175472 | 763775 | 797363 |
|  | Establishments with no employees.. | $41 \overline{6}$ | $218481$ | $1518 \overline{9}$ | 3255 | 416 | 41086 | 25432 | $26558$ |
|  | Establishments with 2 employees... | 243 | 226046 | 13651 | 3255 2864 | 486 | 38872 | 25432 23 | 265042 |
|  | Establishments with 3 or 4 employees. | 381 | 533664 | 36846 | 8377 | 1304 | 94244 | 60000 | 62438 |
|  | Establishments with 5 or 6 employees. | 218 | 368895 | 32820 | 7642 | 1179 | 80503 | 55259 | 59194 |
|  | Establishments with 7 to 9 employees. | 191 | 511039 | 43648 | 9043 | 1499 | 111137 | 64030 | 66451 |
|  | Establishments with 10 to 14 employees. | 173 | 663716 | 60991 | 13845 | 2019 | 148653 | 92851 | 98222 |
|  | Establishments with 15 to 19 employees. | 100 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 165 | 1340378 | 127004 | 29640 | 4881 | 274312 | 199447 | 214162 |
|  | Establishments with 50 to 99 employees | 40 | D | D | D | h | D | D | D |
|  | Establishments with $100 \ldots \ldots \ldots$ |  |  |  |  |  |  |  | D |
|  | or more ........................ | 15 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 333 | 160475 | 12683 | 2762 | 542 | 30840 | 8284 | 50278 |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 2605 | 11588588 | 1445431 | 323872 | 37171 | 2557473 | 693267 | 776972 |
|  | Establishments operated for the entire year | 2307 | 11302934 | 1407493 | 315723 | 36104 | 2488576 | 685475 | 734593 |
|  | Establishments with no employees.. | - | - | - | - | - | - | $\bigcirc 712$ | - |
|  | Establishments with 1 employee.... | $317$ | $126056$ | $12254$ | 2421 | $317$ | 25639 | 7120 | $\begin{aligned} & 7 \\ & 7 \end{aligned} 090$ |
|  | Establishments with 2 employees... | 240 | $174409$ | $16446$ | 3467 | 480 | 33333 | 7270 | $7333$ |
|  | employees... | 358 | 375823 | 38551 | 8773 | 1232 | 79084 | 26486 | 26874 |

[^85]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^86]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
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See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
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[^87]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline \& MERCHANT WHOLESALERS— Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goods-Con. \& \& \& \& \& \& \& \& \\
\hline 42143 \& Computer \& computer peripheral equipment \& software whsleCon. \& \& \& \& \& \& \& \& \\
\hline \& \begin{tabular}{l}
Establishments operated for the entire year-Con. \\
Establishments with 50 to 99 employees. Establishments with 100 employees or more
\end{tabular} \& 432
290 \& D \& D \& D \& k
। \& D \& D \& D \\
\hline \& Establishments not operated for the entire year \& 2203 \& 5337940 \& 414377 \& 97582 \& 8711 \& 788403 \& 102230 \& 432929 \\
\hline \multirow[t]{14}{*}{421430} \& Computer \& computer peripheral equipment \& software whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments ........ \& 14459 \& 142059509 \& 9616070 \& 2203535 \& 210526 \& 17796861 \& 8917303 \& 10113861 \\
\hline \& Establishments operated for the entire year Establishments with no employees. \& \[
\begin{array}{r}
12256 \\
9
\end{array}
\] \& 136721569 \& 9201693
D

113 \& 2105953 \& 201815
a \& 17008458 \& 8815073
D \& 9680932 <br>
\hline \& Establishments with 1 employee.... \& 1998 \& 1682825 \& 113078 \& 23521 \& 1998 \& 226041 \& 71965 \& 75027 <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 1414 \& 1685056 \& 110530 \& 23135 \& 2828 \& 220258 \& 70594 \& 72148 <br>
\hline \& employees. Establishments with 5 or 6 \& 2035 \& 4128757 \& 286137 \& 62560 \& 7020 \& 552133 \& 166568 \& 172186 <br>

\hline \& | employees. |
| :--- |
| Establishments with 7 to 9 | \& 1279 \& 3478313 \& 282999 \& 62239 \& 6938 \& 538904 \& 174466 \& 181128 <br>

\hline \& employees. \& 1332 \& 5501608 \& 448232 \& 96923 \& 10458 \& 828459 \& 252596 \& 270848 <br>
\hline \& Establishments with 10 to 14 employees. \& 1316 \& 8116095 \& 673664 \& 149087 \& 15388 \& 1200507 \& 467185 \& 526367 <br>
\hline \& employees. \& 711 \& 6817025 \& 536834 \& 116619 \& 11883 \& 993264 \& 350756 \& 417400 <br>
\hline \& Establishments with 20 to 49 employees. \& 1440 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& employees.................... \& 432 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 290 \& D \& D \& D \& I \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year \& 2203 \& 5337940 \& 414377 \& 97582 \& 8711 \& 788403 \& 102230 \& 432929 <br>
\hline \multirow[t]{14}{*}{4214301} \& Computer \& peripheral equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ........ \& 11806 \& 131914692 \& 7857231 \& 1794896 \& 176584 \& 14678915 \& 8534297 \& 9671282 <br>
\hline \& Establishments operated for the entire year \& 10059 \& 126876000 \& 7506477 \& 1711515 \& 169308 \& 14006672 \& 8434864 \& 9271209 <br>

\hline \& Establishments with no employees.. Establishments with 1 employee. \& $$
\begin{array}{r}
6 \\
1576
\end{array}
$$ \& \[

$$
\begin{array}{r}
\text { D } \\
1521889
\end{array}
$$
\] \& 85

428 \& 17949 \& 1 576 \& 174596 \& D
67 \& 70263 <br>

\hline \& | Establishments with 2 employees... |
| :--- |
| Establishments with 3 or 4 | \& 1106 \& 1482259 \& 80500 \& 17217 \& 2212 \& 163338 \& 61409 \& 62830 <br>


\hline \& | employees. |
| :--- |
| Establishments with 5 or 6 | \& 1652 \& 3757191 \& 222005 \& 48305 \& 5694 \& 431366 \& 158722 \& 163417 <br>

\hline \& Establishments with 5 or 6 employees. \& 1063 \& 3122151 \& 224110 \& 49810 \& 5762 \& 433054 \& 164790 \& 172101 <br>
\hline \& Establishments with 7 to 9 employees. \& 1098 \& 5047261 \& 354318 \& 76677 \& 8628 \& 652728 \& 238376 \& 254283 <br>

\hline \& | employees. |
| :--- |
| Establishments with 15 to 19 | \& 1112 \& D \& D \& D \& j \& D \& D \& D <br>

\hline \& employees. \& 601 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 1237 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 366 \& 16703845 \& 1194524 \& 267204 \& 25395 \& 2129205 \& 1083921 \& 1137772 <br>
\hline \& Establishments with 100 employees or more $\square$ \& 242 \& D \& D \& D \& 1 \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 1747 \& 5038692 \& 350754 \& 83381 \& 7276 \& 672243 \& 99433 \& 400073 <br>
\hline \multirow[t]{11}{*}{42143011} \& Computers \& peripheral equipment for resale \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ........ \& 4861 \& 83034207 \& 3215540 \& 782321 \& 77346 \& 6840403 \& 6008852 \& 6837354 <br>
\hline \& Establishments operated for the entire year \& \& 79908365 \& \& \& \& 6546354 \& \& 6585482 <br>

\hline \& | Establishments with no employees. . |
| :--- |
| Establishments with 1 employee | \& \[

$$
\begin{array}{r}
2 \\
658
\end{array}
$$

\] \& D \& D \& \[

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

\hline \& Establishments with 2 employees... \& 488 \& 995843 \& 34012 \& 7372 \& 976 \& \& 39279 \& 40334 <br>
\hline \& Establishments with 3 or 4 employees. \& 682 \& 2397322 \& 90891 \& 19863 \& 2340 \& 194896 \& 87157 \& 91428 <br>
\hline \& Establishments with 5 or 6 employees. \& 423 \& 1823709 \& 84052 \& 18960 \& 2300 \& 181707 \& 92096 \& 97516 <br>
\hline \& Establishments with 7 to 9 employees. \& 421 \& 2906002 \& 130025 \& 27798 \& 3303 \& 264975 \& 114814 \& 132352 <br>

\hline \& | Establishments with 10 to 14 employees. |
| :--- |
| Establishments with 15 to 19 | \& 426 \& \[

4351253

\] \& \[

200707
\] \& 44496 \& 4945 \& 400357 \& 273749 \& 327187 <br>

\hline \& employees. \& 251 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& \& \& \& \& \& \& \& D <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS— Con |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42143011 | Computers \& peripheral <br> equipment for resale-Con |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ | 141 109 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 763 | 3125842 | 137204 | 36410 | 3494 | 294049 | 78432 | 251872 |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |
|  | All establishments | 6945 | 48880485 | 4641691 | 1012575 | 99238 | 7838512 | 2525445 | 2833928 |
|  | Establishments operated for the entire year | 5961 | 46967635 | 4428141 | 965604 | 95456 | 7460318 | 2504444 | 2685727 |
|  | Establishments with no employees.. | 4 918 | - | D | D | a | $\bigcirc$ | - D | $\bigcirc$ |
|  | Establishments with 1 employee.... | 918 618 | 486 416 | 46488 | r 9845 | $1236{ }^{\text {f }}$ | 88348 | 22130 | 22496 |
|  | Establishments with 3 or 4 employees. | 970 | 1359869 | 131114 | 28442 | 3354 | 236470 | 71565 | 71989 |
|  | Establishments with 5 or 6 employees. | 640 | 1298442 | 140058 | 30850 | 3462 | 251347 | 72694 | 74585 |
|  | Establishments with 7 to 9 employees. | 677 | 2141259 | 224293 | 48879 | 5325 | 387753 | 123562 | 121931 |
|  | employees.............. | 686 | D | D | D | i | D | D | D |
|  | Establishments with 15 to 19 employees. | 350 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 740 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 225 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 133 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 984 | 1912850 | 213550 | 46971 | 3782 | 378194 | 21001 | 148201 |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2653 | 10144817 | 1758839 | 408639 | 33942 | 3117946 | 383006 | 442579 |
|  | Establishments operated for the entire year | 2197 | 9845569 | 1695216 | 394438 | 32507 | 3001786 | 380209 | 409723 |
|  | Establishments with no employees.. | $\begin{array}{r}3 \\ 422 \\ \hline\end{array}$ | 256 160936 | 76 27650 | 5572 | 422 | 151 51445 | 4 4920 | $\begin{array}{r}4 \\ 4 \\ \hline\end{array}$ |
|  | Establishments with 2 employees... | 308 | 202797 | 30030 | 5918 59 | 616 | 56920 | 4920 9 | 4764 918 |
|  | Establishments with 3 or 4 employees. | 383 | 371566 | 64132 | 14255 | 1326 | 120767 | 7846 | 8769 |
|  | Establishments with 5 or 6 employees. | 216 | 356162 | 58889 | 12429 | 1176 | 105850 | 9676 | 9027 |
|  | Establishments with 7 to 9 employees. | 234 | 454347 | 93914 | 20246 | 1830 | 175731 | 14220 | 16565 |
|  | Establishments with 10 to 14 employees. | 204 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 110 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 203 | 2314965 | 352347 | 78225 | 6137 | 614182 | 81376 | 103481 |
|  | Establishments with 50 to 99 employees. | 66 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 48 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 456 | 299248 | 63623 | 14201 | 1435 | 116160 | 2797 | 32856 |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | r4 658 | r12 215821 | r1 550219 | 「355 083 | r47 048 | 2981362 | 1142404 | 1241855 |
|  | Establishments operated for the entire year | 4159 | 11984579 | 1522609 | 348496 | 45965 | 2925975 | 1135015 | 1201833 |
|  | Establishments with no employees. <br> Establishments with 1 employee. | $\begin{array}{r} 1 \\ 621 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline\end{array}$ |  |  |  | - D | ( D |
|  | Establishments with 2 employees... | 464 | 260436 | 24880 | 5416 | 928 | 58228 | 19621 | 20794 |
|  | Establishments with 3 or 4 employees. | 758 | 577889 | 69923 | 15493 | 2619 | 150477 | 50749 | 51945 |
|  | Establishments with 5 or 6 employees. | 521 | 656521 | 83718 | 18285 | 2837 | 169189 | 60424 | 63877 |
|  | Establishments with 7 to 9 employees. | 502 | 938862 | 117583 | 27016 | 3978 | 240322 | 78110 | 84396 |
|  | Establishments with 10 to 14 employees. | 482 | 1321576 | 177084 | 39897 | 5622 | 350358 | 114559 | 117208 |
|  | Establishments with 15 to 19 employees. | 264 | 993204 | 143416 | 32572 | 4392 | 267060 | 108065 | 113842 |
|  | Establishments with 20 to 49 employees. | 423 | D | D | D |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42144 | Other commercial equipment whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. $\qquad$ Establishments with 100 employees or more $\qquad$ | 85 38 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 499 | 231242 | 27610 | 6587 | 1083 | 55387 | 7389 | 40022 |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | '4 658 | r12 215821 | r1 550219 | r355 083 | '47 048 | 2981362 | 1142404 | 1241855 |
|  | Establishments operated for the entire year Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 4159 \\ 1 \\ 621 \end{array}$ | $\begin{array}{r} 11984579 \\ \text { D } \\ \text { D } \end{array}$ | $\begin{array}{r} 1522609 \\ \text { D } \\ \text { D } \end{array}$ | $\begin{array}{r} 348496 \\ D \\ D \end{array}$ | $45965$ $a$ | $\begin{array}{r} 2925975 \\ D \\ D \end{array}$ | 1135015 D D | $\begin{array}{rr} 1201833 \\ & D \\ D & 0 \end{array}$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 464 | 260436 | 24880 | 5416 | 928 | 58228 | 19621 | 20794 |
|  | Establishments with 3 or 4 <br> employees. <br> Establishments with 5 or 6 | 758 | 577889 | 69923 | 15493 | 2619 | 150477 | 50749 | 51945 |
|  | employees. Establishments with 7 to 9 | 521 | 656521 | 83718 | 18285 | 2837 | 169189 | 60424 | 63877 |
|  | employees. <br> Establishments with 10 to 14 | 502 | 938862 | 117583 | 27016 | 3978 | 240322 | 78110 | 84396 |
|  | employees. <br> Establishments with 15 to 19 | 482 | 1321576 | 177084 | 39897 | 5622 | 350358 | 114559 | 117208 |
|  | Establishments with 15 to 19 <br> employees. | 264 | 993204 | 143416 | 32572 | 4392 | 267060 | 108065 | 113842 |
|  | Establishments with 20 to 49 employees. | 423 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 85 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more | 38 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 499 | 231242 | 27610 | 6587 | 1083 | 55387 | 7389 | 40022 |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2689 | 8094253 | 898717 | 204625 | 28408 | 1720999 | 756372 | 824178 |
|  | Establishments operated for the entire year | 2413 | 7957487 | 883961 | 201295 | 27795 | 1691200 | 753794 | 797085 |
|  | Establishments with no employees. . Establishments with 1 employee. |  | - | - |  | - | - | - | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 268 | 140886 | 13999 | 3125 | 536 | 31243 | 13733 | 14602 |
|  | Establishments with 3 or 4 <br> employees. <br> Establishments with 5 or 6 $\qquad$ | 446 | 376585 | 37496 | 8391 | 1549 | 85929 | 36102 | 36735 |
|  | employees. | 321 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 281 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 262 | 784576 | 91570 | 20482 | 3046 | 179656 | 74565 | 75733 |
|  | Establishments with 15 to 19 employees. | 158 | 602798 | 81987 | 18616 | 2634 | 151923 | 69591 | 73489 |
|  | employees. | 257 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 54 | 1066078 | 118353 | 27075 | 3581 | 226229 | 120759 | 130907 |
|  | Establishments with 100 employees or more $\qquad$ | 24 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 276 | 136766 | 14756 | 3330 | 613 | 29799 | 2578 | 27093 |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | r1969 | '4 421568 | '651 502 | ${ }^{\text {r }} 150458$ | '18640 | 1260363 | 386032 | 417677 |
|  | Establishments operated for the entire year | 1746 | 4027092 | 638648 | 147201 | 18170 | 1234775 | 381221 | 404748 |
|  | Establishments with no employees. Establishments with 1 employee. | $\begin{array}{r} 1 \\ 279 \end{array}$ | D D | D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | a | D D | $\begin{array}{r} D \\ D \\ \hline \end{array}$ | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 196 | 119550 | 10881 | 2291 | 392 | 26985 | 5888 | 6192 |
|  | employees. <br> Establishments with 5 or 6 .......... | 312 | 201304 | 32427 | 7102 | 1070 | 64548 | 14647 | 15210 |
|  | Establishments with 5 or 6 employees. | 200 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 221 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 220 | 537000 | 85514 | 19415 | 2576 | 170702 | 39994 | 41475 |
|  | Establishments with 15 to 19 employees. | 106 | $390406$ | 61429 | $13956$ | $1758$ | $115137$ | 38474 | 40353 |
|  | Establishments with 20 to 49 employees. | $166$ | D | D | D |  | D | 38474 D |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214901 | Religious \& school supplies whsle-Con. <br> Establishments not operated for the entire year. $\qquad$ | 36 | 14429 | 2924 | 809 | 119 | 5463 | 1091 | 3339 |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1953 | 7634909 | 944789 | 224298 | 23269 | 1929001 | 965452 | 995233 |
|  | Establishments operated for the entire year | 1773 | 7561167 | 929162 | 218817 | 22616 | 1902864 | 958883 | 979592 |
|  | Establishments with no employees. . <br> Establishments with 1 employee... | $\begin{array}{r} 2 \\ 256 \end{array}$ |  |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  |  |  |  |
|  | Establishments with 2 employees... | 202 | 116958 | 13497 | 2846 | 404 | 27730 | 8808 | 9365 |
|  | Establishments with 3 or 4 employees. | 322 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to 9 | 227 | 299987 | 41976 | 9502 | 1240 | 87297 | 28061 | 30075 |
|  | employees. | 222 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 201 | 737791 | 90901 | 20231 | 2345 | 181384 | 70325 | 78154 |
|  | Establishments with 15 to 19 employees. | 90 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 158 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 68 | 1706664 | 190523 | 45851 | 4443 | 440799 | 163970 | 173556 |
|  | Establishments with 100 employees or more $\qquad$ | 25 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 180 | 73742 | 15627 | 5481 | 653 | 26137 | 6569 | 15641 |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | r10 079 | r91 553201 | r5 595871 | r1 287325 | r146964 | 11460513 | 11240009 | 11965871 |
|  | Establishments operated for the entire year $\qquad$ | 9179 | 89663972 | 5482095 | 1259654 | 143753 | 11240447 | 11156053 | 11753117 |
|  | Establishments with no employees.. Establishments with 1 employee.... | + $\begin{array}{r}3 \\ 1186\end{array}$ | 1455476 <br> 176 | 116 55337 |  |  | $\begin{array}{r} 201 \\ 132315 \end{array}$ | 56 6633 | 54 71694 |
|  | Establishments with 1 employee.... <br> Establishments with 2 employees... | $\begin{array}{r}188 \\ 885 \\ \hline\end{array}$ | 1455477 1557022 | 55337 68675 | 11983 15280 | 1186 1770 | 132315 153862 | 66733 89171 | 71694 92316 |
|  | Establishments with 3 or 4 employees. <br> Establishments with 5 or 6 | 1424 | 4385685 | 197014 | 42652 | 4915 | 429987 | 325102 | 342616 |
|  | Establoymees................. | 996 | 4845791 | 205330 | 46965 | 5418 | 432762 | 490100 | 454848 |
|  | Establishments with 7 to 9 employees. | 1033 | 5846474 | 317014 | 70035 | 8190 | 668030 | 549147 | 582642 |
|  | Establishments with 10 to 14 employees. | 1069 | 10289546 | 482415 | 107016 | 12546 | 1045133 | 1115614 | 1195703 |
|  | Establishments with 15 to 19 employees. | 608 | 7381668 | 391038 | 88896 | 10135 | 803067 | 854591 | 875218 |
|  | Establishments with 20 to 49 employees. | 1365 | 26526198 | 1624782 | 367545 | 41481 | 3319269 | 3258803 | 3480216 |
|  | Establishments with 50 to 99 employees. | 445 | D | D | D | k | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 165 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 900 | 1889229 | 113776 | 27671 | 3211 | 220066 | 83956 | 212754 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments ... | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Establishments operated for the entire year |  | 81311017 | 5294485 | 1215299 | 139885 | 10813483 | 10717776 | 11306684 |
|  | Establishments with no employees. . | $\begin{array}{r}3 \\ \hline\end{array}$ | 676 | 5 116 |  | - | - 201 | 107156 | 54 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 1072 809 |  |  | [ $\begin{gathered}\text { D } \\ \mathrm{D}\end{gathered}$ |  | D | D | D |
|  | Establishments with 3 or 4 employees. | 1323 | 3767873 | 180117 | 38987 | 4574 | 392584 | 296982 | 312754 |
|  | Establishments with 5 or 6 employees. | 920 | 3705361 | 185991 | 42310 | 5012 | 388724 | 396214 | 391193 |
|  | Establishments with 7 to 9 employees. | 987 | 4784417 | 296397 | 65459 | 7824 | 610041 | 513865 | 531482 |
|  | Establishments with 10 to 14 employees. | 1011 | 8481696 | 449233 | 98418 | 11856 | 960075 | 982214 | 1055770 |
|  | Establishments with 15 to 19 employees. | 595 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 1335 | 25373955 | 1578721 | 356456 | 40563 | 3230243 | 3197881 | 3422676 |
|  | Establishments with 50 to 99 employees. | 437 | D | D | D | k | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 164 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | $831$ | $1813674$ | $110538$ | 26962 | 3143 | 212942 | 83649 | 206867 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& Firstquarter payroll \((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12 (number)
\end{tabular} \& Operating expenses \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline 421 \& \begin{tabular}{l}
MERCHANT WHOLESALERS— Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{11}{*}{421510} \& \begin{tabular}{l}
Metal service centers \& offices \\
All establishments \(\qquad\)
\end{tabular} \& 9487 \& 83124691 \& 5405023 \& 1242261 \& 143028 \& 11026425 \& 10801425 \& 11513551 \\
\hline \& \begin{tabular}{l}
Establishments operated for the entire year Establishments with no employees. . Establishments with 1 employee.. Establishments with 2 employees. \\
Establishments with 3 or 4
\end{tabular} \& 8656
3
1072

809 \& 81311017
676

D
D \& 5294485
116

D \& \begin{tabular}{r}
1215299 <br>
\hline <br>
D <br>
D

 \& 

139885 <br>
\hline g <br>
g
\end{tabular} \& $\begin{array}{rr}10813483 \\ 201 \\ & \text { D } \\ & \text { D }\end{array}$ \& 10717776

56
D
D \& $\begin{array}{rr}11306684 \\ 54 \\ & \text { D } \\ \\ \text { D }\end{array}$ <br>

\hline \& | Establishments with 3 or 4 |
| :--- |
| employees. |
| Establishments with 5 or 6 | \& 1323 \& 3767873 \& 180117 \& 38987 \& 4574 \& 392584 \& 296982 \& 312754 <br>

\hline \&  \& 920 \& 3705361 \& 185991 \& 42310 \& 5012 \& 388724 \& 396214 \& 391193 <br>
\hline \& Establishments with 7 to 9 employees. \& 987 \& 4784417 \& 296397 \& 65459 \& 7824 \& 610041 \& 513865 \& 531482 <br>
\hline \& Establishments with 10 to 14 employees. \& 1011 \& 8481696 \& 449233 \& 98418 \& 11856 \& 960075 \& 982214 \& 1055770 <br>
\hline \& Establishments with 15 to 19 employees. \& 595 \& D \& D \& D \& i \& D \& D \& D <br>

\hline \& | Establishments with 20 to 49 employees. |
| :--- |
| Establishments with 50 to 99 | \& 1335 \& 25373955 \& 1578721 \& 356456 \& 40563 \& 3230243 \& 3197881 \& 3422676 <br>

\hline \& employees............... \& 437 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 164 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 831 \& 1813674 \& 110538 \& 26962 \& 3143 \& 212942 \& 83649 \& 206867 <br>
\hline \multirow[t]{14}{*}{4215101} \& Ferrous metal service centers \& sales offices \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7595 \& 66113409 \& 4485391 \& 1037061 \& 120653 \& 9133012 \& 8873016 \& 9359046 <br>
\hline \& Establishments operated for the entire year \& \& 64934893 \& 4411975 \& 1019358 \& \& \& \& 9172762 <br>
\hline \& Establishments with no employees.. \& - 1 \& 649348 \& - D \& 1019 35 \& 18 \& 8983 083 \& 8804 D \& 9172762 <br>
\hline \& Establishments with 1 employee....
Establishments with 2 employees... \& \& D \& D ${ }_{\text {D }}$ \& D \& f \& D \& D \& D <br>

\hline \& | Establishments with 3 or 4 |
| :--- |
| loyees... employees. | \& 607

1012 \& 2831284 \& $\begin{array}{r}139 \\ \hline 199\end{array}$ \& 30351 \& g
3512 \& 308218 \& 222608 \& 236486 <br>
\hline \& Establishments with 5 or 6 employees. \& 728 \& 2822181 \& 150297 \& 34057 \& 3965 \& 304639 \& 309762 \& 299464 <br>
\hline \& Establishments with 7 to 9 employees. \& 779 \& 3796981 \& 237422 \& 52253 \& 6190 \& 483236 \& 381757 \& 395844 <br>
\hline \& Establishments with 10 to 14 employees. \& 837 \& 6550443 \& 372047 \& 82143 \& 9815 \& 775873 \& 802014 \& 790299 <br>
\hline \& Establishments with 15 to 19 employees. \& 497 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 1139 \& 19617738 \& 1308688 \& 299848 \& 34794 \& 2679863 \& 2658236 \& 2810698 <br>
\hline \& Establishments with 50 to 99 employees. \& 380 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 141 \& 8633282 \& 859139 \& 210190 \& 24125 \& 1706476 \& 1666032 \& 1690140 <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 654 \& 1178516 \& 73416 \& 17703 \& 2489 \& 149929 \& 68865 \& 186284 <br>
\hline \multirow[t]{15}{*}{42151011} \& Ferrous metal service centers \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 5827 \& 58768929 \& 4105455 \& 951193 \& 110297 \& 8340519 \& 8873016 \& 9359046 <br>
\hline \& Establishments operated for the entire year \& \& 58011265 \& 4047366 \& 936000 \& 108177 \& 8223824 \& 8804151 \& 9172762 <br>
\hline \& Establishments with no............. \& - 1 \& 580112 \& 404736 \& 936 \& 108 \& 8223824 \& 8804 D \& 9172 <br>
\hline \& Establishments with 1 employee.... \& 369
348 \& \& \& \& \& D \& D \& <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 348 \& \& D \& D \& \& D \& D \& <br>
\hline \& employees. \& 713 \& 1882592 \& 100560 \& 21389 \& 2476 \& 218079 \& 222608 \& 236486 <br>
\hline \& Establishments with 5 or 6 employees. \& 559 \& 2165706 \& 112362 \& 25550 \& 3050 \& 232566 \& 309762 \& 299464 <br>
\hline \& Establishments with 7 to 9 employees. \& 677 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 10 to 14 employees. \& 737 \& 5579072 \& 329374 \& 72690 \& 8664 \& 690965 \& 802014 \& 790299 <br>
\hline \& Establishments with 15 to 19 employees. \& 450 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 1070 \& D \& D \& D \& k \& D \& D \& D <br>

\hline \& Establishments with 50 to 99 employees. \& $$
369
$$ \& D \& D \& D \& j \& D \& D \& D <br>

\hline \& Establishments with 100 employees or more $\qquad$ \& 133 \& 8232525 \& 799335 \& 196218 \& 22455 \& 1585253 \& 1666032 \& 1690140 <br>
\hline \& Establishments not operated for the entire year . \& 401 \& 757664 \& 58089 \& 15193 \& 2120 \& 116695 \& 68865 \& 186284 <br>
\hline \multirow[t]{2}{*}{42151012} \& Ferrous metal sales offices \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .. \& 1768 \& 7344480 \& 379936 \& 85868 \& 10356 \& 792493 \& \& <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151012 | Ferrous metal sales officesCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year $\qquad$ | 1515 | 6923628 | 364609 | 83358 | 9987 | 759259 | - |  |
|  | Establishments with no employees... | 15 | 623628 | 364 | 83 | - | 759259 | - |  |
|  | Establishments with 1 employee.... | 451 | 477987 | 22043 | 4917 | 451 | 47014 | - |  |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 259 | 327808 | 20420 | 5011 | 518 | 40938 | - |  |
|  | employees..................... | 299 | 948692 | 39379 | 8962 | 1036 | 90139 | - | - |
|  | Establishments with 5 or 6 employees. | 169 | 656475 | 37935 | 8507 | 915 | 72073 | - | - |
|  | Establishments with 7 to 9 employees. | 102 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees | 100 | 971371 | 42673 | 9453 | 1151 | 84908 | - | - |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees.............. | 47 | 912355 | 29864 | 6777 | 770 | 65330 | - | - |
|  | Establishm employees. | 69 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 11 | 195705 | 17077 | 4054 | 677 | 33744 | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 8 | 400757 | 59804 | 13972 | 1670 | 121223 | - | - |
|  | Establishments not operated for the entire year | 253 | 420852 | 15327 | 2510 | 369 | 33234 | - | - |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 1892 | 17011282 | 919632 | 205200 | 22375 | 1893413 | 1928409 | 2154505 |
|  | Establishments operated for the entire year | 1715 |  |  | 195941 | 21721 |  | 1913625 | 2133922 |
|  | Establishments with no employees.. | $\begin{array}{r} 2 \\ 252 \end{array}$ | D | D | D | a | D | D | $\begin{gathered} C \\ D \\ D \end{gathered}$ |
|  | Establishments with 1 employee.... Establishments with 2 employees... |  | $420866$ | $\begin{aligned} 14 & \text { D } \end{aligned}$ |  | 404 | 32982 |  |  |
|  | Establishments with 3 or 4 employees. | 311 | 936589 | 40178 | 8636 | 1062 | 84366 | 74374 | 76268 |
|  | Establishments with 5 or 6 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 7 to 9 | 192 | 883180 | 35694 | 8253 | 1047 | 84085 | 86452 | 91729 |
|  | employees..................... | 208 | 987436 | 58975 | 13206 | 1634 | 126805 | 132108 | 135638 |
|  | Establishments with 10 to 14 employees. | 174 | 1931253 | 77186 | 16275 | 2041 | 184202 | 180200 | 265471 |
|  | Establishments with 15 to 19 employees. | 98 | D | D | D | g | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 196 | D | D | D | i | D | D | D |
|  | employees. | 57 | 2022717 | 172884 | 39290 | 3977 | 336901 | 295215 | 336874 |
|  | Establishments with 100 employees or more $\qquad$ | 23 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 177 | 635158 | 37122 | 9259 | 654 | 63013 | 14784 | 20583 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments | 1380 | 15574704 | 839223 | 187391 | 20212 | 1730127 | 1928409 | 2154505 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year $\qquad$ | 1291 |  |  |  | j |  |  |  |
|  | Establishments with no employees. . Establishments with 1 employee.... | $\begin{array}{r} 1 \\ 129 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | a | D | D | D |
|  | Establishments with 2 employees... | 121 | 177261 | 8753 | 1902 | 242 | 20033 | 17645 | 17733 |
|  | Establishments with 3 or 4 employees. | 218 | 647589 | 27400 | 5831 | 745 | 59811 | 74374 | 76268 |
|  | Establishments with 5 or 6 employees. | 145 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 177 | 865824 | 50366 | 11233 | 1389 | 110654 | 132108 | 135638 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................... | 156 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 83 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 182 | 5614389 | 254787 | 52864 | 5321 | 523251 | 539645 | 611978 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees.................... | 56 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 23 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 89 | D | D | D | f | D | D | D |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 512 | 1436578 | 80409 | 17809 | 2163 | 163286 | - | - |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses² $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4215201 | Coal whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 288 | D | D | D | g | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee.... | 63 | 277881 | 3879 | 818 | 63 | 10924 | 12874 | 13388 |
|  | Establishments with 2 employees... | 42 | D | D | D | b | D | 12 D | 13 - |
|  | Establishments with 3 or $4 . \ldots \ldots \ldots .$. | 58 | D | D | D | c | D | D | D |
|  | Establishments with 5 or $6 \ldots \ldots \ldots$ | 44 | D | D | D | c | D | D | D |
|  |  | 32 | D | D | D | e | D | D | D |
|  |  | 25 | D | D | D | e | D | D | D |
|  | Estabilishments with 15 to 19 | 7 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 12 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 45 | D | D | D | b | D | D | D |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | '259 | '3 440800 | '88 273 | r21 213 | r1 819 | 193561 | 284821 | 284250 |
|  | Establishments operated for the entire year | 235 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee... | 51 |  | $\overline{\text { - }}$ | $\overline{\text { - }}$ | - | $\overline{\text { D }}$ |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 51 <br> 34 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 43 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 | 32 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 14 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 33 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 | 6 | D | D | D | c | D | D | D |
|  | Establishments................... | 6 | D | D | D | c | D | D | D |
|  | employees................ | 18 | D | D | D | f | D | D | D |
|  | employees.................... | 4 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more | - |  | _ | - | - | - | _ | - |
|  | Establishments not operated for the entire year | 24 | D | D | D | a | D | D | D |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 27347 | 182334876 | 14793391 | 3462691 | 345230 | 30237421 | 17186313 | 18711743 |
|  | Establishments operated for the entire year | 24191 | 177751531 | 14324227 | 3365173 | 335569 | 29325833 | 17061759 | 18008685 |
|  | Establishments with no employees.. |  |  |  |  |  | D | D | D |
|  | Establishments with 1 employee.... Establishments with 2 employees... |  |  |  |  |  |  | 171972 | 181517 |
|  | Establishments with 3 or 4 employees. | 4163 | 7032572 | 513762 | 113939 | 14340 | 1068112 | 495249 | 518748 |
|  | Establishments with 5 or 6 employees. | 2937 | 7381109 | 586004 | 131187 | 15999 | 1184677 | 541282 | 585395 |
|  | Establishments with 7 to 9 employees. | 2695 | 9837045 | 822429 | 184927 | 21303 | 1672418 | 850108 | 895186 |
|  | Establishments with 10 to 14 employees. | 2732 | 15477228 | 1311346 | 297773 | 31978 | 2569758 | 1401397 | 1464704 |
|  | Establishments with 15 to 19 employees. | 1514 | 11665099 | 1011451 | 233882 | 25380 | 1981322 | 1103522 | 1146599 |
|  | Establishments with 20 to 49 employees. | 2820 | 40138803 | 3391304 | 788596 | 83238 | 6554788 | 3992934 | 4211206 |
|  | Establishments with 50 to 99 employees. | 740 | 30364499 | 2103209 | 496916 | 50302 | 4310457 | 2845623 | 3016712 |
|  | Establishments with 100 employees or more $\qquad$ | 377 | 51064393 | 4232402 | 1040246 | 84183 | 9210714 | 5499614 | 5823102 |
|  | Establishments not operated for the entire year | 3156 | 4583345 | 469164 | 97518 | 9661 | 911588 | 124554 | 703058 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 8857 | 38350174 | 3756249 | 887946 | 101739 | 7002760 | 4590972 | 4873800 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year Establishments with no employees. Establishments with 1 employee... Establishments with 2 employees. . | $\begin{array}{r} 7927 \\ 1 \\ 1063 \\ 795 \end{array}$ | $\begin{array}{r} 37453186 \\ \mathrm{D} \\ \mathrm{D} \\ 558 \quad 611 \end{array}$ | $\begin{array}{r} 3674463 \\ D \\ \text { D } \\ 53666 \end{array}$ | 871936 D D 12646 | 99755 a g 1590 | 6846561 D D 108908 | 4561852 D D 50008 | $\begin{array}{r} 4676762 \\ \mathrm{D} \\ \mathrm{D} \\ 52023 \end{array}$ |
|  | employees..................... | 1339 | D | D | D | h | D | D | D |
|  | Establishments with 5 or 6 employees. | 976 | D | D | D | i | D | D | D |
|  | Establishments with 7 to 9 employees. | 926 | 2947265 | 280835 | 63965 | 7369 | 551765 | 336191 | 346211 |
|  | Establishments with 10 to 14 employees. | 979 | 4431976 | 437071 | 102521 | 11493 | 816322 | 560820 | 574254 |
|  | employees. | 514 | 3130029 | 313262 | 73299 | 8662 | 567420 | 399824 | 393776 |
|  | Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 | 1024 | 10047917 | 1087957 | 259528 | 30017 | 1942172 | 1389264 | 1423144 |
|  | employees................ | 222 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 88 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 930 | 896988 | 81786 | 16010 | 1984 | 156199 | 29120 | 197038 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8857 | 38350174 | 3756249 | 887946 | 101739 | 7002760 | 4590972 | 4873800 |
|  | Establishments operated for the entire year | 7927 | 37453186 | 3674463 | 871936 | 99755 | 6846561 | 4561852 | 4676762 |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 1 \\ 1063 \end{array}$ | $\begin{gathered} \text { D } \\ \text { D } \end{gathered}$ |  |  |  | - ${ }^{\text {D }}$ |  | - D |
|  | Establishments with 2 employees.... | 795 | 558611 | 53666 | 12646 | 1590 | 108908 | 50008 | 52023 |
|  | Establishments with 3 or 4 employees. | 1339 | D | D | D | h | D | D | D |
|  | Establishments with 5 or 6 employees. | 976 | D | D | D | i | D | D | D |
|  | Establishments with 7 to 9 employees. | 926 | 2947265 | 280835 | 63965 | 7369 | 551765 | 336191 | 346211 |
|  | Establishments with 10 to 14 employees. | 979 | 4431976 | 437071 | 102521 | 11493 | 816322 | 560820 | 574254 |
|  | Establishments with 15 to 19 employees. | 514 | 3130029 | 313262 | 73299 | 8662 | 567420 | 399824 | 393776 |
|  | Establishments with 20 to 49 employees. | 1024 | 10047917 | 1087957 | 259528 | 30017 | 1942172 | 1389264 | 1423144 |
|  | Establishments with 50 to 99 employees. | 222 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 88 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 930 | 896988 | 81786 | 16010 | 1984 | 156199 | 29120 | 197038 |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3237 | 39717526 | 1709097 | 393253 | 42999 | 5131249 | 3715334 | 4023015 |
|  | Establishments operated for the entire year |  | 39077961 | 1682496 |  |  | 5055139 | 3664182 | 3882873 |
|  | Year Establishments with no employees. | 286 1 391 | 39077 961 | 1682496 | 387861 D | 422 | 5055139 | 3664182 | 3882873 |
|  | Establishments with 1 employee.... | 391 345 | D |  | $\begin{aligned} & D \\ & D \\ & D \end{aligned}$ | e ${ }_{\text {e }}$ | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 345 | D |  | D | f | D | D | D |
|  | employees.................... | 522 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 378 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 321 | 1589189 | 85421 | 19505 | 2538 | 206083 | 157252 | 171203 |
|  | Establishments with 10 to 14 employees. | 318 | 1843406 | 129346 | 29139 | 3708 | 301158 | 230711 | 244466 |
|  | Establishments with 15 to $19 \ldots \ldots .$. | 164 | 1497357 | 95574 | 22407 | 2792 | 220965 | 191254 | 198362 |
|  | Establishments with 20 to 49 employees. | 308 | 7523624 | 338517 | 79091 | 9227 | 916867 | 762498 | 821261 |
|  | Establishments with 50 to 99 employees. | 85 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 53 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 351 | 639565 | $26601$ | 5392 | $772$ | 76110 | 51152 | 140142 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^88]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll <br> $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 6722 | 36812342 | 4566622 | 1092431 | 98210 | 8446176 | 3042985 | 3439839 |
|  | Establishments operated for the entire year Establishments with no employees. . Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 | $\begin{array}{r} 5827 \\ 2 \\ 866 \\ 618 \end{array}$ | $\begin{array}{rr}35061449 \\ & \text { D } \\ & \text { D } \\ & \text { D }\end{array}$ |  | $\begin{array}{rr}1035140 \\ \text { D } \\ & \text { D } \\ & \text { D }\end{array}$ | 93425 a f g | 7946678 D D D | $\begin{array}{rr}3030862 \\ \text { D } \\ \\ & \text { D } \\ & \text { D }\end{array}$ |  |
|  | employees.................... | 993 | D | D | D | h | D | D | D |
|  | Establishments with 5 or 6 employees. | 682 | D | D | D | h | D | D | D |
|  | Establishments with 7 to 9 <br> employees. | 670 | 1614328 | 199604 | 45064 | 5302 | 396629 | 107273 | 114512 |
|  | Establishments with 10 to 14 employees. <br> Establishments with 15 to 19 | 605 | 2360772 | 283765 | 64020 | 7105 | 521144 | 172887 | 178334 |
|  | employees. <br> Establishments with 20 to 49 | 382 | 2216896 | 256876 | 59536 | 6335 | 505834 | 187797 | 193233 |
|  | employees. | 691 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 205 | 5235954 | 605565 | 141609 | 14052 | 1145951 | 500802 | 587674 |
|  | or more . ....................... | 113 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 895 | 1750893 | 270823 | 57291 | 4785 | 499498 | 12123 | 132062 |
| 4216902 | ```Electronic parts (excluding communications equipment) whsle``` |  |  |  |  |  |  |  |  |
|  | All establishments | 8531 | 67454834 | 4761423 | 1089061 | 102282 | 9657236 | 5837022 | 6375089 |
|  | Establishments operated for the entire year | 7551 | 66158935 | 4671469 | 1070236 | 100162 | 9477455 | 5804863 | 6141273 |
|  | Establishments with no employees.. | 4 |  | - 67 | - 07 | - | $\bigcirc$ | 5 D |  |
|  | Establishments with 1 employee.... | 1244 |  |  | D | g | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 883 | D | D | D | g | D | D | D |
|  | employees. | 1309 | 2991217 | 181363 | 39572 | 4499 | 376795 | 166758 | 179707 |
|  | Establishments with 5 or 6 employees. | 901 | 3076807 | 195943 | 43723 | 4900 | 396826 | 173821 | 181861 |
|  | Establishments with 7 to 9 employees. | 778 | 3686263 | 256569 | 56393 | 6094 | 517941 | 249392 | 263260 |
|  | Establishments with 10 to 14 employees. | 830 | 6841074 | 461164 | 102093 | 9672 | 931134 | 436979 | 467650 |
|  | Establishments with 15 to 19 employees. | 454 | 4820817 | 345739 | 78640 | 7591 | 687103 | 324647 | 361228 |
|  | Establishments with 20 to 49 employees. | 797 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 228 | 10016533 | 688198 | 160560 | 15585 | 1355941 | 1008116 | 1045261 |
|  | Establishments with 100 employees or more $\qquad$ | 123 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 980 | 1295899 | 89954 | 18825 | 2120 | 179781 | 32159 | 233816 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 17533 | 57253744 | 6391596 | 1466209 | 186312 | 12167748 | 8709596 | 9185806 |
|  | Establishments operated for the entire year $\qquad$ | 15898 | 55712069 | 6250860 | 1434705 | 181180 | 11879976 | 8557677 | 8807374 |
|  | Establishments with no employees. Establishments with 1 employee. | $\begin{array}{r} 2 \\ 1802 \end{array}$ |  |  | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | a |  |  |  |
|  | Establishments with 2 employees... | 1810 | 1108063 | 108154 | 23645 | 3620 | 227528 | 163370 | 170442 |
|  | Establishments with 3 or 4 employees. | 3245 | D | D | D | j | D | D | D |
|  | Establishments with 5 or 6 employees. | 2119 | 3432951 | 374130 | 84673 | 11580 | 740822 | 513313 | 532635 |
|  | Establishments with 7 to 9 employees. | 1927 | 4571874 | $512576$ | 116036 | 15144 | 1004011 | 655532 | 677860 |
|  | Establishments with 10 to 14 employees. | 1906 | 6598348 | 769918 | 176488 | 22270 | 1493172 | 975950 | 1011453 |
|  | Establishments with 15 to 19 employees. | 949 | D | D | D | j | D | D | D |
|  | Establishments with 20 to 49 employees. | 1647 | D | D | D | k | D | D | D |
|  | Establishments with 50 to 99 employees. | $341$ | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | $150$ | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 1635 | 1541675 | 140736 | 31504 | 5132 | 287772 | 151919 | 378432 |

[^89]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42171 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8170 | 28781646 | 3292606 | 751220 | 99338 | 6261960 | 4524746 | 4826428 |
|  | Establishments operated for the entire year | 7476 | 27829434 | 3222745 | 732954 | 96375 | 6113937 | 4407241 | 4577772 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 974 | D | D | D | f | D | D | - |
|  | Establishments with 2 employees... | 867 | 445021 | 49310 | 10514 | 1734 | 99538 | 62673 | 65871 |
|  | Establishments with 3 or 4 employees. | 1336 | 1193567 | 138590 | 30854 | 4595 | 277662 | 173196 | 184321 |
|  | Establishments with 5 or 6 employees. | 938 | 1288201 | 159685 | 35808 | 5115 | 311475 | 200901 | 210488 |
|  | Establishments with 7 to 9 employees. | 846 | 1695793 | 214058 | 48475 | 6649 | 417532 | 264334 | 274725 |
|  | Establishments with 10 to 14 employees. | 898 | 2686575 | 348639 | 77935 | 10462 | 678614 | 429926 | 448053 |
|  | Establishments with 15 to 19 employees. | 457 | 1935851 | 265871 | 60995 | 7654 | 511546 | 334427 | 349424 |
|  | Establishments with 20 to 49 employees. | 870 | 6312852 | 938869 | 210881 | 25955 | 1710167 | 1100164 | 1145937 |
|  | Establishments with 50 to 99 employees. | 189 | 4155929 | 440865 | 96968 | 12641 | 875479 | 687235 | 729075 |
|  | Establishments with 100 employees or more $\qquad$ | 101 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 694 | 952212 | 69861 | 18266 | 2963 | 148023 | 117505 | 248656 |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 8170 | 28781646 | 3292606 | 751220 | 99338 | 6261960 | 4524746 | 4826428 |
|  | Establishments operated for the entire year $\qquad$ | 7476 | 27829434 | 3222745 | 732954 | 96375 | 6113937 | 4407241 | 4577772 |
|  | Establishments with no employees. . Establishments with 1 employee.... |  | D | - | - | - | - | - | D |
|  | Establishments with 2 employees... | 867 | 445021 | 49310 | 10514 | 1734 | 99538 | 62673 | 65871 |
|  | Establishments with 3 or 4 employees. | 1336 | 1193567 | 138590 | 30854 | 4595 | 277662 | 173196 | 184321 |
|  | Establishments with 5 or 6 employees. | 938 | 1288201 | 159685 | 35808 | 5115 | 311475 | 200901 | 210488 |
|  | Establishments with 7 to 9 employees. | 846 | 1695793 | 214058 | 48475 | 6649 | 417532 | 264334 | 274725 |
|  | Establishments with 10 to 14 employees | 898 | 2686575 | 348639 | 77935 | 10462 | 678614 | 429926 | 448053 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  | 2686575 | 348639 | 77935 | 10462 | 678614 | 429926 | 448053 |
|  | employees. | 457 | 1935851 | 265871 | 60995 | 7654 | 511546 | 334427 | 349424 |
|  | Establishments with 20 to 49 employees. | 870 | 6312852 | 938869 | 210881 | 25955 | 1710167 | 1100164 | 1145937 |
|  | Establishments with 50 to 99 employees. | 189 | 4155929 | 440865 | 96968 | 12641 | 875479 | 687235 | 729075 |
|  | Establishments with 100 employees or more $\qquad$ | 101 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 694 | 952212 | 69861 | 18266 | 2963 | 148023 | 117505 | 248656 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3261 | 10850765 | 1133400 | 263937 | 33270 | 2206346 | 1516634 | 1625338 |
|  | Establishments operated for the entire year | 2797 | 10567364 | 1103552 | 257697 | 32183 | 2145647 | 1501625 | 1554875 |
|  | Establishments with no employees.. | 1 355 | D | D | $\begin{aligned} & \text { D } \\ & \hline \end{aligned}$ | a | D | D | D |
|  | Establishments with 1 employee.... | 355 294 | 184465 | 17872 | 3957 | 588 |  |  | 23146 |
|  | Establishments with 3 or 4 employees. | 509 | 551088 | 56083 | 12344 | 1765 | 116323 | 70675 | 72375 |
|  | Establishments with 5 or 6 employees. | 324 | 504578 | 55264 | 12680 | 1788 | 114339 | 68026 | 71838 |
|  | Establishments with 7 to 9 employees. | 379 | 958434 | 98006 | 23307 | 2986 | 195345 | 125481 | 130502 |
|  | Establishments with 10 to 14 employees. | 346 | 1387948 | 138213 | 33186 | 4044 | 270605 | 183564 | 188196 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 191 | 1143858 | 102084 | 24190 | 3181 | 212195 | 146070 | 155108 |
|  | employees.................... | 313 | 3184854 | 339130 | 80554 | 9273 | 656631 | 466743 | 490697 |
|  | Establishments with 50 to 99 employees. | 57 | 1583028 | 148942 | 32940 | 3905 | 282471 | 228196 | 225237 |
|  | Establishments with 100 employees or more $\qquad$ | 28 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 464 | 283401 | 29848 | 6240 | 1087 | 60699 | 15009 | 70463 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3261 | 10850765 | 1133400 | 263937 | 33270 | 2206346 | 1516634 | 1625338 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2797 | 10567364 | 1103552 | 257697 | 32183 | 2145647 | 1501625 | 1554875 |
|  | Establishments with no employees.. | 1 355 |  |  |  | a | D | D | D |
|  | Establishments with 2 employees... | 294 | 184465 | 17872 | 3957 | 588 | 37529 | 21127 | 23146 |
|  | Establishments with 3 or 4 employees. | 509 | 551088 | 56083 | 12344 | 1765 | 116323 | 70675 | 72375 |
|  | Establishments with 5 or 6 employees. | 324 | 504578 | 55264 | 12680 | 1788 | 114339 | 68026 | 71838 |
|  | Establishments with 7 to 9 employees. | 379 | 958434 | 98006 | 23307 | 2986 | 195345 | 125481 | 130502 |
|  | Establishments with 10 to 14 employees. | 346 | 1387948 | 138213 | 33186 | 4044 | 270605 | 183564 | 188196 |
|  | Establishments with 15 to 19 employees. | 191 | 1143858 | 102084 | 24190 | 3181 | 212195 | 146070 | 155108 |
|  | Establishments with 20 to 49 employees. | 313 | 3184854 | 339130 | 80554 | 9273 | 656631 | 466743 | 490697 |
|  | Establishments with 50 to 99 employees. Establishments with 100 employees | 57 | 1583028 | 148942 | 32940 | 3905 | 282471 | 228196 | 225237 |
|  | or more .......... | 28 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year. | 464 | 283401 | 29848 | 6240 | 1087 | 60699 | 15009 | 70463 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4744 | 14185407 | 1559234 | 359093 | 42511 | 2937087 | 2136446 | 2184385 |
|  | Establishments operated for the entire year | 4396 | 13980930 | 1536885 | 354418 | 41760 | 2890472 | 2121008 | 2137873 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | a | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline\end{array}$ | - ${ }^{\text {D }}$ | - ${ }^{\text {D }}$ |
|  | Establishments with 2 employees... | 470 | 353299 | 30430 | 6783 | 940 | 66137 | 59498 | 61016 |
|  | Establishments with 3 or 4 employees. | 1083 | 1389297 | 114338 | 26186 | 3704 | 237794 | 221567 | 221391 |
|  | Establishments with 5 or 6 employees. | 683 | 1338877 | 129291 | 28896 | 3726 | 254405 | 190950 | 196667 |
|  | Establishments with 7 to 9 employees. | 553 | 1496911 | 159081 | 34958 | 4353 | 306582 | 207029 | 211806 |
|  | Establishments with 10 to 14 employees. | 538 | 2119011 | 232136 | 53580 | 6311 | 449414 | 293040 | 303493 |
|  | Establishments with 15 to 19 employees. | 238 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 360 | 3497277 | 410000 | 94953 | 10551 | 749310 | 517828 | 516274 |
|  | Establishments with 50 to 99 employees. | 76 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 17 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 348 | 204477 | 22349 | 4675 | 751 | 46615 | 15438 | 46512 |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4744 | 14185407 | 1559234 | 359093 | 42511 | 2937087 | 2136446 | 2184385 |
|  | Establishments operated for the entire year | 4396 | 13980930 | 1536885 | 354418 | 41760 | 2890472 | 2121008 | 2137873 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r} 1 \\ 377 \end{array}$ |  |  | $\begin{array}{r}3544 \\ \hline \text { D }\end{array}$ |  |  | 2121008 |  |
|  | Establishments with 1 employee.... | 377 470 | 353299 | 30 430 | 6783 | 940 | 66137 | 59498 | 61 016 |
|  | Establishments with 3 or 4 employees. | 1083 | 1389297 | 114338 | 26186 | 3704 | 237794 | 221567 | 221391 |
|  | Establishments with 5 or 6 employees. | 683 | 1338877 | 129291 | 28896 | 3726 | 254405 | 190950 | 196667 |
|  | Establishments with 7 to 9 employees. | 553 | 1496911 | 159081 | 34958 | 4353 | 306582 | 207029 | 211806 |
|  | Establishments with 10 to 14 employees. | 538 | 2119011 | 232136 | 53580 | 6311 | 449414 | 293040 | 303493 |
|  | Establishments with 15 to 19 employees. | 238 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 360 | 3497277 | 410000 | 94953 | 10551 | 749310 | 517828 | 516274 |
|  | Establishments with 50 to 99 employees. | 76 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 17 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 348 | 204477 | 22349 | 4675 | 751 | 46615 | 15438 | 46512 |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42174 | Refrigeration equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 1358 | 3435926 | 406356 | 91959 | 11193 | 762355 | 531770 | 549655 |
|  | Establishments operated for the entire year | 1229 | 3334341 | 387678 | 89636 | 10862 | 729920 | 527803 | 536854 |
|  | Establishments with no employees. . Establishments with 1 employee. | 96 | 40079 | 3661 | 752 | $9 \overline{6}$ | 8604 | 3964 | 4085 |
|  | Establishments with 2 employees.... | 179 | 125278 | 10542 | 2391 | 358 | 24324 | 20072 | 20409 |
|  | Establishments with 3 or 4 employees. | 317 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 174 | 301295 | 29890 | 7289 | 951 | 60603 | 53436 | 53642 |
|  | Establishments with 7 to 9 employees. | 149 | 420736 | 41431 | 9296 | 1156 | 84552 | 58688 | 60827 |
|  | Establishments with 10 to 14 employees. | 124 | 404814 | 50930 | 11787 | 1453 | 94539 | 69420 | 71711 |
|  | Establishments with 15 to 19 employees. | 63 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 104 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees............... | 19 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more | 4 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 129 | 101585 | 18678 | 2323 | 331 | 32435 | 3967 | 12801 |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1358 | 3435926 | 406356 | 91959 | 11193 | 762355 | 531770 | 549655 |
|  | Establishments operated for the entire year $\qquad$ | 1229 | 3334341 | 387678 | 89636 | 10862 | 729920 | 527803 | 536854 |
|  | Establishments with no employees.. <br> Establishments with 1 employee | 96 | $40 \quad 07 \overline{9}$ | 3661 | 752 | 96 | 8604 | 3964 |  |
|  | Establishments with ${ }^{\text {Estabishments with } 2 \text { employee.... }}$ | 96 179 | 125278 | 10542 | 2391 | 96 358 | 84 24 | 20 2072 | 20409 |
|  | Establishments with 3 or 4 employees. | 317 | D | D | D | g | D | D | D |
|  | Establishments with 5 or $6 \ldots . . . . . . . .$. | 174 | 301295 | 29890 | 7289 | 951 | 60603 | 53436 | 53642 |
|  | Establishments with 7 to 9 ..... |  | 301 |  |  |  |  |  |  |
|  | employees.............. | 149 | 420736 | 41431 | 9296 | 1156 | 84552 | 58688 | 60827 |
|  | employees. | 124 | 404814 | 50930 | 11787 | 1453 | 94539 | 69420 | 71711 |
|  | Establishments with 15 to 19 employees. | 63 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  | g |  |  |  |
|  | employees............... | 104 | D | D | D | h | D | D | D |
|  | employees.................... | 19 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 4 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 129 | 101585 | 18678 | 2323 | 331 | 32435 | 3967 | 12801 |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 64951 | 223849297 | 24766878 | 5670011 | 674287 | 46667259 | 37837176 | 41093543 |
|  | Establishments operated for the entire year | 58839 | 219692075 | 24331372 | 5569812 | 659461 | 45818727 | 37620260 | 40039230 |
|  | Establishments with no employees.. |  | 5285 | 440 |  | - | 1082 | 307 | 428 |
|  | Establishments with 1 employee.... | 7644 | 3514723 | 291143 | 63376 | 7644 | 641268 | 353154 | 376079 |
|  | Establishments with 2 employees... | 6176 | 4264552 | 387981 | 83100 | 12352 | 843599 | 431731 | 446137 |
|  | employees. . . . . . . . . . . . . . . . . . | 10170 | 11619464 | 1126675 | 249836 | 35179 | 2370593 | 1300283 | 1362563 |
|  | Establishments with 5 or 6 employees. | 7490 | 12820566 | 1343205 | 299397 | 40936 | 2726745 | 1602259 | 1700684 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees................... | 7574 | 19254756 | 2032885 | 458504 | 59702 | 3993460 | 2583400 | 2756775 |
|  | Establishments with 10 to 14 employees. | 7423 | 28313479 | 3034806 | 680379 | 87226 | 5775226 | 4396725 | 4647602 |
|  | Establishments with 15 to 19 employees | 4100 | 22452567 | 2505362 | 571952 | 68739 |  | 4081860 |  |
|  | employees.................. | 4100 | 22452567 | 2505362 | 571952 |  | 4661696 | 4081860 | 4337301 |
|  | employees.................... | 6514 | 61143195 | 7080136 | 1638614 | 187636 | 12765472 | 11246169 | 11952923 |
|  | Establishments with 50 to 99 employees. | 1307 | 27690145 | 3490696 | 807666 | 87044 | 6227699 | 5149586 | 5526392 |
|  | Establishments with 100 employees or more $\qquad$ | 421 | 28613343 | 3038043 | 716988 | 73003 | 5811887 | 6474786 | 6932346 |
|  |  |  |  |  |  |  |  | 6474786 |  |
|  | Establishments not operated for the entire year | 6112 | 4157222 | 435506 | 100199 | 14826 | 848532 | 216916 | 1054313 |

[^90]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Establishments operated for the entire year $\qquad$ | 4356 | 31215341 | 3082809 | 729358 | 76834 | 5682539 | 9168116 | 9947561 |
|  | Establishments with no employees.. | 3 | 625 | 56 |  |  | 93 | 72 | 230 |
|  | Establishments with 1 employee.... | 453 | 266148 | 17521 | 3597 | 453 | 40978 | 52259 | 62140 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 353 | 285947 | 22154 | 4602 | 706 | 51547 | 50344 | 51382 |
|  | employees. | 606 | 873481 | 73170 | 16199 | 2099 | 160597 | 149890 | 159334 |
|  | Establoyees................... | 416 | 919138 | 78503 | 17176 | 2282 | 167385 | 175026 | 191027 |
|  | Establishments with 7 to 9 employees. | 496 | 1486151 | 139761 | 31734 | 3909 | 295396 | 312631 | 341783 |
|  | Establishments with 10 to 14 employees. | 589 | 2552439 | 244258 | 56049 | 6931 | 489482 | 593167 | 621997 |
|  | Establishments with 15 to 19 employees. | 385 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 777 | 8740436 | 897708 | 211191 | 23044 | 1657960 | 2525050 | 2733875 |
|  | Establishments with 50 to 99 employees. | 182 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 96 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 407 | 345951 | 27925 | 5247 | 740 | 58289 | 23177 | 133905 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Establishments operated for the entire year | 4356 | 31215341 | 3082809 | 729358 | 76834 | 5682539 | 9168116 | 9947561 |
|  | Establishments with no employees. . Establishments with 1 employee.... |  | $\begin{array}{r} 625 \\ 266148 \end{array}$ | $\begin{array}{r} 56 \\ 17521 \end{array}$ | 3597 | 453 | 40978 | $\begin{array}{r}72 \\ 52259 \\ \hline 2\end{array}$ | 230 62140 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 353 | 285947 | 22154 | 4602 | 706 | 51547 | 50344 | 51382 |
|  | employees. | 606 | 873481 | 73170 | 16199 | 2099 | 160597 | 149890 | 159334 |
|  | Establishments with 5 or 6 employees. | 416 | 919138 | 78503 | 17176 | 2282 | 167385 | 175026 | 191027 |
|  | Establishments with 7 to 9 employees. | 496 | 1486151 | 139761 | 31734 | 3909 | 295396 | 312631 | 341783 |
|  | Establishments with 10 to 14 employees. | 589 | 2552439 | 244258 | 56049 | 6931 | 489482 | 593167 | 621997 |
|  | Establishments with 15 to 19 employees. | 385 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 777 | 8740436 | 897708 | 211191 | 23044 | 1657960 | 2525050 | 2733875 |
|  | Establishments with 50 to 99 employees. | 182 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 96 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 407 | 345951 | 27925 | 5247 | 740 | 58289 | 23177 | 133905 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |
|  | Establishments operated for the entire year Establishments with no employees. | 8537 | 30005809 | 2587227 | 580326 | 93836 | 4971045 | 7951771 | 8518871 |
|  |  | 5 | 857 | 39 17 | -6 | - ${ }^{-}$ | 117 | 178 | - 139 |
|  | Establishments with 2 employees... <br> Establishments with 2 employees... | 836 707 | 243263 354783 | 17351 28815 | 3627 6325 | 836 1414 | 42935 68270 | 54532 76083 | 56753 77066 |
|  |  | 707 | 354783 | 28815 | 6325 | 1414 | 68270 |  | 77066 |
|  | employees. <br> Establishments with 5 or 6 employees. | 1211 | 1060463 | 89311 | 19587 | 4178 | 204366 | 222341 | 238235 |
|  |  | 1002 | 1363979 | 125834 | 28252 | 5492 | 268265 | 314028 | 328427 |
|  | Establishments with 7 to 9 employees. | 1182 | 2413952 | 225397 | 50661 | 9407 | 443260 | 630633 | 666113 |
|  | Establishments with 10 to 14 | 1400 | 4894936 | 436736 | 96036 | 16608 | 831955 | 1353542 | 1454797 |
|  | Establishments with 15 to 19 employees. | 908 | 5127368 | 423926 | 95153 | 15266 | 781987 | 1417514 | 1528111 |
|  | Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 employees. <br> Establishments with 100 employees or more $\qquad$ | 1178 | 11326195 | 965854 | 217862 | 32044 | 1793619 | 3138466 | 3371665 |
|  |  | 91 | D | D | D | i | D | D | D |
|  |  | 17 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 775 | 530796 | 47362 | 11509 | 2073 | 95571 | 42324 | 214861 |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^91]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^92]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^93]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2019 | 6909587 | 1026999 | 235634 | 24973 | 1872287 | 761871 | 837009 |
|  | Establishments operated for the entire year | 1891 | 6823902 | 1015965 | 233573 | 24657 | 1851307 | 757306 | 815036 |
|  | Establishments with no employees. <br> Establishments with 1 employee. | ${ }_{171}{ }^{-}$ | 66 - ${ }^{\text {¢ }}$ | 6715 | 1640 | 171 | 13057 | 4676 | 4860 |
|  | Establishments with 2 employees.... | 168 | 102768 | 11502 | 2516 | 336 | 22817 | 9445 | 9399 |
|  | Establishments with 3 or 4 employees. | 294 | 273212 | 34921 | 7983 | 1024 | 66294 | 26083 | 28109 |
|  | Establishments with 5 or 6 employees. | 253 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 261 | 615348 | 83797 | 18327 | 2067 | 153193 | 64441 | 68747 |
|  | Establishments with 10 to 14 employees. | 275 | 880338 | 128328 | 28361 | 3221 | 221707 | 101647 | 110288 |
|  | Establishments with 15 to 19 employees. | 157 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 261 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees | 42 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | 764229 | 140595 | 34111 | 3637 | 314961 | 84477 | 96776 |
|  | Establishments not operated for the entire year $\qquad$ | 128 | 85685 | 11034 | 2061 | 316 | 20980 | 4565 | 21973 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 8460 | 28259832 | 3404519 | 772131 | 84667 | 6537227 | 3533463 | 3820152 |
|  | Establishments operated for the entire year |  | 27881218 | 3360127 | 762732 | 83413 | 6449165 | 3516521 | 3728649 |
|  | Establishments with no employees.. | 2 | 278818 | $\cdots 360$ | 162 D | 83 | 6449 D | 3516 | 3728 |
|  | Establishments with 1 employee.... | 1226 | 544118 | 47816 | 10342 | 1226 | 102615 | 38276 | 39027 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 846 | 623862 | 57486 | 12511 | 1692 | 125072 | 42423 | 46321 |
|  | Establishments with 3 or 4 employees. | 1321 | 1513507 | 157629 | 34663 | 4578 | 329062 | 112425 | 119535 |
|  | Establishments with 5 or 6 employees. | 995 | 1677792 | 198217 | 43056 | 5427 | 392815 | 164903 | 174690 |
|  | Establishments with 7 to 9 employees. | 987 | 2441986 | 288736 | 66361 | 7782 | 551040 | 233673 | 249437 |
|  | Establishments with 10 to 14 employees. | 892 | 3108408 | 401975 | 89778 | 10489 | 750981 | 372928 | 393085 |
|  | Establishments with 15 to 19 employees. | 485 | 2602534 | 327766 | 74345 | 8162 | 589054 | 326728 | 331466 |
|  | Establishments with 20 to 49 employees. | 777 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 171 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 54 | 4940929 | 502432 | 106898 | 10387 | 1135726 | 755901 | 795336 |
|  | Establishments not operated for the entire year $\qquad$ | 704 | 378614 | 44392 | 9399 | 1254 | 88062 | 16942 | 91503 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3232 | 13925794 | 1338123 | 300153 | 29963 | 2629765 | 2155284 | 2142750 |
|  | Establishments operated for the entire year | 2936 | 13724740 | 1314596 | 294152 | 29258 | 2581656 | 2146357 | 2106968 |
|  | Establishments with no employees.. <br> Establishments with 1 employee | ${ }_{465}$ | $253175$ | $2083 \overline{4}$ | 4484 | ${ }_{465}$ | $47 \quad 141$ | 25522 | $24564$ |
|  | Establishments with 2 employees... | 378 | 299113 | 27571 | 4884 5844 | 456 | 58648 | 26754 | 27406 |
|  | Establishments with 3 or 4 employees. | 522 | 692623 | 67563 | 15213 | 1805 | 137470 | 57498 | 59003 |
|  | Establishments with 5 or 6 employees. | 373 | 856845 | 82532 | 17526 | 2057 | 168543 | 88747 |  |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees..................... | 343 | 1183472 | 117737 | 25618 | 2696 | 231387 | 131455 | 140698 |
|  | employees. . . . . . . . . . . . . . . . . . | 320 | 2011780 | 170532 | 37062 | 3742 | 339589 | 278896 | 259873 |
|  | Establishments with 15 to 19 employees. | 175 | 1452749 | 141554 | 32445 | 2943 | 268563 | 184746 |  |
|  | Establishments with 20 to 49 |  | - |  | D |  | D | D | D |
|  | employees. <br> Establishments with 50 to 99 | 292 | D | D | D | i | D | D | D |
|  | employees. . . . . . . . . . . . . . . . . . | 49 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 19 | 1683641 | 152110 | 33377 | 3413 | 319807 | 373299 | 328605 |
|  | Establishments not operated for the entire year | 296 | $201054$ | $23527$ | $6001$ | $705$ | 48109 | 8927 | 35782 |

[^94]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4042 | 15099475 | 2069068 | 487920 | 56245 | 3544920 | 1654475 | 1743448 |
|  | Establishments operated for the entire year Establishments with no employees. | 3674 | 14838185 | 2031585 | 477373 | 54844 | 3478393 | 1641065 | 1701033 |
|  | Establishments with 1 employee.... | $468$ | $214872$ | $19834$ | 4422 | 468 | $42518$ | $12923$ | $15300$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | $329$ | $237700$ | $22865$ | 4752 | 658 | $48270$ | $15429$ | $15281$ |
|  | employees. Establishments with 5 or 6 | 553 | 614405 | 66657 | 14912 | 1924 | 134156 | 45194 | 47181 |
|  | employees. | 376 | 598530 | 70691 | 16323 | 2049 | 135887 | 43119 | 46814 |
|  | employees. | 411 | 796884 | 113069 | 25784 | 3245 | 207808 | 65915 | 70829 |
|  | Establishments with 10 to 14 employees. | 479 | 1421195 | 201806 | 44774 | 5645 | 359467 | 156790 | 168356 |
|  | employees. | 271 | 1094247 | 165371 | 37674 | 4551 | 286167 | 114783 | 115471 |
|  | establishments with 20 to 49 | 545 | 4229923 | 599260 | 140005 | 16487 | 1020898 | 476853 | 479238 |
|  | employees. | 191 | 2716657 | 485447 | 116301 | 12748 | 770628 | 349310 | 364269 |
|  | Establishments with 100 employees or more | 51 | 2913772 | 286585 | 72426 | 7069 | 472594 | 360749 | 378294 |
|  | Establishments not operated for the entire year | 368 | 261290 | 37483 | 10547 | 1401 | 66527 | 13410 | 42415 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2688 | 7740720 | 693599 | 150488 | 18900 | 1316709 | 847083 | 989913 |
|  | Establishments operated for the entire year $\qquad$ | 2431 | 7592528 | 679838 | 147719 | 18471 | 1291229 | 839717 | 952504 |
|  | Establishments with no employees.. |  | 252218 |  | 2960 |  | 30889 | 18109 |  |
|  | Establishments with 2 employees. . | 361 310 | 315 834 | 13688 | 2960 4874 | 361 620 | 30889 47 | 18109 21430 | 22485 22 |
|  | Establishments with 3 or 4 employees. | 557 | 902668 | 67505 | 14779 | 1932 | 137732 | 90137 | 91773 |
|  | Establishments with 5 or 6 employees. | 372 | 826804 | 68702 | 14781 | 2013 | 140932 | 93960 | 101364 |
|  | Establishments with 7 to 9 employees. | 346 | 1269592 | 95896 | 20019 | 2704 | 181522 | 114798 | 139236 |
|  | Establishments with 10 to 14 employees. | 217 | D | D | D | h | D | D | D |
|  | Establishments with 15 to 19 employees. | 104 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 129 | 1260798 | 137844 | 30057 | $\begin{array}{r}\text { 9 } \\ \hline 752\end{array}$ | 248503 | 119885 | 149050 |
|  | Establishments with 50 to 99 employees. | 30 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 5 | 114140 | 31111 | 7579 | 745 | 55838 | 33575 | 35737 |
|  | Establishments not operated for the entire year | 257 | 148192 | 13761 | 2769 | 429 | 25480 | 7366 | 37409 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5549 | 19252387 | 2143494 | 484421 | 50387 | 4173661 | 2582076 | 2777069 |
|  |  |  | 18763528 |  |  |  |  |  | 2673950 |
|  | Establishments with no employees. Establishments with 1 employee. | $\begin{array}{r} 4 \\ 833 \end{array}$ | $\begin{array}{r} 103020 \\ \text { D } \\ 403956 \end{array}$ | $\begin{gathered} \text { D } \\ 39745 \end{gathered}$ | $\begin{array}{r} \text { D } \\ 8768 \end{array}$ | $833$ | $\begin{array}{r} \text { D } \\ 82608 \end{array}$ | $\begin{array}{r} \text { D } \\ 34842 \end{array}$ | $\begin{array}{r} \text { D } \\ 35742 \end{array}$ |
|  | Establishments with 2 employees... | 656 | 480982 | 47659 | 9837 | 1312 | 101669 | 43474 | 45112 |
|  | Establishments with 3 or 4 employees. | 846 | 1202283 | 111341 | 23856 | 2918 | 240686 | 123458 | 132889 |
|  | Establishments with 5 or 6 employees. | 556 | 978242 | 112661 | 25171 | 3030 | 226403 | 110455 | 112223 |
|  | Establishments with 7 to 9 employees. | 542 | 1644103 | 168662 | 38281 | 4240 | 342247 | 183690 | 197236 |
|  | Establishments with 10 to 14 employees. | 478 | D | D | D | i | D | D | D |
|  | Establishments with 15 to 19 |  |  |  |  | , |  |  |  |
|  | employees................. | 291 | D | D | D | h | D | D | D |
|  | employees. | 424 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 118 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 38 | 2154894 | 236403 | 51449 | 5016 | 499374 | 389151 | 415061 |
|  | Establishments not operated for the entire year $\qquad$ | 763 | $488859$ | 52557 | $11743$ | $2006$ | 101706 | 22568 | 103119 |

[^95]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Establishments operated for the entire year <br> Establishments with no employees. | 11720 2 1270 | $\begin{array}{r}35862819 \\ 564253 \\ \hline\end{array}$ | $\begin{array}{r} 4319283 \\ \\ \\ \end{array}$ | 990416 105 D | 119408 a 1270 | 8139020 101839 | $\begin{array}{r}4413701 \\ 42489 \\ \hline 6289\end{array}$ | 4570258 43316 |
|  | Establishments with 1 employee.... | 1270 1099 | 564253 713 711 | 47150 69376 | 10526 14636 | 1270 2198 | 101839 146913 | 42489 62013 | 43316 65365 |
|  | Establishments with 3 or 4 employees. | 2123 | 2318921 | 239010 | 53453 | 7383 | 496610 | 228459 | 238694 |
|  | Establishments with 5 or 6 employees. | 1748 | 3064807 | 320750 | 73229 | 9544 | 648717 | 330992 | 345767 |
|  | Establishments with 7 to 9 employees. | 1730 | 4435676 | 469935 | 107544 | 13657 | 929011 | 510130 | 536271 |
|  | Establishments with 10 to 14 employees. | 1596 | 5997412 | 660921 | 150480 | 18646 | 1271158 | 721901 | 750291 |
|  | Establishments with 15 to 19 employees. | 765 | 4044549 | 476188 | 108584 | 12783 | 891042 | 523111 | 537738 |
|  | Establishments with 20 to 49 employees. | 1139 | D | D | D | k | D | D | D |
|  | Establishments with 50 to 99 employees. | 195 | 3444617 | 477464 | 110731 | 12656 | 898899 | 510192 | 522667 |
|  | Establishments with 100 employees or more $\qquad$ | 53 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 1148 | 1026210 | 100756 | 22201 | 3044 | 190380 | 32377 | 195636 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Establishments operated for the entire year | 11720 | 35862819 | 4319283 | 990416 | 119408 | 8139020 | 4413701 | 4570258 |
|  | Establishments with no employees. | 11720 | 35862819 | $4{ }^{4} 108$ | 990416 D | 119 ${ }^{\text {a }}$ | 8139 D | 4 | 45 |
|  | Establishments with 1 employee.... | 1270 | 564253 | 47150 | 10526 | 1270 | 101839 | 42489 | 43316 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1099 | 713711 | 69376 | 14636 | 2198 | 146913 | 62013 | 65365 |
|  | employees. | 2123 | 2318921 | 239010 | 53453 | 7383 | 496610 | 228459 | 238694 |
|  | Eemployees............. | 1748 | 3064807 | 320750 | 73229 | 9544 | 648717 | 330992 | 345767 |
|  | Establishments with 7 to 9 employees. | 1730 | 4435676 | 469935 | 107544 | 13657 | 929011 | 510130 | 536271 |
|  | Establishments with 10 to 14 employees. | 1596 | 5997412 | 660921 | 150480 | 18646 | 1271158 | 721901 | 750291 |
|  | Establishments with 15 to 19 employees. | 765 | 4044549 | 476188 | 108584 | 12783 | 891042 | 523111 | 537738 |
|  | Establishments with 20 to 49 employees. | 1139 | - | D | D | k | D | D | $\begin{array}{r}537 \\ \hline \text { D }\end{array}$ |
|  | Establishments with 50 to 99 employees. | $\begin{array}{r}195 \\ \hline\end{array}$ | 3444617 | 477464 | 110731 | 12656 | 898899 | 510192 | 522667 |
|  | Establishments with 100 employees or more $\qquad$ | 195 53 | - | D | D | 12656 | D | D | D |
|  | Establishments not operated for the entire year . $\qquad$ | 1148 | 1026210 | 100756 | 22201 | 3044 | 190380 | 32377 | 195636 |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2025 | 3940187 | 535267 | 124714 | 15671 | 970763 | 472943 | 502312 |
|  | Establishments operated for the entire year | 1852 | 3876025 | 528122 | 122933 | 15405 | 957722 | 470203 | 488271 |
|  | Establishments with no employees.. Establishments with 1 employee... | 261 | $94549$ | 8883 | $1942^{-}$ | 261 | $20 \quad 107$ | 7239 | 7528 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 228 |  |  |  | e |  |  | D |
|  | Establishments with 3 or 4 employees. | 398 | 333189 | 38696 | 8614 | 1379 | 79781 | 32805 | 35157 |
|  | Establishments with 5 or 6 employees. | 273 | 405091 | 45210 | 10329 | 1497 | 85524 | 44580 | 44039 |
|  | Establishments with 7 to 9 employees. | 253 | 461579 | 58571 | 13387 | 1974 | 112544 | 52566 | 53897 |
|  | Establishments with 10 to 14 employees. | 199 | 560452 | 70475 | 15525 | 2274 | 130218 | 79802 | 83887 |
|  | Establishments with 15 to 19 <br> Establishme | 199 91 | 560452 D |  | - | 274 $g$ | D |  | D |
|  | employees. <br> Establishments with 20 to 49 | 91 | D | D | D | g | D | D | D |
|  | employees..................... | 125 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 18 | 267862 | 41827 | 10146 | 1174 | 71041 | 46789 | 48327 |
|  | Establishments with 100 employees or more | 6 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year . $\qquad$ | 173 | 64162 | 7145 | 1781 | 266 | 13041 | 2740 | 14041 |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2457 | 7883600 | 834627 | 194427 | 23497 | 1584305 | 1187548 | 1320877 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218402 | Mechanical power transmission supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2218 | 7543718 | 800668 | 186315 | 22466 | 1524151 | 1183997 | 1233016 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 128 | 45061 | $402 \overline{6}$ |  | 128 | 8305 | 5534 | 5659 |
|  | Establishments with 2 employees... | 98 |  |  | D | c |  |  |  |
|  | Establishments with 3 or 4 employees. | 352 | 390659 | 39787 | 9301 | 1252 | 82135 | 51218 | 54198 |
|  | Establishments with 5 or 6 employees. | 429 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 474 | 1339549 | 126329 | 29461 | 3723 | 251910 | 193812 | 201857 |
|  | Establishments with 10 to 14 employees. | 390 | 1640794 | 156708 | 36901 | 4614 | 312359 | 245518 | 255344 |
|  | Establishments with 15 to 19 employees. | 155 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 161 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 23 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 239 | 339882 | 33959 | 8112 | 1031 | 60154 | 3551 | 87861 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1876 | 4238602 | 592621 | 137192 | 17627 | 1166809 | 455742 | 475267 |
|  | Establishments operated for the entire year | 1761 | 4133734 | 578274 | 133575 | 17155 | 1139711 | 445637 | 459612 |
|  | Establishments with no employees.. | 1 | D | - D | D | a | D | - D | D |
|  | Establishments with 1 employee.... Establishments with 2 employees.. | 168 177 | 57903 D | 5637 D | 1347 D | 168 $e$ | 12746 | 6575 D | 6485 |
|  | Establishments with 3 or 4 employees. | 372 | 340505 | r 39 | 9081 | e 1291 | 87848 | 34834 | 35880 |
|  | Establishments with 5 or 6 employees. | 284 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 243 | 558688 | 59757 | 13904 | 1918 | 125986 | 50933 | 53648 |
|  | Establishments with 10 to 14 ..... | 243 | 558688 |  |  |  | 125 |  |  |
|  | employees................... | 202 | 641809 | 79211 | 18148 | 2333 | 159519 | 59634 | 60891 |
|  | employees................ | 110 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 166 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | 31 | D | D | D | g | D | D | D |
|  | or more ........... | 7 | 153575 | 31591 | 7071 | 882 | 55330 | 32453 | 31160 |
|  | Establishments not operated for the entire year $\qquad$ | 115 | 104868 | 14347 | 3617 | 472 | 27098 | 10105 | 15655 |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1480 | 4968521 | 517474 | 111664 | 14688 | 1004745 | 298554 | 312268 |
|  | Establishments operated for the entire year | 1288 | 4713936 | 498809 | 107582 | 14112 | 968962 | 293120 | 298424 |
|  | Establishments with no employees. . Establishments with 1 employee.... | $20 \overline{8}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | - | - | - | D |
|  | Establishments with 2 employees... | 142 | 140857 | 11675 | 2192 | 284 | 23942 | 6332 | 6773 |
|  | Establishments with 3 or 4 employees. | 231 | 381144 | 29261 | 6367 | 790 | 60646 | 17653 | 18769 |
|  | Establishments with 5 or 6 employees. | 155 | 330082 | 30341 | 6492 | 849 | 62993 | 16009 | 17037 |
|  | Establishments with 7 to 9 employees. | 150 | 471827 | 44076 | 9430 | 1189 | 84529 | 29118 | 29366 |
|  | Establishments with 10 to 14 employees. | 154 | 680074 | 66547 | 14372 | 1798 | 131343 | 38616 | 39092 |
|  | Establishments with 15 to 19 employees. | 62 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 139 | 1203753 | 141063 | 29408 | 4023 | 275991 | 88796 | 88425 |
|  | Establishments with 50 to 99 employees |  |  |  |  |  |  |  |  |
|  | employees...................... | 36 | 637725 | 80911 | 18717 | 2437 | 160066 | 43609 | 45376 |
|  | or more ........................ | 11 | 276169 | 43353 | 10532 | 1500 | 73437 | 16045 | 16972 |
|  | Establishments not operated for the entire year. $\qquad$ | 192 | 254585 | 18665 | 4082 | 576 | 35783 | 5434 | 13844 |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1279 | 5276944 | 611403 | 140346 | 14238 | 1145035 | 799843 | 820778 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1177 | 5205229 | 603771 | 138599 | 14001 | 1131693 | 793690 | 805655 |
|  | Establishments with no employees. . Establishments with 1 employee |  |  |  | - | c |  | D | D |
|  | Establishments with 2 employees... | + 92 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 184 | 262869 | 25171 | 5677 | 649 | 49230 | 27962 | 29133 |
|  | Establishments with 5 or 6 employees. | 160 | 302457 | 33396 | 7444 | 871 | 63738 | 37510 | 39658 |
|  | Establishments with 7 to 9 employees. | 151 | 480387 | 47756 | 10731 | 1197 | 95781 | 62289 | 66925 |
|  | Establishments with 10 to 14 employees. | 177 | 792404 | 83776 | 20163 | 2060 | 156069 | 112789 | 114775 |
|  | Establishments with 15 to 19 employees. | 120 | 828528 | 87338 | 20433 | 2014 | 166715 | 121324 | 124827 |
|  | Establishments with 20 to 49 employees. | 157 | 1558464 | 207089 | 47697 | 4439 | 352575 | 247571 | 248156 |
|  | Establishments with 50 to 99 employees. | 25 |  | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 6 | 172395 | 35076 | 8948 | 971 | 73296 | 29073 | 29634 |
|  | Establishments not operated for the entire year | 102 | 71715 | 7632 | 1747 | 237 | 13342 | 6153 | 15123 |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 3751 | 10581175 | 1328647 | 304274 | 36731 | 2457743 | 1231448 | 1334392 |
|  | Establishments operated for the entire year | 3424 | 10390177 | 1309639 | 301412 | 36269 | 2416781 | 1227054 | 1285280 |
|  | Establishments with no employees.. | - 1 | 10390 D | 1309 D | $\bigcirc$ D | - ${ }^{\text {a }}$ | 2416 D | 1227 |  |
|  | Establishments with 1 employee.... | 400 | 156070 | 14700 | 3600 | 400 | 30487 | 12677 | $13381$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 362 | D | D | D | f |  |  |  |
|  | employees...................... | 586 | 610555 | 66768 | 14413 | 2022 | 136970 | 63987 | 65557 |
|  | Establishments with 5 or 6 employees. | 447 | 809682 | 86379 | 19385 | 2434 | 173746 | 89952 | 94531 |
|  | Establishments with 7 to 9 employees. | 459 | 1123646 | 133446 | 30631 | 3656 | 258261 | 121412 | 130578 |
|  | Establishments with 10 to 14 employees. | 474 | 1681879 | 204204 | 45371 | 5567 | 381650 | 185542 | 196302 |
|  | Establishments with 15 to 19 employees | 227 | 993991 | 139495 | 31631 | 3804 | 253953 | 122873 | 128556 |
|  | Establishments with 20 to 49 |  |  |  |  |  | 253 Эธ3 | 122 |  |
|  | employees................... | 391 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 62 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 327 | 190998 | 19008 | 2862 | 462 | 40962 | 4394 | 49112 |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 6233 | 11044612 | 1646019 | 383581 | 56364 | 3058945 | 1208260 | 1294341 |
|  | Establishments operated for the entire year |  |  |  |  |  |  |  |  |
|  | year <br> Establishments with no employees. . | 5596 1 775 | 10791225 D D |  | 375982 D D | 55014 | 2993203 | 1192952 | 1236510 |
|  | Establishments with 1 employee.... | $\begin{aligned} & 775 \\ & 695 \end{aligned}$ |  |  |  | f g | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D ${ }_{\text {D }}$ |  |
|  | Establishments with 2 employees. <br> Establishments with 3 or 4 employees. | $\begin{array}{r} 695 \\ 1130 \end{array}$ | 727 374 | $89238$ | $20218$ | 9 3884 | 191685 | 81705 | 83029 |
|  | Establishments with 5 or 6 employees. | 763 | 714468 | 101370 | 23430 | 4176 | 203574 | 75717 | 78217 |
|  | Establishments with 7 to $9 \times \ldots \ldots$ |  | 714468 | 101370 |  |  | 203574 |  |  |
|  | employees. | 665 | 968709 | 139762 | 32257 | 5219 | 275365 | 110641 | 113611 |
|  | Establishments with 10 to 14 employees. | 631 | 1844848 | 211092 | 49257 | 7365 | 401018 | 188521 | 188662 |
|  | Establishments with 15 to 19 employees. | 300 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees.................. | 489 | D | D | D | j | D | D | D |
|  | employees.................... | 112 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more | 35 | 937542 | 145598 | 34794 | 5214 | 259824 | 97056 | 103052 |
|  | Establishments not operated for the entire year $\qquad$ | 637 | 253387 | 32215 | 7599 | 1350 | 65742 | 15308 | 57831 |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6233 | 11044612 | 1646019 | 383581 | 56364 | 3058945 | 1208260 | 1294341 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421850 | Service establishment equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year Establishments with no employees.. Establishments with 1 employee.... Establishments with 2 employees... | $\begin{array}{r} 5596 \\ 1 \\ 775 \\ 695 \end{array}$ | $\begin{array}{rr} 10791225 \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{array}{rr} 1613804 \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 375982 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 55014 \\ a \\ f \\ g \end{array}$ | 2993203 D D D | $\begin{array}{rr}1192952 \\ & \text { D } \\ \text { D } \\ & \text { D }\end{array}$ | $\begin{array}{r} 1236510 \\ \text { D } \\ \text { D } \\ \text { D } \end{array}$ |
|  | Establishments with 3 or 4 <br> employees. <br> Establishments with 5 or 6 | 1130 | 727374 | 89238 | 20218 | 3884 | 191685 | 81705 | 83029 |
|  | Establishments employees..................... Estabishments with | 763 | 714468 | 101370 | 23430 | 4176 | 203574 | 75717 | 78217 |
|  | (employees.............. | 665 | 968709 | 139762 | 32257 | 5219 | 275365 | 110641 | 113611 |
|  | Establishments with 10 to 14 employees. . . . . . . . . . . . . . . . . . . . . Establishments with 15 to 19 | 631 | 1844848 | 211092 | 49257 | 7365 | 401018 | 188521 | 188662 |
|  | employees.................. | 300 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 489 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. |  |  | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 35 | 937542 | 145598 | 34794 | 5214 | 259824 | 97056 | 103052 |
|  | Establishments not operated for the entire year | 637 | 253387 | 32215 | 7599 | 1350 | 65742 | 15308 | 57831 |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1240 | 2016050 | 351378 | 82788 | 13671 | 649637 | 297828 | 328061 |
|  | Establishments operated for the entire year | 1138 | D | D | D | j | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee.... |  | $\overline{\mathrm{D}}$ | D | $\overline{\mathrm{D}}$ | $\frac{-}{c}$ | D | D | - |
|  | Establishments with 2 employees... | 189 | D | D | D | ${ }_{\text {c }}$ | D | D | D |
|  | Establishments with 3 or 4 employees. | 292 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 137 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 107 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees | 102 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 | 102 41 | D | D | D | f | D | D | D |
|  | employees. . . . . . . . . . . . . . . . . . . . . <br> Establishments with 20 to 49 | 41 | D | D | D | f | D | D | D |
|  | employees. | 90 | D | D | D | h | D | D | D |
|  | Establoyments................... | 43 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 19 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 102 | D | D | D | c | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 2189 | 3745652 | 625841 | 147020 | 21414 | 1144893 | 382831 | 403819 |
|  | Establishments operated for the entire year | 1959 | 3654885 | 612523 | 143831 | 20814 | 1118659 | 375814 | 384154 |
|  | Establishments with no employees... | 1 |  |  | D | 20 | - 18 | - D | 384 D |
|  | Establishments with 1 employee.... | 276 <br> 202 |  | D ${ }^{\text {D }}$ |  | $\mathrm{e}_{\mathrm{e}}^{\mathrm{e}}$ |  |  |  |
|  | Establishments with 3 or 4 employees. | 339 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 267 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 241 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 243 | D | D | D | h | D | D | D |
|  | Establishments with 15 to 19 employees. | 132 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 206 | 1027249 | 191921 | 45917 | 6030 | 335927 | 111398 | 113592 |
|  | Establishments with 50 to 99 employees. | 40 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 12 | 360708 | 50657 | 11900 | 1776 | 96333 | 27448 | 27578 |
|  | Establishments not operated for the entire year $\qquad$ | 230 | $90767$ | $13318$ | 3189 | 600 | 26234 | 7017 | 19665 |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 655 | D | D | D | i | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 591 | D | D | D | i | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee. | 75 | D | D | D | - | D | D | D |
|  | Establishments with 2 employees... | 75 54 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 106 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 77 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 78 | D | D | D | $f$ | D | D | D |
|  | Establishments with 10 to 14 employees. | 89 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 35 | D | D | D | $f$ | D | D | D |
|  | Establishments with 20 to 49 employees. | 70 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 7 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\square$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 64 | D | D | D | c | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 2149 | D | D | D | j | D | D | D |
|  | Establishments operated for the entire year | 1908 | D | D | D | j | D | D | D |
|  | Establishments with no employees.. | ${ }_{306}$ | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | 306 250 | D | D | D | $\mathrm{f}_{\mathrm{f}}$ | D | D | D |
|  | Establishments with 3 or 4 employees. | 393 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 282 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 239 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 197 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 92 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 123 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees................... | 22 | D | D | D | g | D | D | D |
|  | or more ......................... | 4 | D | D | D | $f$ | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 241 | D | D | D | e | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3454 | 16634756 | 1431585 | 319666 | 35256 | 2851887 | 2671149 | 3069716 |
|  | Establishments operated for the entire year | 3044 | 16315655 | 1402532 | 312622 | 34301 | 2792230 | 2643666 | 2980844 |
|  | Establishments with no employees.. | 3 |  |  |  |  | D | D | D |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{aligned} & 508 \\ & 385 \end{aligned}$ |  |  |  | f f | D | D | D |
|  | Establishments with 3 or 4 employees. | 605 | 1005707 | 78660 | 17491 | 2064 | 166550 | 120833 | 121896 |
|  | Establishments with 5 or 6 employees. | 351 | 952116 | 75105 | 15884 | 1912 | 165910 | 126176 | 141473 |
|  | Establishments with 7 to 9 employees. | 316 | 1338790 | 101779 | 21921 | 2472 | 209964 | 147206 | 152635 |
|  | Establishments with 10 to $14 \ldots \ldots$ | 316 |  |  |  | 2472 | 209964 |  | 152635 |
|  | employees.................. | 314 | 1828276 | 155751 | 33128 | 3706 | 304373 | 226413 | 273421 |
|  | employees.................... | 163 | 1087057 | 123552 | 27969 | 2711 | 243567 | 200037 | 229995 |
|  | Establishments with 20 to 49 employees. | 287 | 4359500 | 353017 | 79993 | 8655 | 677844 | 665011 | 761250 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees................... | 77 | 1915170 | 204803 | 45835 | 5328 | 387294 | 394462 | 449540 |
|  | or more | 35 | 3026913 | 255609 | 58488 | 6175 | 514912 | 680395 | 765554 |
|  | Establishments not operated for the entire year | 410 | 319101 | 29053 | 7044 | 955 | 59657 | 27483 | 88872 |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 3454 | 16634756 | 1431585 | 319666 | 35256 | 2851887 | 2671149 | 3069716 |
|  | Establishments operated for the entire year ........................ |  |  |  |  |  |  |  |  |
|  | year <br> Establishments with no employees. Establishments with 1 employee. | $\begin{array}{r} 3044 \\ 3 \\ 508 \end{array}$ | $\begin{array}{r} 16315655 \\ \text { D } \\ \text { D } \end{array}$ | $\begin{array}{r} 1402532 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 312622 | 34301 $a$ f f |  | 2643666 D D |  |
|  | Establishments with 2 employees... | 385 | D | D | D | f | D | D | D |
|  | employees. | 605 | 1005707 | 78660 | 17491 | 2064 | 166550 | 120833 | 121896 |
|  | Establishments with 5 or 6 employees. | 351 | 952116 | 75105 | 15884 | 1912 | 165910 | 126176 | 141473 |
|  | Establishments with 7 to 9 employees. | 316 | 1338790 | 101779 | 21921 | 2472 | 209964 | 147206 | 152635 |
|  | Establishments with 10 to 14 employees. | 314 | 1828276 | 155751 | 33128 | 3706 | 304373 | 226413 | 273421 |
|  | Establishments with 15 to 19 employees. | 163 | 1087057 | 123552 | 27969 | 2711 | 243567 | 200037 | 229995 |
|  | Establishments with 20 to 49 employees. | 287 | 4359500 | 353017 | 79993 | 8655 | 677844 | 665011 | 761250 |
|  | Establishments with 50 to 99 employees. | 77 | 1915170 | 204803 | 45835 | 5328 | 387294 | 394462 | 449540 |
|  | Establishments with 100 employees or more | 35 | 3026913 | 255609 | 58488 | 6175 | 514912 | 680395 | 765554 |
|  | Establishments not operated for the entire year. $\qquad$ | 410 | 319101 | 29053 | 7044 | 955 | 59657 | 27483 | 88872 |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2092 | 12214744 | 929885 | 206175 | 21276 | 1893980 | 2063036 | 2377201 |
|  | Establishments operated for the entire year .......................... |  | 11999832 | 909471 |  |  |  |  |  |
|  | Establishments with no employees.. | 1849 |  |  | 200 D | 20 | 185 | 2037 | 2313819 D |
|  | Establishments with 1 employee.... | 316 229 | D 308109 |  | D 3825 | - e | 41585 | $32 \begin{array}{r}\text { D } \\ 371\end{array}$ | 31814 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 229 | 308109 | 17282 |  | 458 | 41585 | 32371 | 31814 |
|  | employees. <br> Establishments with 5 or 6 | 365 | 704342 | 51975 | 11295 | 1251 | 109606 | 87584 | 87536 |
|  | employees. | 219 | 696952 | 52113 | 10781 | 1195 | 118303 | 97641 | 110949 |
|  | Establishments with 7 to 9 employees. | 191 | 1027020 | 69707 | 14538 | 1497 | 146111 | 105036 | 106594 |
|  | Establishments with 10 to 14 employees. | 180 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 98 | 723319 | 80036 | 17981 | 1633 | 160684 | 134772 | 163598 |
|  | Establishments with 20 to 49 employees. | 180 | 3417871 | 238377 | 54869 | 5473 | 463064 | 515378 | 583645 |
|  | Establishments with 50 to 99 employees. | 47 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 22 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 243 | 214912 | 20414 | 5744 | 746 | 41887 | 25963 | 63382 |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 825 | 2566747 | 304561 | 69149 | 8418 | 596428 | 383049 | 418396 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | Establishments with no employees.. | 1 |  | D | D | a | D | D | D |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 109 97 |  |  | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 145 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 76 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 88 | 234696 | 23242 | 5550 | 690 | 45692 | 30850 | 32835 |
|  | Establishments with 10 to 14 employees. | 83 | 269934 | 34884 | 7491 | 982 | 65832 | 35439 | 38348 |
|  | Establishments with 15 to 19 employees. | 39 | $230287$ | 27392 | 6532 | 643 | 53391 | 48741 | 50503 |
|  | Establishments with 20 to 49 employees. | 58 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  | g |  |  |  |
|  | employees.................. | 17 | D | D | D | g | D | D | D |
|  | or more ....................... | 7 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 105 | D | D | D | c | D | D | D |

[^96]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 537 | 1853265 | 197139 | 44342 | 5562 | 361479 | 225064 | 274119 |
|  | Establishments operated for the entire year | 475 | D | D | D | i | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee. | 83 | $77 \quad 14$ | 4022 | 914 | 83 | 9534 | 7119 | 8158 |
|  | Establishments with 2 employees... | 59 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 95 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 56 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 37 | 77074 | 8830 | 1833 | 285 | 18161 | 11320 | 13206 |
|  | Establishments with 10 to 14 employees. | 51 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 26 | 133451 | 16124 | 3456 | 435 | 29492 | 16524 | 15894 |
|  | Establishments with 20 to 49 employees. | 49 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 13 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\square$ | 6 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 62 | D | D | D | b | D | D | D |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 33956 | 155636289 | 10094244 | 2345746 | 331513 | 24594828 | 15948947 | 16982519 |
|  | Establishments operated for the entire year |  | 150848526 | 9758987 | 2257282 | 318186 | 23790474 | 15661067 | 16082419 |
|  | Establishments with no employees.. <br> Establishments with 1 employee | $\begin{array}{r} 16 \\ 5964 \end{array}$ | $\begin{array}{r}150848 \text { D } \\ \text { D } \\ \hline\end{array}$ | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ |  | a i | - ${ }^{\text {D }}$ | 1566106 D D | 16082 D |
|  | Establishments with 1 employee.... | 5964 4041 | 3937790 | 220823 | 48984 | 8082 | 565673 | 499996 | 508487 |
|  | Establishments with 3 or 4 employees. | 5334 | 8273887 | 489237 | 110011 | 18332 | 1233346 | 952671 | 987478 |
|  | Establishments with 5 or 6 employees. | 3258 | 7971178 | 492756 | 111046 | 17697 | 1210701 | 841765 | 884489 |
|  | Establishments with 7 to 9 employees. | 2803 | 9881988 | 621859 | 140299 | 22098 | 1465114 | 1031130 | 1016423 |
|  | Establishments with 10 to 14 employees. | 2604 | 12870642 | 904791 | 200623 | 30385 | 2050516 | 1236699 | 1263192 |
|  | Establishments with 15 to 19 employees. | 1416 | D | D | D | j | D | D | D |
|  | Establishments with 20 to 49 employees. | 2539 | 28983809 | 2327215 | 538588 | 75682 | 5474087 | 3109283 | 3241316 |
|  | Establishments with 50 to 99 employees. | 699 | 22717306 | 1520556 | 352153 | 47395 | 3448055 | 2441516 | 2466161 |
|  | Establishments with 100 employees or more $\qquad$ | 344 | 43880438 | 2275685 | 552214 | 68802 | 6244364 | 4017841 | 4117775 |
|  | Establishments not operated for the entire year $\qquad$ | 4938 | 4787763 | 335257 | 88464 | 13327 | 804354 | 287880 | 900100 |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 4961 | 17059006 | 1546470 | 356459 | 53620 | 3678121 | 3018376 | 3206465 |
|  | Establishments operated for the entire year |  | 16497187 | 1495665 | 342484 |  | 3562249 | 2955408 | 3028702 |
|  | Establishments with no employees. . Establishments with 1 employee. | $\begin{array}{r} 4331 \\ 1 \\ 762 \end{array}$ |  |  |  | r |  |  | 3028702 D D |
|  | Establishments with 2 employees... | 493 | D |  |  |  | D | D | D |
|  | Establishments with 3 or 4 employees. | 722 | 780664 | 65247 | 13938 | 2511 | 167645 | 105841 | 109779 |
|  | Establishments with 5 or 6 employees. | 518 | 937836 | 77703 | 16790 | 2809 | 191690 | 143092 | 146961 |
|  | Establishments with 7 to 9 employees. | 506 | 1181080 | 113234 | 25532 | 4015 | 259833 | 179445 | 175737 |
|  | Establishments with 10 to 14 employees. | 464 | 1653506 | 159931 | 35359 | 5418 | 362257 | 292130 | 297230 |
|  | Establishments with 15 to 19 employees. | 251 | 1211938 | 120632 | 27101 | 4177 | 268623 | 216402 | 228073 |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees. $\qquad$ <br> Establishments with 50 to 99 | 444 | 4478049 | 388271 | 87362 | 12939 | 933873 | 862777 | 860044 |
|  | Establishments with 50 to 99 employees. | 113 | 2421707 | 208006 | 47203 | 7535 | 525009 | 442365 | 470329 |
|  | Establishments with 100 employees or more $\qquad$ | 57 | 3171432 | 309343 | 78290 | 10446 | 716961 | 618582 | 643986 |
|  | Establishments not operated for the entire year | 630 | $561819$ | $50805$ | $13975$ | $2022$ | 115872 | 62968 | 177763 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^97]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^98]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |
|  | All establishments . | 2268 | 12322747 | 1093664 | 256788 | 36101 | 2795855 | 881777 | 899101 |
|  | Establishments operated for the entire year | 2019 | 12012493 | 1060343 | 248163 | 34733 | 2715767 | 856889 | 852184 |
|  | Establishments with no employees.. Establishments with 1 employee... | 203 | 83805 | 6636 | 1321 | 203 | 18985 | 6219 | 6203 |
|  | Establishments with 2 employees.... | 144 | 68124 | 6317 | 1327 | 288 | 18080 | 3836 | 4538 |
|  |  | 283 | 492935 | 26325 | 5856 | 997 | 78994 | 18484 | 18183 |
|  | Establishments with 5 or 6 employees. | 199 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 224 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 263 | 799426 | 82466 | 18577 | 3121 | 210582 | 55801 | 59388 |
|  | Establishments with 15 to 19 employees. | 188 | D | D | D | h | D | D | D |
|  | Establishments with 20 to $49 \cdots$ |  | D |  |  |  |  |  |  |
|  | employees................... | 373 | D | D | D | j | D | D | D |
|  | employees............... | 109 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 33 | 2424364 | 184770 | 44087 | 5428 | 512363 | 159096 | 145541 |
|  | Establishments not operated for the entire year $\qquad$ | 249 | 310254 | 33321 | 8625 | 1368 | 80088 | 24888 | 46917 |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |
|  | All establishments .. | 1135 | 5107545 | 189093 | 51449 | 7269 | 437770 | 127157 | 155478 |
|  | Establishments operated for the entire year | 982 | 4918300 | 173416 | 45072 | 6625 | 405917 | 125790 | 128823 |
|  | Establishments with no employees.. |  | - | 173 | - | - | - | 12570 | 128 |
|  | Establishments with 1 employee.... | 209 | 76838 | 6080 | 1415 | 209 | 16053 | 2802 984 | 2921 |
|  |  | 145 | 321698 | 7668 | 1974 | 290 | 18660 | 9434 | $9667$ |
|  | employees................... | 214 | 472078 | 16956 | 4356 | 733 | 42908 | 8693 | 9075 |
|  | employees. | 123 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 103 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees. | 79 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 38 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees..................... | 63 | D | D | D | g | D | D | D |
|  | employees. . . . . . . . . . . . . . . . . | 8 | 119692 | 16044 | 3856 | 523 | 33767 | 9281 | 7793 |
|  | Establishments with 100 employees or more $\qquad$ |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 153 | 189245 | 15677 | 6377 | 644 | 31853 | 1367 | 26655 |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1539 | 5384421 | 580846 | 133943 | 20405 | 1263317 | 121099 | 133373 |
|  | Establishments operated for the entire year | 1356 | 5271079 | 565334 | 129184 | 19638 | 1229279 | 119556 | 127572 |
|  | Establishments with no employees. . Establishments with 1 employee.. | $14 \overline{5}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | c | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | D |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{aligned} & 145 \\ & 126 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | ${ }_{\text {e }}^{\text {c }}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D |
|  | Establishments with 3 or 4 employees. | 192 | 240881 | 19887 | 4294 | 670 | 45085 | 4106 | 4490 |
|  | Establishments with 5 or 6 employees. | 142 | 256369 | 21563 | 4946 | 784 | 48274 | 4588 | 4927 |
|  | Establishments with 7 to 9 employees |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 10 to 14 | 143 | D | D | D | g | D | D | D |
|  | employees. | 181 | 664999 | 67337 | 13900 | 2097 | 145446 | 12668 | 15020 |
|  | Establishments with 15 to 19 employees. | 127 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees................... | 226 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 65 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 65 9 | 306225 | 38887 | 9358 | 1345 | 82066 | 9629 | 9925 |
|  | Establishments not operated for the entire year | 183 | 113342 | 15512 | 4759 | 767 | 34038 | 1543 | 5801 |

[^99]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


[^100]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^101]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERSCon. |  |  |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year $\qquad$ | 116283 | 1091135775 | 57104360 | 13262863 | 1773875 | 124074514 | 77250796 | 80951501 |
|  | Establishments with no employees.. | 54 | - 48763 | - 1843 | 13 26286 | 1773875 | 1240731 50 | 772306 | 80 3392 |
|  | Establishments with 1 employee.... | 19877 | 16163686 | 738436 | 160260 | 19877 | 1868464 | 1011882 | 1045731 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 13687 | 18043774 | 812589 | 179811 | 27374 | 2032682 | 1039834 | 1067845 |
|  | employees..................... | 19632 | 46553225 | 2023142 | 452292 | 67468 | 4905021 | 2800369 | 2918611 |
|  | Establishments with 5 or 6 employees. | 13117 | 48235645 | 2163063 | 481197 | 71493 | 5103385 | 3062521 | 3149065 |
|  | Establishments with 7 to 9 employees. | 12184 | 63225970 | 2959486 | 663038 | 95993 | 6856267 | 4277977 | 4365848 |
|  | Establishments with 10 to 14 employees. Establishments with 15 to 19 | 11897 | 80361700 | 4304328 | 971931 | 139352 | 9742512 | 5464549 | 5661953 |
|  | employees. <br> Establishments with 20 to 49 | 6446 | 62326764 | 3409071 | 777097 | 107862 | 7512927 | 3977241 | 4139646 |
|  | employees. | 12637 | 220301274 | 12210255 | 2793634 | 379099 | 26365894 | 14999621 | 15460782 |
|  | Establishments with 50 to 99 employees. | 4070 | 160284060 | 8975105 | 2094925 | 279114 | 19388351 | 11681066 | 12404523 |
|  | Establishments with 100 employees or more $\qquad$ | 2682 | 375590914 | 19507042 | 4688662 | 586243 | 40293680 | 28933401 | 30734105 |
|  | Establishments not operated for the entire year | 18668 | 27214742 | 1559659 | 385997 | 60558 | 3486921 | 1617579 | 3663653 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 12686 | 66491798 | 5841711 | 1378526 | 158255 | 11018825 | 4866569 | 5117298 |
|  | Establishments operated for the entire year | 11476 | 65617403 | 5745936 | 1353606 | 154323 | 10829569 | 4812156 | 5014915 |
|  | Establishments with no employees. . | 4 1853 | 65617488 816949 | r <br> 75 <br> 71859 | 1353 604 | 154323 1853 | + 96 | 31 41726 | 20 41583 |
|  | Establishments with 1 employee.... Establishments with 2 employees.. | 1853 1438 | 816949 1041703 | 71859 93174 | 21530 | 2876 | 160 205737 | 47509 | 41583 48677 |
|  | Establishments with 3 or 4 employees. | 2020 | 2532988 | 232884 | 52506 | 6959 | 487289 | 134589 | 140686 |
|  | Establishments with 5 or 6 employees. | 1284 | 2372800 | 229841 | 51690 | 7021 | 455135 | 122241 | 132548 |
|  | Establishments with 7 to 9 employees. | 1141 | 3075718 | 317352 | 72751 | 8957 | 602487 | 188980 | 198645 |
|  | Establishments with 10 to 14 employees. | 1156 | 4980428 | 478334 | 110968 | 13544 | 913692 | 303771 | 310812 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees.................. | 654 | 4092655 | 396429 | 91573 | 11007 | 731712 | 259335 | 263476 |
|  | employees. <br> Establishments with 50 to 99 | 1296 | 15524215 | 1460631 | 340470 | 38952 | 2722023 | 1186786 | 1220384 |
|  | employees. | 428 | D | D | D | k | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 202 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 1210 | 874395 | 95775 | 24920 | 3932 | 189256 | 54413 | 102383 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 1838 | 20477795 | 1203286 | 292367 | 26584 | 2322735 | 1271873 | 1292461 |
|  | Establishments operated for the entire year |  | 20377474 | 1196098 |  |  |  |  |  |
|  | Establishments with no employees. . <br> Establishments with 1 employee | 1703 1 264 |  | 1196098 11820 16862 | $\begin{array}{r} 990589 \\ 0 \quad 8 \\ 272 \end{array}$ | 26316 a 264 |  | $\begin{array}{r} 1264937 \\ 7 \quad 766 \end{array}$ |  |
|  | Establishments with 1 employee.... | 217 | 211060 | 16462 | 3857 | 434 | 41996 | 10320 | 6507 10357 |
|  | Establishments with 3 or 4 employees. | 346 | 616417 | 44163 | 10235 | 1195 | 94314 | 32188 | 34456 |
|  | Establishments with 5 or 6 employees. | 174 | 704927 | 36190 | 7888 | 946 | 77932 | 25670 | 29236 |
|  | Establishments with 7 to 9 employees. | 128 | 592540 | 40284 | 9897 | 998 | 76303 | 30896 | 31921 |
|  | Establishments with 10 to 14 employees. | 135 | 1406506 | 69976 | 16946 | 1581 | 140225 | 78718 | 84065 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | 80 | 921574 | 61646 | 13912 | 1351 | 119718 | 66906 | 64095 |
|  | employees..................... | 227 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. |  | D |  |  |  |  |  |  |
|  | Employees............................. | 85 | D | D | D | I | D | D | D |
|  | or more ...................... | 46 | 5648672 | 330884 | 82458 | 6782 | 668874 | 397908 | 405374 |
|  | Establishments not operated for the entire year | 135 | 100321 | 7188 | 1778 | 268 | 15519 | 6936 | 13730 |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 1838 | 20477795 | 1203286 | 292367 | 26584 | 2322735 | 1271873 | 1292461 |
|  | Establishments operated for the entire year | 1703 | 20377474 | 1196098 | 290589 | 26316 | 2307216 | 1264937 | 1278731 |
|  | Establishments with no employees... | 1 | 141 D | D | D | a | D | - D | D |
|  | Establishments with 1 employee.... | 264 | 141143 | 11820 | 2872 | 264 | 26290 | 7766 | 6507 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 217 | 211060 | 16462 | 3857 | 434 | 41996 | 10320 | 10357 |
|  | employees. | 346 | 616417 | 44163 | 10235 | 1195 | 94314 | 32188 | 34456 |
|  | Establishments with 5 or 6 employees. |  | 704927 | 36190 | 7888 |  | 77932 | 25670 | 29236 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42221 | Drugs, \& druggists' sundries whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 7 to 9 employees. . . . . . . . . . . . . . . . . . . . <br> Establishments with 10 to 14 | 575 | 2688558 | 159999 | 33929 | 4552 | 369993 | 221200 | 250711 |
|  | employees. | 554 | 2806000 | 231800 | 51201 | 6465 | 538486 | 286143 | 302839 |
|  | employees. <br> Establishments with 20 to 49 | 360 | 2845774 | 221173 | 51699 | 6056 | 519981 | 272302 | 294150 |
|  | employees. Establishments with 50 to 99 | 719 | 13851837 | 764083 | 173059 | 21680 | 1804400 | 1333803 | 1442535 |
|  | employees. <br> Establishments with 100 mployen | 279 | 25372522 | 685944 | 161325 | 19580 | 1809417 | 2853910 | 3015107 |
|  | or more ........................ | 244 | 51525711 | 1903492 | 465139 | 54934 | 4737406 | 6097757 | 6780696 |
|  | Establishments not operated for the entire year $\qquad$ | 1084 | 2927525 | 161474 | 43466 | 6093 | 364626 | 389447 | 369984 |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7250 | 107379498 | 4453417 | 1051879 | 128641 | 10948828 | 11917987 | 12946620 |
|  | Establishments operated for the entire year | 6166 | 104451973 | 4291943 | 1008413 | 122548 | 10584202 | 11528540 | 12576636 |
|  | Establishments with no employees.. | 1.3 | $\begin{array}{r}1995 \\ \hline 194\end{array}$ |  |  |  | 552 | 255 | 262 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 1105 729 | 651194 826194 | 42513 50646 | 8836 11443 | 1105 1458 | 110023 130873 | 52170 64500 | 54248 64860 |
|  | Establishments with 3 or 4 employees. | 991 | 2261148 | 117110 | 25793 | 3404 | 296237 | 193296 | 210716 |
|  | Establishments with 5 or 6 employees. | 607 | 1621040 | 114988 | 25989 | 3314 | 266834 | 153204 | 160512 |
|  | Establishments with 7 to 9 employees. | 575 | 2688558 | 159999 | 33929 | 4552 | 369993 | 221200 | 250711 |
|  | Establishments with 10 to 14 employees. | 554 | 2806000 | 231800 | 51201 | 6465 | 538486 | 286143 | 302839 |
|  | Establishments with 15 to 19 employees. | 360 | 2845774 | 221173 | 51699 | 6056 | 519981 | 272302 | 294150 |
|  | Establishments with 20 to 49 employees. | 719 | 13851837 | 764083 | 173059 | 21680 | 1804400 | 1333803 | 1442535 |
|  | Establishments with 50 to 99 employees. | 279 | 25372522 | 685944 | 161325 | 19580 | 1809417 | 2853910 | 3015107 |
|  | Establishments with 100 employees or more $\qquad$ | 244 | 51525711 | 1903492 | 465139 | 54934 | 4737406 | 6097757 | 6780696 |
|  | Establishments not operated for the entire year | 1084 | 2927525 | 161474 | 43466 | 6093 | 364626 | 389447 | 369984 |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 3283 | 79946995 | 2290715 | 546162 | 70977 | 5352458 | 9238904 | 9838713 |
|  | Establishments operated for the entire year | 2930 | 78009986 | 2210767 | 517890 | 66881 | 5181380 | 8871523 | 9672143 |
|  | Establishments with no employees. . Establishments with 1 employee. | r <br> 1 <br> 487 | $\begin{array}{r} 100 \\ D \\ D \end{array}$ | $\begin{aligned} & D \\ & D \\ & D \end{aligned}$ | D D | $\begin{aligned} & \mathrm{a} \\ & \mathrm{e} \end{aligned}$ | 5181380 D D |  |  |
|  | Establishments with 2 employees... | 487 352 | D | D | D | f ${ }_{\text {e }}$ | D | D | D |
|  | Establishments with 3 or 4 employees. | 476 | 1466192 | 50269 | 11461 | 1625 | 129070 | 121690 | 133753 |
|  | Establishments with 5 or 6 employees. | 268 | 859327 | 52513 | 11769 | 1468 | 117248 | 74642 | 76473 |
|  | Establishments with 7 to 9 employees. | 250 | 954162 | 69129 | 14097 | 1987 | 151544 | 86642 | 97834 |
|  | Establishments with 10 to 14 employees. | 270 | 1713583 | 115863 | 26165 | 3152 | 265097 | 175631 | 177753 |
|  | Establishments with 15 to 19 employees. | 159 | 1316741 | 94177 | 21649 | 2662 | 220122 | 132767 | 141248 |
|  | Establishments with 20 to 49 employees. | 345 | 8139992 | 340569 | 76372 | 10739 | 799933 | 849818 | 943438 |
|  | Establishments with 50 to 99 employees. | 166 | 22228248 | 365158 | 85819 | 11490 | 912957 | 2536356 | 2628429 |
|  | Establishments with 100 employees or more $\qquad$ | 156 | 40587960 | 1083132 | 261684 | 32567 | 2484027 | 4846581 | 5424328 |
|  | Establishments not operated for the entire year $\qquad$ | 353 | 1937009 | 79948 | 28272 | 4096 | 171078 | 367381 | 166570 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 3967 | 27432503 | 2162702 | 505717 | 57664 | 5596370 | 2679083 | 3107907 |
|  | Establishments operated for the entire year |  |  | 2081176 |  |  |  |  |  |
|  | year <br> Establishments with no employees. . Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 | $\begin{array}{r} 3236 \\ 2 \\ 618 \\ 377 \end{array}$ |  |  | $\begin{array}{r} 490523 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |  |  |  | $\begin{array}{r} 2904493 \\ D \\ D \\ D \end{array}$ |
|  | employees. | 515 | 794956 | 66841 | 14332 | 1779 | 167167 | 71606 | 76963 |
|  | Establishments with 5 or 6 employees. |  | 761713 | 62475 | 14220 |  | 149586 | 78562 | 84039 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 7 to 9 employees. . . . . . . . . . . . . . . . . . . . <br> Establishments with 10 to 14 | 325 | 1734396 | 90870 | 19832 | 2565 | 218449 | 134558 | 152877 |
|  | employees..................... | 284 | 1092417 | 115937 | 25036 | 3313 | 273389 | 110512 | 125086 |
|  | Establishments with 15 to 19 <br> employees. <br> Establishments with 20 to 49 | 201 | 1529033 | 126996 | 30050 | 3394 | 299859 | 139535 | 152902 |
|  | employees. | 374 | 5711845 | 423514 | 96687 | 10941 | 1004467 | 483985 | 499097 |
|  | Establishments with 50 to 99 employees. | 113 | 3144274 | 320786 | 75506 | 8090 | 896460 | 317554 | 386678 |
|  | Establishments with 100 employees or more $\qquad$ | 88 | 10937751 | 820360 | 203455 | 22367 | 2253379 | 1251176 | 1356368 |
|  | Establishments not operated for the entire year $\qquad$ | 731 | 990516 | 81526 | 15194 | 1997 | 193548 | 22066 | 203414 |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 16964 | 84358265 | 6296411 | 1431085 | 177783 | 15311242 | 10840171 | 12038566 |
|  | Establishments operated for the entire year | 13941 | 80972841 | 6078062 | 1386545 | 171661 | 14769930 | 10696448 | 11366011 |
|  | Establishments with no employees.. Establishments with 1 employee.... | $\begin{array}{r} 6 \\ 2946 \end{array}$ | 2218971 | d 137197 | D 29 953 | a 2946 | P 361364 | 250 342 | $\begin{array}{r} \text { D } \\ 258154 \end{array}$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1920 | 2150230 | 119658 | 25949 | 3840 | 328238 | 213035 | 219007 |
|  | employees. | 2476 | 3865599 | 261257 | 57634 | 8465 | 669622 | 418008 | 446656 |
|  | Establishments with 5 or 6 employees. | 1535 | 4049591 | 270476 | 59127 | 8334 | 695996 | 444539 | 462471 |
|  | Establishments with 7 to 9 employees. | 1343 | 5064465 | 349916 | 77392 | 10545 | 863509 | 586394 | 592569 |
|  | Establishments with 10 to 14 employees. | 1258 | 6325056 | 483775 | 106248 | 14683 | 1184319 | 794437 | 842569 |
|  | Establishments with 15 to 19 employees. | 582 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 1261 | 16212463 | 1306748 | 295984 | 37413 | 3109576 | 2046620 | 2190508 |
|  | Establishments with 50 to 99 employees. | 384 | 11755197 | 973773 | 225182 | 26584 | 2316914 | 1576842 | 1730740 |
|  | Establishments with 100 employees or more | 230 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 3023 | 3385424 | 218349 | 44540 | 6122 | 541312 | 143723 | 672555 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 4628 | 14151550 | 1231590 | 277556 | 38216 | 2646207 | 1838149 | 2061920 |
|  | Establishments operated for the entire year |  | $13633024$ |  |  |  | 2562744 | 1822074 | 1926211 |
|  | Establishments with no employees.. <br> Establishments with 1 employee. | $\begin{array}{r} 2 \\ 766 \end{array}$ | $\begin{array}{r} \text { D } \\ 536509 \end{array}$ | $\begin{array}{r} \text { D } \\ 33828 \end{array}$ | D 7126 | a 766 | $\begin{array}{r} \text { D } \\ 83015 \end{array}$ | D 581 | $\begin{array}{rr}  & D \\ & 018 \end{array}$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 511 | 584277 | 31624 | 7002 | 1022 | 80516 | 52274 | 54488 |
|  | employees. | 693 | 1022352 | 74771 | 16240 | 2380 | 176434 | 121435 | 128498 |
|  | Establishments with 5 or 6 employees. | 497 | 1197783 | 88832 | 19954 | 2705 | 209384 | 154998 | 151920 |
|  | Establishments with 7 to 9 employees. | 442 | 1438667 | 109666 | 24833 | 3462 | 244483 | 162709 | 166973 |
|  | Establishments with 10 to 14 employees. | 382 | 1675679 | 157097 | 32957 | 4400 | 345827 | 230608 | 244060 |
|  | Establishments with 15 to 19 employees. | 149 | 1251887 | 89353 | 20226 | 2486 | 201971 | 137784 | 150354 |
|  | Establishments with 20 to 49 employees. | 307 | 3183805 | 298184 | 67749 | 8880 | 610197 | 455439 | 486904 |
|  | Establishments with 50 to 99 employees. | 83 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 28 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 768 | 518526 | 37358 | 7314 | 1432 | 83463 | 16075 | 135709 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4628 | 14151550 | 1231590 | 277556 | 38216 | 2646207 | 1838149 | 2061920 |
|  | Establishments operated for the entire year | 3860 | 13633024 | 1194232 | 270242 | 36784 | 2562744 | 1822074 | 1926211 |
|  | Establishments with no employees.. | $\begin{array}{r} 2 \\ 766 \end{array}$ | D 536 509 | ${ }_{33} 828$ |  |  | $\begin{array}{r} \text { D } \\ 83015 \end{array}$ | $\begin{array}{rr} \text { D } \\ 58 & 241 \end{array}$ | 61018 |
|  | Establishments with 1 employee.... | $\begin{aligned} & 766 \\ & 511 \end{aligned}$ | $\begin{aligned} & 536509 \\ & 584277 \end{aligned}$ | $\begin{aligned} & 33828 \\ & 31624 \end{aligned}$ | $\begin{aligned} & 7126 \\ & 7002 \end{aligned}$ | 766 1022 | $\begin{aligned} & 83015 \\ & 80516 \end{aligned}$ | $\begin{aligned} & 58241 \\ & 52274 \end{aligned}$ | $\begin{array}{ll} 61018 \\ 54488 \end{array}$ |
|  | Establishments with 3 or 4 employees. | 693 | 1022352 | 74771 | 16240 | 2380 | 176434 | 121435 | 128498 |
|  | Establishments with 5 or 6 employees. |  | 1197783 | 88832 | 19954 |  | 209384 | 154998 | 151920 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42232 | Men's \& boys' clothing \& furnishings whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 10 to 14 employees. | 334 | 1638468 | 122224 | 27450 | 3950 | 316651 | 234933 | 253228 |
|  | Establishments with 15 to 19 employees. | 158 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 367 | 4476580 | 362672 | 82086 | 11036 | 924009 | 714993 | 769115 |
|  | Establishments with 50 to 99 employees. | 121 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\square$ | 69 | 6997795 | 566362 | 128554 | 16277 | 1318778 | 1208376 | 1338692 |
|  | Establishments not operated for the entire year $\qquad$ | 611 | 567969 | 49687 | 11507 | 1620 | 114397 | 41321 | 144320 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4144 | 22684344 | 1743994 | 397911 | 52198 | 4352999 | 3405188 | 3765771 |
|  | Establishments operated for the entire year $\qquad$ | 3533 | 22116375 | 1694307 | 386404 | 50578 | 4238602 | 3363867 | 3621451 |
|  | Establishments with no employees.. | - 1 | 22 D | - 6 | D | a | D | D | D |
|  | Establishments with 1 employee.... | 682 | 584823 | 30107 | 6518 | 682 | 86237 | 53535 | 54314 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 471 | 563605 | 30915 | 6365 | 942 | 84060 | 58642 | 61251 |
|  | employees. | 610 | 1020477 | 63693 | 14428 | 2083 | 169847 | 101938 | 112993 |
|  | $\begin{aligned} & \text { Establisnments with } 5 \text { or } 6 \\ & \text { employees. . . . . . . . . . . . . . . . . } \end{aligned}$ | 380 | 1002871 | 63799 | 14070 | 2059 | 172460 | 111630 | 117892 |
|  | Establishments with 7 to 9 employees. | 340 | 1328111 | 93993 | 20032 | 2662 | 235857 | 198741 | 187941 |
|  | Establishments with 10 to 14 employees. | 334 | 1638468 | 122224 | 27450 | 3950 | 316651 | 234933 | 253228 |
|  | Establishments with 15 to 19 employees. | 158 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 367 | 4476580 | 362672 | 82086 | 11036 | 924009 | 714993 | 769115 |
|  | Establishments with 50 to 99 employees. | 121 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 69 | 6997795 | 566362 | 128554 | 16277 | 1318778 | 1208376 | 1338692 |
|  | Establishments not operated for the entire year | 611 | 567969 | 49687 | 11507 | 1620 | 114397 | 41321 | 144320 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 6781 | 29520620 | 2402560 | 538486 | 67876 | 5815263 | 3357724 | 3887001 |
|  | Establishments operated for the entire year |  | 27928104 | 2283046 | 515255 | 65160 | 5505165 | 3285495 | 3551716 |
|  | Establishments with no employees.. | 2 | 27.8 | 2830 | D | a | $\bigcirc$ D | 3285 | 3 ${ }^{\text {D }}$ |
|  | Establishments with 1 employee.... | 1267 | $842196$ | $57474$ | $12648$ | 1267 | 153603 | 102088 | 104762 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 776 | $800964$ | $46159$ | $10154$ | 1552 | 131414 | 81502 | 80875 |
|  | employees. <br> Establishments with 5 or 6 | 965 | 1507156 | 99328 | 21375 | 3290 | 263699 | 147855 | 156479 |
|  | employees. <br> employees.......................... <br> Establishments with 7 to 9 | 523 | 1307139 | 90692 | 19022 | 2834 | 236114 | 123443 | 135195 |
|  | employees. | 458 | 1726712 | 116377 | 25932 | 3618 | 303064 | 167892 | 179556 |
|  | Establishments with 10 to 14 employees. | 440 | 1991943 | 163218 | 36274 | 5180 | 413927 | 246816 | 262484 |
|  | Establishments with 15 to 19 employees. | 218 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 482 | 5985523 | 517884 | 114467 | 14385 | 1252955 | 679042 | 737607 |
|  | Establishments with 50 to 99 employees. | 144 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 95 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year | 1411 | 1592516 | 119514 | 23231 | 2716 | 310098 | 72229 | 335285 |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 6781 | 29520620 | 2402560 | 538486 | 67876 | 5815263 | 3357724 | 3887001 |
|  | Establishments operated for the entire year |  | 27928104 | 2283046 |  |  | 5505165 | 3285495 | 3551716 |
|  | Establishments with no employees.. | - 2 |  |  | D | - ${ }^{\text {a }}$ | 55 | 3285 D | 351716 |
|  | Establishments with 1 employee.... | 1267 | 842196 | 57474 | 12648 | 1267 | 153603 | 102088 | 104762 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 776 | 800964 | 46159 | 10154 | 1552 | 131414 | 81502 | 80875 |
|  | employees. <br> ......................... <br> Establishments with 5 or 6 | 965 | 1507156 | 99328 | 21375 | 3290 | 263699 | 147855 | 156479 |
|  | Establishments with 5 or 6 employees. | 523 | 1307139 | 90692 | 19022 | 2834 | 236114 | 123443 | 135195 |
|  | Establishments with 7 to 9 employees. |  | 1726712 | 116377 | 25932 | 3618 | 303064 | 167892 | 179556 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^102]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224 | Grocery \& related products whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 15 to 19 employees. <br> Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 employees. <br> Establishments with 100 employees or more | 1661 3539 1303 1080 |  | 786648 3056923 2552682 8443755 | 178159 698652 590164 2024214 | 27839 106745 89236 260875 | 1669265 6509369 5521862 16567024 | 571058 2679887 1930948 8837981 | 613410 2755973 2063104 9045548 |
|  | Establishments not operated for the entire year | 4795 | 8986479 | 495217 | 118851 | 21092 | 1075158 | 164767 | 720797 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 3390 | 93941524 | 4682800 | 1135331 | 139593 | 8927593 | 5619021 | 5740085 |
|  | Establishments operated for the entire year | 2849 | 92915746 | 4617235 | 1119474 | 136720 | 8809542 | 5591794 | 5655581 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 444 | 336369 | 15512 | $340 \overline{6}$ | 444 | 34044 | 18292 | 18813 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 245 | 293034 | 12957 | 2957 | 490 | 28733 | 12416 | 12865 |
|  | employees. Establishments with 5 or 6 | 390 | 728145 | 31642 | 6951 | 1338 | 72474 | 39203 | 40096 |
|  | employees. | 292 | 930324 | 44322 | 10256 | 1607 | 106782 | 52940 | 54522 |
|  | Establishments with 7 to 9 employees. | 292 | 1140131 | 57675 | 13371 | 2312 | 139814 | 69944 | 71118 |
|  | employees. | 303 | 1587648 | 84813 | 19761 | 3557 | 207973 | 104943 | 106389 |
|  | Establishments with 15 to 19 employees. | 145 | 1122515 | 63450 | 14532 | 2448 | 149193 | 63887 | 66153 |
|  | employees. <br> Establishments with 50 to 99 | 277 | 4828792 | 225263 | 52232 | 8199 | 476982 | 285591 | 287140 |
|  | employees. <br> Establishments with 100 o.............. | 144 | 8857742 | 320507 | 75351 | 10134 | 716225 | 482451 | 484400 |
|  | or more | 317 | 73091046 | 3761094 | 920657 | 106191 | 6877322 | 4462127 | 4514085 |
|  | Establishments not operated for the entire year. | 541 | 1025778 | 65565 | 15857 | 2873 | 118051 | 27227 | 84504 |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3390 | 93941524 | 4682800 | 1135331 | 139593 | 8927593 | 5619021 | 5740085 |
|  | Establishments operated for the entire year | 2849 | 92915746 | 4617235 | 1119474 | 136720 | 8809542 | 5591794 | 5655581 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | 444 | $336 \quad 369$ | $15512$ | 3406 | 444 | 34 044 | 18292 | 18813 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 245 | $293034$ | $12957$ | 2957 | 490 | 28733 | 12416 | 12865 |
|  | employees. <br> Establishment. . . . . . . . . . . . . . . . . . . . | 390 | 728145 | 31642 | 6951 | 1338 | 72474 | 39203 | 40096 |
|  | employees. | 292 | 930324 | 44322 | 10256 | 1607 | 106782 | 52940 | 54522 |
|  | employees. | 292 | 1140131 | 57675 | 13371 | 2312 | 139814 | 69944 | 71118 |
|  | employees. <br> Establishments with 15 to 19 | 303 | 1587648 | 84813 | 19761 | 3557 | 207973 | 104943 | 106389 |
|  | employees. Establishments with 20 to 49 | 145 | 1122515 | 63450 | 14532 | 2448 | 149193 | 63887 | 66153 |
|  | employees. <br> Establishments with 50 to 99 | 277 | 4828792 | 225263 | 52232 | 8199 | 476982 | 285591 | 287140 |
|  | employees. Establishments with 100 employees | 144 | 8857742 | 320507 | 75351 | 10134 | 716225 | 482451 | 484400 |
|  | or more $\ldots \ldots \ldots \ldots \ldots \ldots \ldots$. | 317 | 73091046 | 3761094 | 920657 | 106191 | 6877322 | 4462127 | 4514085 |
|  | Establishments not operated for the entire year | 541 | 1025778 | 65565 | 15857 | 2873 | 118051 | 27227 | 84504 |
| 4224101 | General-line grocery whsle, voluntary group |  |  |  |  |  |  |  |  |
|  | All establishments ... | 186 | 16156029 | 554986 | 135594 | 17064 | 1105622 | 989577 | 958773 |
|  | Establishments operated for the entire year | 167 | 16052262 | 552134 | 134214 | 16716 | 1100701 | 978983 | 955487 |
|  | Establishments with no employees. . Establishments with 1 employee. | 20 | $16031$ | $43 \overline{7}$ | $9{ }^{-}$ | $20^{-}$ | 2092 | 379 | 395 |
|  | Establishments with 2 employees... | 13 | 11616 | 633 | 125 | 26 | 1438 | 482 | 562 |
|  | Establishments with 3 or 4 employees. <br> Establishment with 5 .... | 18 | 25777 | 1219 | 255 | 61 | 2829 | 729 | 850 |
|  | Establishments with 5 or 6 employees. | 11 | 16491 | 1291 | 294 | 61 | 3056 | 1150 | 1223 |
|  | Establishments with 7 to 9 employees. | 8 | 24223 | 1332 | 345 | 64 | 3194 | 1836 | 1868 |
|  | Establishments with 10 to 14 employees. | 8 | 69053 | 2269 | 545 | 98 | 4800 | 5720 | 5935 |
|  | Establishments with 15 to 19 employees. | 15 | $118773$ | $6177$ | $1497$ | $255$ | $12118$ | $5094$ | 5409 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422430 | Dairy products, (except dried or canned) whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with 100 employees or more $\qquad$ | 37 | 4579941 | 180757 | 42999 | 5724 | 404039 | 94383 | 100806 |
|  | Establishments not operated for the entire year. | 289 | D | D | D | g | D | D | D |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 138 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year $\qquad$ | 118 | D | D | D | g | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee.. | 24 | $\overline{\text { D }}$ | $\overline{\text { D }}$ | D | $\frac{9}{\text { b }}$ | D | D | D |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 8 | D | D | D | a | D | D | D |
|  | employees.................... | 23 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 14 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 14 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 12 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 4 | D | D | D | b | D | D | D |
|  | employees.................. | 13 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 20 | D | D | D | c | D | D | D |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2036 | D | D | D | k | D | D | D |
|  | Establishments operated for the entire year | 1767 | D | D | D | j | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 339 | D | D | D | e | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 194 | D | D | D | e | D | D | D |
|  | Establishments with 3 or 4 employees. | 267 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 185 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 189 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 183 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 96 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 201 | D | D | D | i | D | D | D |
|  | Establishments with 50 to $99 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees................. | 78 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 35 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 269 | D | D | D | g | D | D | D |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 873 | 10721436 | 423543 | 96860 | 15681 | 921425 | 230145 | 251499 |
|  | Establishments operated for the entire year | 787 | D | D | D | j | D | D | D |
|  | Establishments with no employees... | $9{ }^{-}$ | - | - | - | - | $\overline{\text { D }}$ | $\overline{\text { D }}$ | D |
|  | Establishments with 1 employee.... | 90 53 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 117 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 84 | 605332 | 15533 | 3493 | 466 | 33234 | 7955 | 7828 |
|  | Establishments with 7 to 9 employees. | 87 | 783486 | 21776 | 4549 | 688 | 47156 | 16409 | 17577 |
|  | Establishments with 10 to 14 employees. | 103 | 962315 | 37643 | 7713 | 1211 | 80688 | 17452 | 21760 |
|  | Establishments with 15 to 19 employees. | 103 57 | $619535$ | $24538$ | $5663$ | 955 | $58510$ | 11727 | $11813$ |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | 129 | 2122061 | 102267 | 24114 | 3876 | 217313 | 42811 | 43747 |
|  | employees. | 37 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  |  |  |  |  | D | D | D |

[^103]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42245 | Confectionery whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 1962 | 7539889 | 523310 | 115927 | 20663 | 1289127 | 660165 | 725588 |
|  | Establishments operated for the entire year | 1643 | 7255768 | 505602 | 111942 | 19776 | 1226792 | 658477 | 699533 |
|  | Establishments with 1 employee.... | 321 | 143674 | 8234 | 1701 | 321 | 20714 | 7190 | 7732 |
|  | Establishments with 2 employees... | 209 | D | - | D | e | 20 D | D | D |
|  | employees. . . . . . . . . . . . | 275 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 155 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 163 | 361798 | 29309 | 6869 | 1284 | 69568 | 31447 | 33789 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees............... | 168 | 662322 | 44452 | 10341 | 1969 | 115391 | 41287 | 41411 |
|  | Establishments with 15 to 19 employees. | 98 | 459535 | 38185 | 8842 | 1659 | 96297 | 43868 | 44600 |
|  | Establishments with 20 to 49 employees | 192 | 2539533 | 165682 | 36308 | 5748 | 380198 | 284123 | 296824 |
|  | Establishments with 50 to 99 employees. | 40 | 1057538 | 75555 | 16495 | 2797 | 158540 | 91112 | 91796 |
|  | Establishments with $100 \ldots \ldots \ldots$ | 40 | 1057538 | 75555 | 16495 | 2797 | 158540 | 91112 | 91796 |
|  | or more . ........................ | 22 | 1034206 | 88641 | 19115 | 3772 | 251166 | 105726 | 126048 |
|  | Establishments not operated for the entire year $\qquad$ | 319 | 284121 | 17708 | 3985 | 887 | 62335 | 1688 | 26055 |
| 422450 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1962 | 7539889 | 523310 | 115927 | 20663 | 1289127 | 660165 | 725588 |
|  | Establishments operated for the entire year $\qquad$ | 1643 | 7255768 | 505602 | 111942 | 19776 | 1226792 | 658477 | 699533 |
|  | Establishments with no employees. . Establishments with 1 employee. | 321 | 143674 | $8 \quad 23 \overline{4}$ | 1701 | 321 | 20 714 | 7190 | 7732 |
|  | Establishments with 2 employees... | 209 | D | D | D | e | D | D | 7 ${ }^{\text {D }}$ |
|  | employees. | 275 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 155 | D | D | D | f | D | D |  |
|  | Establishments with 7 to 9 . |  |  | D |  |  |  |  | D |
|  | employees............. | 163 | 361798 | 29309 | 6869 | 1284 | 69568 | 31447 | 33789 |
|  | employees............... | 168 | 662322 | 44452 | 10341 | 1969 | 115391 | 41287 | 41411 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees................... | 98 | 459535 | 38185 | 8842 | 1659 | 96297 | 43868 | 44600 |
|  | employees. . . . . . . ......... | 192 | 2539533 | 165682 | 36308 | 5748 | 380198 | 284123 | 296824 |
|  | Establishments with 50 to 99 employees. | 40 | 1057538 | 75555 | 16495 | 2797 | 158540 | 91112 | 91796 |
|  | Establishments with 100 employees or more | 22 | 1034206 | 88641 | 19115 | 3772 | 251166 | 105726 | 126048 |
|  | Establishments not operated for the entire year. | 319 | 284121 | 17708 | 3985 | 887 | 62335 | 1688 | 26055 |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2828 | 11998240 | 649137 | 145945 | 26304 | 1423835 | 555003 | 628393 |
|  | Establishments operated for the entire year $\qquad$ | 2273 | 11516220 | 620954 | 140340 | 25013 | 1355590 | 549415 | 593577 |
|  | Establishments with no employees. . <br> Establishments with 1 employee | $\begin{array}{r} 4 \\ 488 \end{array}$ |  | $\begin{array}{r}2024 \\ \text { D } \\ \hline\end{array}$ | $\begin{array}{r} +0 \\ D \\ D \end{array}$ |  | D | D |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{aligned} & 388 \\ & 287 \end{aligned}$ | $\begin{array}{r} \text { D } \\ 523447 \end{array}$ | $\begin{array}{r} \text { D } \\ 15305 \end{array}$ | $\begin{array}{r} \text { D } \\ 3329 \end{array}$ | 574 | $\begin{array}{r} \text { D } \\ 45450 \end{array}$ | $\begin{array}{rr} \text { D } \\ 11307 \end{array}$ | $\begin{array}{r} \text { D } \\ 11956 \end{array}$ |
|  | Establishments with 3 or 4 employees. | 402 | 1014057 | 38464 | 8518 | 1378 | 95566 | 32005 | 34455 |
|  | Establishments with 5 or 6 employees. | 269 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 10 to 14 | 229 | 1068750 | 46478 | 10514 | 1817 | 112384 | 36036 | 37601 |
|  | employees.................. | 222 | 1460752 | 65930 | 15303 | 2601 | 146943 | 49892 | 56896 |
|  | Establishments with 15 to 19 employees. | 137 | 1064574 | 58180 | 13066 | 2263 | 125333 | 48304 | 54464 |
|  | Establishments with 20 to 49 employees. | 249 | 3112839 | 189015 | 43364 | 7597 | 388427 | 214747 | 222415 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees................... | 69 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 17 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 555 | 482020 | 28183 | 5605 | 1291 | 68245 | 5588 | 34816 |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2828 | 11998240 | 649137 | 145945 | 26304 | 1423835 | 555003 | 628393 |

[^104]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^105]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224906 | Other grocery specialties whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ | 105 127 | 3327995 24012403 | 216291 1135910 | 49773 272913 | 7077 35463 | 590130 2334796 | 245922 1628830 | 266529 1708803 |
|  | Establishments not operated for the entire year | 503 | 802749 | 39622 | 9884 | 1332 | 90285 | 22869 | 70177 |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8849 | 132883554 | 2096358 | 469297 | 74096 | 5547440 | 9505447 | 9664441 |
|  | Establishments operated for the entire year Establishments with no employees. . | 7979 7 | 129608513 22687 | $\begin{array}{r}2037072 \\ 230 \\ \\ \\ \\ \hline\end{array}$ | 454474 | 71375 | 5392035 643 | $\begin{array}{r}9061445 \\ 1067 \\ \\ \hline\end{array}$ | 9072452 1691 |
|  | Establishments with 1 employee.... | 1065 | 2967431 | 33523 | 7172 | 1065 | 103076 | 169483 | 167476 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 871 | 3146591 | 46409 | 10176 | 1742 | 126839 | 203408 | 208875 |
|  | employees. <br> Establishments with 5 or 6 | 1619 | 9006265 | 152220 | 34096 | 5638 | 423094 | 702377 | 688564 |
|  | employees.................... | 1196 | 10272644 | 170841 | 37633 | 6498 | 490016 | 796894 | 820668 |
|  | employees. <br> Establishments with 10 to 14 | 1116 | 14648140 | $243910$ | $53628$ | 8792 | 681491 | 1224177 | 1205596 |
|  | employees. <br> Establishments with 15 to 19 | 924 | 15508002 | 294192 | 62860 | 10796 | 769353 | 1249870 | 1236623 |
|  | employees. <br> Establishments with 20 to 49 | 425 | 10424747 | 191501 | 42080 | 7045 | 505068 | 722175 | 753833 |
|  | employees | 616 | D | D | D | j | D | D | D |
|  | employees. | 114 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 26 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 870 | 3275041 | 59286 | 14823 | 2721 | 155405 | 444002 | 591989 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 6434 | 105267322 | 1620355 | 366080 | 55890 | 4339905 | 6826486 | 6979672 |
|  | Establishments operated for the entire year $\qquad$ | 5974 | 103663574 | 1585259 | 356554 | 54219 | 4234526 | 6719812 | 6789088 |
|  | Establishments with no employees. . <br> Establishments with 1 employee.... | $\begin{array}{r}7 \\ 53 \\ \hline\end{array}$ | 22687 993880 | $\begin{array}{r}230 \\ 14988 \\ \hline\end{array}$ | 3102 | 537 | 643 47862 | $\begin{array}{r}1067 \\ 92936 \\ \hline\end{array}$ | 1691 80494 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 582 | 1899911 | 30897 | 6752 | 1164 | 86299 | 169306 | 169700 |
|  | employees. | 1214 | 5885830 | 111787 | 25042 | 4230 | 311115 | 586179 | 573051 |
|  | Establishments with 5 or 6 employees. | 998 | D | D | D | i | D | D | D |
|  | Establishments with 7 to 9 employees. | 958 | 12878630 | 209626 | 46397 | 7566 | 575735 | 1111026 | 1087825 |
|  | Establishments with 10 to 14 employees. | 776 | D | D | D | i | D | D | D |
|  | Establishments with 15 to 19 employees. | 349 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 470 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 68 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 15 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 460 | 1603748 | 35096 | 9526 | 1671 | 105379 | 106674 | 190584 |
| 422510 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 6434 | 105267322 | 1620355 | 366080 | 55890 | 4339905 | 6826486 | 6979672 |
|  | Establishments operated for the entire year | 5974 | 103663574 | 1585259 | 356554 | 54219 | 4234526 | 6719812 | 6789088 |
|  | Establishments with no employees. . Establishments with 1 employee.. | 7 537 | $\begin{array}{r} 22687 \\ 993880 \end{array}$ | 1230 14988 | 3102 | ${ }_{537}{ }^{-}$ | 643 47862 | 10067 92936 | 1691 80494 |
|  | Establishments with 2 employees... | 582 | $\begin{array}{r} 993880 \\ 1899911 \end{array}$ | 14988 30897 | 3102 6752 | $\begin{array}{r}537 \\ 1164 \\ \hline\end{array}$ | 47862 86299 | 92936 169306 | 80 169700 |
|  | Establishments with 3 or 4 employees. | 1214 | 5885830 | 111787 | 25042 | 4230 | 311115 | 586179 | 573051 |
|  | Establishments with 5 or 6 employees. | 998 | D | D | D | i | D | D | D |
|  | Establishments with 7 to 9 employees. | 958 | 12878630 | 209626 | 46397 | 7566 | 575735 | 1111026 | 1087825 |
|  | Establishments with 10 to 14 employees. | 776 | D | D | D | i | D | D | D |
|  | Establishments with 15 to 19 employees. | 349 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 470 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 |  | D |  |  | , |  |  |  |
|  | employees................. | 68 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  |  |  |  |  |  |  | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422510 | Grain \& field bean whsle-Con. <br> Establishments not operated for the entire year. | 460 | 1603748 | 35096 | 9526 | 1671 | 105379 | 106674 | 190584 |
| 42252 | Livestock whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1133 | 8630445 | 115475 | 26114 | 7322 | 304460 | 202778 | 251768 |
|  | Establishments operated for the entire year . ................................... Establishments with no employees. | 967 | 8245259 | 110787 | 25152 | 6933 | 292724 | 201318 | 234071 |
|  | Establishments with 1 employee.... | 323 | 1416892 | 9768 | 2299 | 323 | 25557 | 26130 | 40607 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 147 | 687445 | 6570 | 1465 | 294 | 17209 | 11078 | 11417 |
|  |  | 163 | 1208643 | 11334 | 2672 | 565 | 39030 | 23293 | 26564 |
|  | employees. <br> Establishments with 7 to 9 | 78 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 62 | 651442 | 10357 | 2294 | 484 | 30505 | 11305 | 12283 |
|  | employees................... | 52 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 40 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 84 | 1475475 | 27654 | 6348 | 2409 | 63779 | 28462 | 29993 |
|  | Establishments with 50 to 99 employees. | 18 | 1194926 | 17129 | 3592 | 1145 | 35879 | 60141 | 64971 |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 166 | 385186 | 4688 | 962 | 389 | 11736 | 1460 | 17697 |
| 422520 | Livestock whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1133 | 8630445 | 115475 | 26114 | 7322 | 304460 | 202778 | 251768 |
|  | Establishments operated for the entire year | 967 | 8245259 | 110787 | 25152 | 6933 | 292724 | 201318 | 234071 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 323 | 1416892 | 9768 | 2299 | 323 | 25557 | 26130 | $40607$ |
|  | Establishments with 2 employees. . | 147 | 687445 | 6570 | 1465 | 294 | 17209 | 11078 | $\begin{array}{ll}40607 \\ 11 & 417\end{array}$ |
|  | Establishments with 3 or 4 employees. Establishments with 5 or 6 | 163 | 1208643 | 11334 | 2672 | 565 | 39030 | 23293 | 26564 |
|  | employees. | 78 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 62 | 651442 | 10357 | 2294 | 484 | 30505 | 11305 | 12283 |
|  | Establishments with 10 to 14 employees. | 52 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 40 | D | D | D | f | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots$ | 40 | D | D | D | $f$ | D | D | D |
|  | employees. <br> Establishments with 50 to 99 | 84 | 1475475 | 27654 | 6348 | 2409 | 63779 | 28462 | 29993 |
|  | employees. | 18 | 1194926 | 17129 | 3592 | 1145 | 35879 | 60141 | 64971 |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 166 | 385186 | 4688 | 962 | 389 | 11736 | 1460 | 17697 |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1282 | 18985787 | 360528 | 77103 | 10884 | 903075 | 2476183 | 2433001 |
|  | Establishments operated for the entire year | 1038 | 17699680 | 341026 | 72768 | 10223 | 864785 | 2140315 | 2049293 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | 205 | 556659 | 8767 |  | 205 | 29657 |  |  |
|  | Establishments with 2 employees... | 142 | 559235 | 8942 | 1959 | 284 | 23331 | 23024 | 27758 |
|  | Establishments with 3 or 4 employees. | 242 | 1911792 | 29099 | 6382 | 843 | 72949 | 92905 | 88949 |
|  | Establishments with 5 or 6 employees. | 120 | 992796 | 17908 | 3773 | 653 | 57292 | 69945 | 79709 |
|  | Establishments with 7 to 9 employees. | 96 | 1118068 | 23927 | 4937 | 742 | 75251 | 101846 | 105488 |
|  | Establishments with 10 to 14 employees. | 96 | 1680480 | 31740 | 6305 | 1114 | 77757 | 94877 | 99554 |
|  | Establishments with 15 to 19 employees. | 36 | 1271101 | 18079 | 4520 | 600 | 51963 | 104660 | 89921 |
|  | Establishments with 20 to 49 employees. | 62 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | 28 | D | D | D | g | D | D | D |
|  | or more . . . . . . . . . . . . . . . . . . . | 11 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 244 | 1286107 | 19502 | 4335 | 661 | 38290 | 335868 | 383708 |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422590 | Other farm product raw material whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 1282 | 18985787 | 360528 | 77103 | 10884 | 903075 | 2476183 | 2433001 |
|  | Establishments operated for the entire year | 1038 | 17699680 | 341026 | 72768 | 10223 | 864785 | 2140315 | 2049293 |
|  | Establishments with no employees.. | 205 | 556 659 | 8767 | 1771 | 205 | 29657 | 50417 | 46375 |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 142 | 559235 | 8942 | 1959 | 284 | 23331 | 23024 | 27758 |
|  | Establishments with 3 or 4 employees. | 242 | 1911792 | 29099 | 6382 | 843 | 72949 | 92905 | 88949 |
|  | Establishments with 5 or 6 employees. | 120 | 992796 | 17908 | 3773 | 653 | 57292 | 69945 | 79709 |
|  | Establishments with 7 to 9 employees. | 96 | 1118068 | 23927 | 4937 | 742 | 75251 | 101846 | 105488 |
|  | Establishments with 10 to 14 employees. | 96 | 1680480 | 31740 | 6305 | 1114 | 77757 | 94877 | 99554 |
|  | Establishments with 15 to 19 employees. | 36 | 1271101 | 18079 | 4520 | 600 | 51963 | 104660 | 89921 |
|  | Establishments with 20 to 49 employees. | 62 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 28 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 11 |  | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 244 | 1286107 | 19502 | 4335 | 661 | 38290 | 335868 | 383708 |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 234 | 1911853 | 48450 | 11812 | 1660 | 125385 | 111664 | 120548 |
|  | Establishments operated for the entire year | 197 | 1843486 | 47345 | 11547 | 1573 | 122971 | 108943 | 110765 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | 39 | 123812 | 2086 |  | 39 | $6940^{-}$ | 7052 | 6220 |
|  | Establishments with 2 employees... | 35 | 123812 | 2086 | - ${ }^{444}$ | - ${ }^{-9}$ | - ${ }^{\text {D }}$ | 7 | $\bigcirc$ |
|  | Establishments with 3 or 4 employees. | 41 | 288216 | 6745 | 1787 | 146 | 15700 | 13338 | 15762 |
|  | Establishments with 5 or 6 employees. | 24 | 182974 | 4122 | 1034 | 130 | 12546 | 16083 | 16377 |
|  | Establishments with 7 to 9 employees. | 16 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 21 | 378434 | 6626 | 1325 | 239 | 17232 | 14928 | 15550 |
|  | Establishments with 15 to 19 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 12 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 6 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 6 | D | D | - | - | D | D | D |
|  | Establishments not operated for the entire year | 37 | 68367 | 1105 | 265 | 87 | 2414 | 2721 | 9783 |
| 4225902 | Leaf tobacco whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 118 | 2093201 | 66701 | 14669 | 1605 | 131963 | 294173 | 324012 |
|  | Establishments operated for the entire year | 72 | 1967355 | 63398 | 13857 | 1452 | 122729 | 294027 | 318085 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 13 | 22930 | 680 | 193 | 13 |  |  |  |
|  | Establishments with 2 employees... | 10 |  | D | D | b |  | 2365 D | 1804 |
|  | Establishments with 3 or 4 employees. | 16 | 31327 | 1806 | 421 | 55 | 4387 | 1189 | 1081 |
|  | Establishments with 5 or 6 employees. | 7 | 10953 | 461 | 108 | 37 | 1285 | 258 | 252 |
|  | Establishments with 7 to 9 employees. | 5 | 90709 | 2186 | 426 | 38 | 8794 | 31479 | 42087 |
|  | Establishments with 10 to 14 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 100 ........... | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more | 3 | 1216284 | 42592 | 9685 | 878 | 73103 | 178805 | 260385 |
|  | Establishments not operated for the entire year $\qquad$ | 46 | 125846 | 3303 | 812 | 153 | 9234 | 146 | 5927 |
| 4225903 | Wool, wool tops, \& mohair whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 61 | 145997 | 6661 | 1386 | 247 | 17366 | 21670 | 25093 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4226 | Chemical \& allied products whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year <br> Establishments with no employees.... Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 | $\begin{array}{r} 11031 \\ 11920 \\ 1335 \end{array}$ | 54779733 D D D | $\begin{array}{rr} 4560308 \\ & \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 1050218 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 113159 a g | $\begin{array}{rr}9311429 \\ & \text { D } \\ & \text { D } \\ & \text { D }\end{array}$ | 4156985 D D D | $\begin{array}{rr} 4341532 \\ & \mathrm{D} \\ & \mathrm{D} \\ \mathrm{D} \end{array}$ |
|  |  | 1989 | 3784996 | 273234 | 62173 | 6786 | 602903 | 206747 | 233633 |
|  | Establishments with 5 or 6 employees. | 1355 | 3989455 | 292636 | 63964 | 7400 | 637610 | 272584 | 281733 |
|  | Establishments with 7 to 9 employees. | 1213 | 5123533 | 385627 | 85499 | 9564 | 795979 | 368312 | 381009 |
|  | Establishments with 10 to 14 employees. | 1185 | 6839170 | 559037 | 127429 | 13890 | 1156135 | 482025 | 502643 |
|  | employees................ | 660 | D | D | D | j | D | D | D |
|  | Establishments with 20 to 49 employees | 1075 | D | D | D | k | D | D | D |
|  | Establishments with 50 to 99 employees. | 226 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 69 | 3976986 | 482721 | 120896 | 13008 | 946891 | 431727 | 452169 |
|  | Establishments not operated for the entire year $\qquad$ | 1218 | 1268629 | 90330 | 23313 | 2810 | 195135 | 21375 | 128955 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3357 | 16733225 | 1295883 | 297313 | 34844 | 2718446 | 1298940 | 1397420 |
|  | Establishments operated for the entire year |  |  |  |  |  |  |  |  |
|  | year <br> Establishments with no employees.. Establishments with 1 employee. | $\begin{array}{r} 1 \\ 468 \end{array}$ | 16431514 D D D | $\begin{array}{r} 1273518 \\ \\ \\ \text { D } \\ \text { D } \end{array}$ |  |  | $\begin{array}{r} 2667881 \\ D \\ D \end{array}$ | $\begin{array}{r} 1294291 \\ \\ \\ \\ \text { D } \end{array}$ |  |
|  | Establishments with 2 employees.... | 358 | D | D | D | f | D | D | D |
|  | employees. | 495 | 1134244 | 70678 | 15739 | 1700 | 155944 | 58326 | 59179 |
|  | Establishments with 5 or 6 employees. | 369 | 1211234 | 81254 | 17991 | 2038 | 177902 | 70908 | 76348 |
|  | Establishments with 7 to 9 employees. | 370 | 1946081 | 113532 | 25485 | 2910 | 236241 | 121076 | 130389 |
|  | Establishments with 10 to 14 employees. | 355 | 2082859 | 161611 | 36271 | 4198 | 332106 | 176911 | 183787 |
|  | Establishments with 15 to 19 employees. | 222 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 366 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 62 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 18 | 797036 | 93990 | 21646 | 3088 | 224033 | 109590 | 113638 |
|  | Establishments not operated for the entire year $\qquad$ | 273 | 301711 | 22365 | 6075 | 834 | 50565 | 4649 | 33813 |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 3357 | 16733225 | 1295883 | 297313 | 34844 | 2718446 | 1298940 | 1397420 |
|  | Establishments operated for the entire year |  | 16431514 | 1273518 | 291238 |  | 2667881 | 1294291 | 1363607 |
|  | Establishments with no employees.. | 1 | + 61 | - 27 | D | a | D | 1298 | 1363607 |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 468 <br> 358 |  |  |  |  | D ${ }_{\text {D }}^{\text {D }}$ | D D | D |
|  | Establishments with 3 or 4 employees. | 495 | 1134244 | 70678 | 15739 | 1700 | 155944 | 58326 | 59179 |
|  | Establishments with 5 or 6 employees. | 369 | 1211234 | 81254 | 17991 | 2038 | 177902 | 70908 | 76348 |
|  | Establishments with 7 to 9 employees. | 370 | 1946081 | 113532 | 25485 | 2910 | 236241 | 121076 | 130389 |
|  | Establishments with 10 to 14 employees. | 355 | 2082859 | 161611 | 36271 | 4198 | 332106 | 176911 | 183787 |
|  | Establishments with 15 to 19 employees. | 222 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 366 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 62 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 18 | 797036 | 93990 | 21646 | 3088 | 224033 | 109590 | 113638 |
|  | Establishments not operated for the entire year $\qquad$ | 273 | 301711 | 22365 | 6075 | 834 | 50565 | 4649 | 33813 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 8892 | 39315137 | 3354755 | 776218 | 81125 | 6788118 | 2879420 | 3073067 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS— <br> Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42269 | Other chemical \& allied products whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year Establishments with no employees. . Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 | $\begin{array}{r} 7947 \\ 14 \\ 1452 \\ 977 \end{array}$ | $\begin{array}{lr} 38 & 348 \\ & 219 \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 3286790 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 758980 D D D |  | $\begin{array}{r} 6643548 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 2862694 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |  |
|  | Establishments with 3 or 4 employees. <br> Establishments with 5 or 6 | 1494 | 2650752 | 202556 | 46434 | 5086 | 446959 | 148421 | 174454 |
|  | Establishments with 5 or 6 employees. $\qquad$ <br> Establishments with 7 to 9 | 986 | 2778221 | 211382 | 45973 | 5362 | 459708 | 201676 | 205385 |
|  | employees. | 843 | 3177452 | 272095 | 60014 | 6654 | 559738 | 247236 | 250620 |
|  | Establishments with 10 to 14 employees. Establishments with 15 to 19 | 830 | 4756311 | 397426 | 91158 | 9692 | 824029 | 305114 | 318856 |
|  | Establishments with 15 to 19 employees. | 438 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 709 | 10956221 | 924210 | 211634 | 20791 | 1825042 | 894414 | 908915 |
|  | Establishments with 50 to 99 employees. | 164 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 51 | 3179950 | 388731 | 99250 | 9920 | 722858 | 322137 | 338531 |
|  | Establishments not operated for the entire year $\qquad$ | 945 | 966918 | 67965 | 17238 | 1976 | 144570 | 16726 | 95142 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8892 | 39315137 | 3354755 | 776218 | 81125 | 6788118 | 2879420 | 3073067 |
|  | Establishments operated for the entire year |  | 38348219 | 3286790 | $758980$ |  | $6643548$ | 2862694 | 2977925 |
|  | Establishments with no employees <br> Establishments with 1 employee. | $\begin{array}{r} 7947 \\ 3 \\ 1452 \end{array}$ |  |  |  |  | 6643548 D D |  |  |
|  | Establishments with 2 employees. . | + 977 | D | D | D | g | D | D | D |
|  | Establishments with 3 or 4 employees. | 1494 | 2650752 | 202556 | 46434 | 5086 | 446959 | 148421 | 174454 |
|  | Establishments with 5 or 6 employees. | 986 | 2778221 | 211382 | 45973 | 5362 | 459708 | 201676 | 205385 |
|  | Establishments with 7 to 9 employees. | 843 | 3177452 | 272095 | 60014 | 6654 | 559738 | 247236 | 250620 |
|  | Establishments with 10 to 14 employees. | 830 | 4756311 | 397426 | 91158 | 9692 | 824029 | 305114 | 318856 |
|  | Establishments with 15 to 19 employees. | 438 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. | 709 | 10956221 | 924210 | 211634 | 20791 | 1825042 | 894414 | 908915 |
|  | Establishments with 50 to 99 employees. | 164 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 51 | 3179950 | 388731 | 99250 | 9920 | 722858 | 322137 | 338531 |
|  | Establishments not operated for the entire year | 945 | 966918 | 67965 | 17238 | 1976 | 144570 | 16726 | 95142 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 804 | 1432921 | 239975 | 56645 | 7340 | 484116 | 116620 | 126570 |
|  | Establishments operated for the entire year | 733 | 1379724 | 235491 | 55277 | 7105 | 475607 | 115892 | 123370 |
|  | Establishments with no employees.. Establishments with 1 employee.... | $7{ }_{7}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | b | D | D | D |
|  | Establishments with 2 employees... | 72 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 150 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 114 | 126095 | 17395 | 4133 | 617 | 38577 | 9210 | 9984 |
|  | Establishments with 7 to 9 employees. | 95 | D | D | D | $f$ | D | D | D |
|  | Establishments with 10 to 14 employees. | 96 | 282443 | 38303 | 8719 | 1120 | 78462 | 16251 | 16569 |
|  | Establishments with 15 to 19 employees. | 41 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 70 | 348117 | 67504 | 15460 | 1998 | 130383 | 33461 | 33427 |
|  | Establishments with 50 to 99 employees. | 14 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 71 | 53197 | 4484 | 1368 | 235 | 8509 | 728 | 3200 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 8088 | 37882216 | 3114780 | 719573 | 73785 | 6304002 | 2762800 | 2946497 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4226902 | Other chemical \& allied products whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year Establishments with no employees. Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 | $\begin{array}{r} 7214 \\ 3 \\ 1373 \\ 1 \\ \\ \\ \\ \hline \end{array}$ | 36968495 D D D |  | 703703 D D D | 72044 a g g | $\begin{array}{rr}6167941 \\ & \text { D } \\ \\ & \text { D } \\ & \text { D }\end{array}$ | 2746802 D D D | $\begin{array}{r} 2854555 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |
|  | employees.................... | 1344 | D | D | D | h | D | D | D |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to 9 | 872 | 2652126 | 193987 | 41840 | 4745 | 421131 | 192466 | 195401 |
|  | employees................. | 748 | D | D | D | i | D | D | D |
|  | Establishments with 10 to 14 employees. | 734 | 4473868 | 359123 | 82439 | 8572 | 745567 | 288863 | 302287 |
|  | Establishments with 15 to 19 employees. | 397 | D | D | D | i | D | D | D |
|  | Establishments with 20 to 49 employees. Establishments with 50 to 99 | 639 | 10608104 | 856706 | 196174 | 18793 | 1694659 | 860953 | 875488 |
|  | employees................... | 150 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 49 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 874 | 913721 | 63481 | 15870 | 1741 | 136061 | 15998 | 91942 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | r9 770 | r139 507960 | r3 390142 | r797 041 | r114863 | 8529598 | 4285739 | 4446297 |
|  | Establishments operated for the entire year | 9148 | 137554271 | 3315567 | 774943 | 112425 | 8351914 | 4187740 | 4290134 |
|  | Establishments with no employees.. Establishments with 1 employee.... | $106 \overline{9}$ | 1867427 | 39971 | $907 \overline{6}$ | 1069 | 121264 | 51539 | 51508 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 846 | 2299173 | 48234 | 10943 | 1692 | 133678 | 48774 | 49662 |
|  | employees. | 1547 | 7364298 | 145037 | 33709 | 5341 | 394767 | 222988 | 224207 |
|  | Establishments with 5 or 6 employees. | 1230 | 8734559 | 189357 | 43296 | 6733 | 505245 | 251007 | 240097 |
|  | Establishments with 7 to 9 employees. | 1249 | 10053522 | 281978 | 65619 | 9861 | 730117 | 305188 | 323745 |
|  | Establishments with 10 to 14 employees. | 1189 | 14415426 | 417255 | 94814 | 13849 | 1078270 | 418286 | 450256 |
|  | Establishments with 15 to 19 employees. | 630 | 11968516 | 331081 | 76722 | 10536 | 863715 | 359424 | 348938 |
|  | Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 | 1061 | 39782655 | 968577 | 228126 | 31146 | 2373773 | 1488905 | 1313879 |
|  | Establishments with 50 to 99 employees. | 248 | 19335653 | 504312 | 121905 | 16699 | 1214627 | 515280 | 497880 |
|  | Establishments with 100 employees or more $\square$ | 79 | 21733042 | 389765 | 90733 | 15499 | 936458 | 526349 | 789962 |
|  | Establishments not operated for the entire year $\qquad$ | 622 | 1953689 | 74575 | 22098 | 2438 | 177684 | 97999 | 156163 |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ....... | r6 729 | r92 443546 | '2 497922 | r579 872 | '87 532 | 6249105 | 3029034 | 3194653 |
|  | Establishments operated for the entire year | 6444 | 91326844 | 2469002 | 572665 | 86307 | 6184245 | 3016684 | 3155854 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 553 | $105161 \overline{6}$ | 21953 | 5059 | $553-$ | 69361 | 36860 | 37421 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 480 | 955349 | 23170 | 5401 | 960 | 68677 | 34009 | 34793 |
|  | Establishments with 3 or 4 <br> employees. $\qquad$ <br> Establishments with 5 or 6 | 1020 | 4369079 | 88421 | 20422 | 3530 | 256060 | 170373 | 168582 |
|  | Establishments with 5 or 6 employees. | 881 | 5606148 | 129845 | 30313 | 4831 | 365101 | 203499 | 193195 |
|  | Establishments with 7 to 9 employees. | 988 | D | D | D | i | D | D | D |
|  | Establishments with 10 to 14 employees. | 918 | D | D | D | j | D | D | D |
|  | Establishments with 15 to 19 employees. | 505 | 7644227 | 259832 | 59798 | 8453 | 658004 | 283356 | 279242 |
|  | Establishments with 20 to 49 employees. | 840 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 197 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 62 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 285 | 1116702 | 28920 | 7207 | 1225 | 64860 | 12350 | 38799 |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | '6729 | r92 443546 | '2 497922 | '579 872 | '87 532 | 6249105 | 3029034 | 3194653 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422710 | Petroleum bulk stations \& terminals-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year <br> Establishments with no employees. | 6444 | 91326844 | 2469002 | 572665 | 86307 | 6184245 | 3016684 | 3155854 |
|  | Establishments with 1 employee.... | 553 | 1051616 | 21953 | 5059 | 553 | 69361 | 36860 | 37421 |
|  | Establishments with 2 employees... | 480 | 955349 | 23170 | 5401 | 960 | 68677 | 34009 | 34793 |
|  | employees................... | 1020 | 4369079 | 88421 | 20422 | 3530 | 256060 | 170373 | 168582 |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to 9 | 881 | 5606148 | 129845 | 30313 | 4831 | 365101 | 203499 | 193195 |
|  | employees............. | 988 | D | D | D | i | D | D | D |
|  | Establishments with 10 to 14 employees. | 918 | D | D | D | j | D | D | D |
|  | Establishments with 15 to 19 employees. | 505 | 7644227 | 259832 | 59798 | 8453 | 658004 | 283356 | 279242 |
|  | Establishments with 20 to 49 employees. | 840 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 197 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 62 |  | D | D | j | D | D | D |
|  | Establishments not operated for the entire year. | 285 | 1116702 | 28920 | 7207 | 1225 | 64860 | 12350 | 38799 |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments. | r6 337 | '88 515507 | '2 340748 | r544 283 | '83 154 | 5893722 | 2892396 | 3059356 |
|  | Establishments operated for the entire year | 6071 | D | D | D | 1 | D | D | D |
|  | Establishments with no employees.. | 532 | 1026042 | $2127{ }^{-1}$ | $492{ }^{-}$ | 532 | $6728{ }^{-1}$ | 35686 | 36216 |
|  | Establishments with 2 employees... | 450 | D | D | D | f | D | D | D |
|  | employees..................... | 953 | D | D | D | h | D | D | D |
|  | Establishments with 5 or 6 employees. | 823 | D | D | D | h | D | D | D |
|  | Establishments with 7 to 9 employees. | 921 | D | D | D | i | D | D | D |
|  | Establishments with 10 to 14 employees. | 862 | 10036606 | 291499 | 65681 | 10088 | 780272 | 285214 | 313413 |
|  | Establishments with 15 to 19 employees | 474 | D | D | D | 1 | D | D | D |
|  | Establishments with 20 to 49 employees. | 805 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 192 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 59 | D | D | D | j | D | D | D |
|  | Establishments not operated for the entire year . $\qquad$ | 266 | D | D | D | g | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments . | 5784 | 43727608 | 1768043 | 414479 | 66627 | 4472315 | 1334004 | 1355290 |
|  | Establishments operated for the entire year | 5534 | D | D | D | 1 | D | D | D |
|  | Establishments with no employees. Establishments with 1 employee | $510$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | - | $\bar{D}$ | - |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{aligned} & 510 \\ & 426 \end{aligned}$ | $\begin{array}{r} \text { D } \\ 595346 \end{array}$ | $19 \begin{aligned} \text { D } \end{aligned}$ | $\begin{array}{rl} \mathrm{D} \\ 4 & \mathrm{D} \end{array}$ | $852^{\text {f }}$ | 54881 | 22271 | 21722 |
|  | Establishments with 3 or 4 employees. | 901 | 2440962 | 74614 | 17174 | 3120 | 215239 | 95851 | 101852 |
|  | Establishments with 5 or 6 employees. | 742 | D | D | D | h | D | D | D |
|  | Establishments with 7 to 9 employees. | 858 | D | D | D | i | D | D | D |
|  | Establishments with 10 to 14 employees. | 811 | D | D | D | i | D | D | D |
|  | Establishments with 15 to 19 |  |  |  |  |  | D |  |  |
|  | employees. <br> Establishments with 20 to 49 | 434 | D | D | D | i | D | D | D |
|  | employees..................... | 675 | D | D | D | j | D | D | D |
|  | Establishments with 50 to $99 \ldots . .$. . | 146 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\square$ | 31 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year. | 250 | D | D | D | g | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments ........ | '553 | '44 787899 | '572 705 | r129804 | '16 527 | 1421407 | 1558392 | 1704066 |

[^106]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^107]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^108]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^109]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS- |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1409 | 24314784 | 2011681 | 494317 | 49769 | 3817507 | 3041385 | 3304755 |
|  | Establishments operated for the entire year | 1284 | D | D | D | k | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee | 138 | $\overline{\text { - }}$ | - | D | - | - | - | D |
|  | Establishments with 2 employees.... | 117 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 138 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 102 | 339637 | 21185 | 4739 | 560 | 48210 | 36657 | 37768 |
|  | Establishments with 7 to 9 employees. | 115 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees. | 122 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 86 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 222 | D | D | D | i | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees............... | 121 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more | 123 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 125 | D | D | D | g | D | D | D |
| 4228202 | Wine \& distilled alcoholic beverage (State operated) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 122 | 380402 | 10311 | 3651 | 642 | 19290 | 42660 | 14804 |
|  | Establishments operated for the entire year | 57 | D | D | D | e | D | D | D |
|  | Establishments with no employees. . | - | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | 14 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 5 | D | D | D | a | D | D | D |
|  | employees..................... | 21 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 7 | 52580 | 972 | 244 | 38 | 2044 | 2137 | 2168 |
|  | Establishments with 7 to 9 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  | D |  | b | D |  |  |
|  | employees.................... | 3 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees...................... | - | - | - | - | - | - | - |  |
|  | Establishments with 100 employees or more | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year. $\square$ | 65 | D | D | D | e | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 29364 | 143158364 | 8603638 | 1989224 | 317137 | 18524596 | 11995908 | 13198232 |
|  | Establishments operated for the entire year | 23898 | 139832264 | 8342143 | 1927206 | 305060 | 17929514 | 11799222 | 12480338 |
|  | Establishments with no employees.. |  |  |  |  | a | D | 1 | D |
|  | Estabishments with 1 employee.... | 4795 <br> 3144 |  |  |  | h | D | D | D |
|  | Establishments with 3 or 4 employees. | 4317 | 5761397 | 385423 | 85127 | 14800 | 929570 | 540313 | 560206 |
|  | Establishments with 5 or 6 employees. | 2711 | 5377880 | 391933 | 87042 | 14762 | 887818 | 539361 | 554399 |
|  | Establishments with 7 to 9 employees. | 2410 | 8420364 | 511804 | $115179$ |  | 1234904 | 723446 | 726737 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 2244 | 9081918 | 715085 | 162982 | 26312 | 1571233 | 955117 | 986177 |
|  | employees.................... | 1125 | 6655152 | 507551 | 116243 | 18749 | 1086756 | 689061 | 688789 |
|  | Establishments with 20 to 49 employees. | 2102 | 25341178 | 1798942 | 408527 | 63434 | 3868011 | 2251456 | 2416365 |
|  | Establishments with 50 to 99 employees. | 626 | D | D | D | k | D | D | D |
|  | Establishments with 100 employees or more | 414 | D | D | D | । | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ |  |  |  |  |  |  |  |  |
|  |  | 5466 | 3326100 | 261495 | 62018 | 12077 | 595082 | 196686 | 717894 |

[^110]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6437 | 32607159 | 1766562 | 403019 | 59231 | 4025967 | 3254754 | 3527294 |
|  | Establishments operated for the entire year |  | 31914885 | 1724941 | 392771 | 57246 | 3928393 | 3229528 | 3406220 |
|  |  |  | 31 1880 | 1724941 | 392771 | 57246 | 3928393 215 | 329528 83 | 3406220 |
|  | Establishments with 1 employee.... | 844 | 595023 | 24908 | 5271 | 844 | 63705 | 48477 | 56788 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 582 | 641370 | 30277 | 6964 | 1164 | 76628 | 51398 | 55660 |
|  | employees. <br> Establishments with 5 or 6 | 1020 | 2063949 | 89475 | 19650 | 3494 | 228516 | 165822 | 173033 |
|  | employees.................. | 776 | 1994993 | 113914 | 25093 | 4240 | 259896 | 196216 | 189717 |
|  | Establishments with 7 to 9 employees. | 758 | 4364633 | 163711 | 36999 | 5919 | 391271 | 319810 | 319803 |
|  | Establishments with 10 to 14 employees. | 635 | 3472986 | 206695 | 47432 | 7444 | 483118 | 388015 | 403745 |
|  | Establishments with 15 to 19 employees. | 302 | 2751805 | 149250 | 32763 | 5071 | 346198 | 325733 | 313482 |
|  | Establishments with 20 to 49 employees. | 483 | 8703835 | 452664 | 99511 | 14246 | 1081105 | 787546 | 856892 |
|  | Establishments with 50 to 99 employees. | 99 | 3263504 | 222318 | 49314 | 6553 | 428677 | 411059 | 461372 |
|  | Establishments with 100 employees or more $\qquad$ | 46 | 4060907 | 271639 | 69774 | 8271 | 569064 | 535369 | 575413 |
|  | Establishments not operated for the entire year. | 888 | 692274 | 41621 | 10248 | 1985 | 97574 | 25226 | 121074 |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6437 | 32607159 | 1766562 | 403019 | 59231 | 4025967 | 3254754 | 3527294 |
|  | Establishments operated for the entire year | 5549 | 31914885 | 1724941 | 392771 | 57246 | 3928393 | 3229528 | 3406220 |
|  | Establishments with no employees.. |  | 1880 | 90 |  |  | - 215 | 883 | 315 |
|  | Establishments with 1 employee.... | 844 | 595023 | 24908 | 5271 | 844 1 | 63705 | 48477 | 56788 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 582 | 641370 | 30277 | 6964 | 1164 | 76628 | 51398 | 55660 |
|  | employees..................... | 1020 | 2063949 | 89475 | 19650 | 3494 | 228516 | 165822 | 173033 |
|  | Establishments with 5 or 6 employees. | 776 | 1994993 | 113914 | 25093 | 4240 | 259896 | 196216 | 189717 |
|  | Establishments with 7 to 9 employees. | 758 | 4364633 | 163711 | 36999 | 5919 | 391271 | 319810 | 319803 |
|  | Establishments with 10 to 14 employees. | 635 | 3472986 | 206695 | 47432 | 7444 | 483118 | 388015 | 403745 |
|  | Establishments with 15 to 19 employees. | 302 | 2751805 | 149250 | 32763 | 5071 | 346198 | 325733 | 313482 |
|  | Establishments with 20 to 49 employees. | 483 | 8703835 | 452664 | 99511 | 14246 | 1081105 | 787546 | 856892 |
|  | Establishments with 50 to 99 employees. | 99 | 3263504 | 222318 | 49314 | 6553 | 428677 | 411059 | 461372 |
|  | Establishments with 100 employees or more $\qquad$ | 46 | 4060907 | 271639 | 69774 | 8271 | 569064 | 535369 | 575413 |
|  | Establishments not operated for the entire year $\qquad$ | 888 | 692274 | 41621 | 10248 | 1985 | 97574 | 25226 | 121074 |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 3363 | 9641439 | 660374 | 151572 | 23898 | 1543900 | 923987 | 1013130 |
|  | Establishments operated for the entire year | 2807 | 9385522 | 639467 | 146457 | 22912 | 1496118 | 917491 | 965403 |
|  | Establishments with no employees. . Establishments with 1 employee.. | $\begin{array}{r} 3 \\ 469 \end{array}$ | $\begin{array}{rr}  & D \\ 203 \quad 572 \end{array}$ | $\begin{array}{r} \text { D } \\ 11895 \end{array}$ | $\begin{array}{r} \text { D } \\ 2470 \end{array}$ |  | $\begin{array}{rrr}  & D \\ & \text { D } \\ \hline \end{array}$ | D 1832 | D 18884 |
|  | Establishments with 2 employees.... | 259 | 183261 | 10514 | 2352 | 518 | 25525 | 16293 | 17029 |
|  | Establishments with 3 or 4 employees. | 552 | 678506 | 42938 | 9428 | 1900 | 106483 | 65258 | 67937 |
|  | Establishments with 5 or 6 employees. | 468 | 910511 | 63376 | 13917 | 2554 | 148332 | 89540 | 89483 |
|  | Establishments with 7 to 9 employees. | 424 | 1298811 | 82516 | 18587 | 3301 | 195640 | 118907 | 120260 |
|  | Establishments with 10 to 14 employees. | 312 | 1232127 | 92405 | 20936 | 3642 | 207307 | 125845 | 131328 |
|  | Establishments with 15 to 19 employees. | 110 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees | 175 | D | D | D | i | D | D | D |
|  | Establishments with $50 \ldots \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees. | 28 | 501484 | 53462 | 12419 | 1918 | 99569 | 70096 | 73939 |
|  | Establishments with 100 employees or more $\qquad$ | 7 | 655738 | 68996 | 18018 | 1670 | 136235 | 129774 | 155260 |
|  | Establishments not operated for the entire year. | 556 | 255917 | 20907 | 5115 | 986 | 47782 | 6496 | 47727 |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |
|  | All establishments | 3074 | 22965720 | 1106188 | 251447 | 35333 | 2482067 | 2330767 | 2514164 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229102 | Farm supplies-whsle distributors-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2742 | 22529363 | 1085474 | 246314 |  | 2432275 | 2312037 | 2440817 |
|  | Establishments with no employees. | $\begin{array}{r}1 \\ \hline\end{array}$ | 22529 D | 108 | 246 | - 34 | $2{ }^{2}$ D | 2312 | 240 D |
|  | Establishments with 1 employee.... | 375 | 391451 | 13013 | 2801 | 375 | 33526 | 30145 | 37904 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 323 | 458109 | 19763 | 4612 | 646 | 51103 | 35105 | 38631 |
|  | Establishments with 3 or 4 employees. | 468 | 1385443 | 46537 | 10222 | 1594 | 122033 | 100564 | 105096 |
|  | Establishments with 5 or 6 employees................ | 308 | 1084482 | 50538 | 11176 | 1686 | 111564 | 106676 | 100234 |
|  | Establishments with 7 to 9 employees. | 334 | 3065822 | 81195 | 18412 | 2618 | 195631 | 200903 | 199543 |
|  | Establishments with 10 to 14 employees | 334 323 | 2240859 | 114290 | 26496 | 3802 | 275811 | $262170$ | 272417 |
|  | Establishments with 15 to $19 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................ | 192 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 308 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 71 | 2762020 | 168856 | 36895 | 4635 | 329108 | 340963 | 387433 |
|  | Establishments with 100 employees | 39 | 3405169 | 202643 | 51756 | 6601 | 432829 | 405595 | 420153 |
|  | Establishments not operated for the entire year | 332 | 436357 | 20714 | 5133 | 999 | 49792 | 18730 | 73347 |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3257 | 17022288 | 1697252 | 409254 | 69110 | 3453522 | 1876325 | 2022021 |
|  | Establishments operated for the entire year | 2857 | 16503019 | 1645628 | 397364 | 66974 | 3338305 | 1846118 | 1925732 |
|  | Establishments with no employees.. | 519 | 159358 | 17239 | 3971 | 519 | 37308 | 14885 | 15703 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 383 | 235309 | 24437 | 5630 | 766 | 54093 | 17607 | 18093 |
|  | employees | 459 | 446167 | 49342 | 11592 | 1583 | 106792 | 33703 | 34981 |
|  | Establishments with 5 or 6 employees. | 269 | 384611 | 44895 | 10528 | 1467 | 91497 | 31128 | 37407 |
|  | Establishments with 7 to 9 employees. | 232 | 528510 | 58288 | 13603 | 1821 | 120771 | 39007 | 40947 |
|  | Establishments with 10 to 14 employees. | 245 | 935443 | 97911 | 21644 | 2853 | 202921 | 80659 | 87175 |
|  | Establishments with 15 to 19 employees. | 126 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees | 323 | 2865690 | 281610 | 68517 | 10199 | 590595 | 256163 | 266302 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees................. | 161 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 140 | 7784063 | 754436 | 181433 | 34448 | 1460512 | 1056359 | 1102021 |
|  | Establishments not operated for the entire year $\qquad$ | 400 | 519269 | 51624 | 11890 | 2136 | 115217 | 30207 | 96289 |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3257 | 17022288 | 1697252 | 409254 | 69110 | 3453522 | 1876325 | 2022021 |
|  | Establishments operated for the entire year | 2857 | 16503019 | 1645628 | 397364 | 66974 | 3338305 | 1846118 | 1925732 |
|  | Establishments with no employees.. Establishments with 1 employee. |  | $159358$ | $17239$ |  | 519 | $3730 \overline{8}$ | 14885 | 15703 |
|  | Establishments with 2 employees... | 383 | 235309 | 24437 | 5630 | 766 | 54093 | 17607 | 18093 |
|  | Establishments with 3 or 4 employees. | 459 | 446167 | 49342 | 11592 | 1583 | 106792 | 33703 | 34981 |
|  | Establishments with 5 or 6 employees. | 269 | 384611 | 44895 | 10528 | 1467 | 91497 | 31128 | 37407 |
|  | Establishments with 7 to 9 employees. | 232 | 528510 | 58288 | 13603 | 1821 | 120771 | 39007 | 40947 |
|  | Establishments with 10 to 14 employees | 245 | 935443 | 97911 | 21644 | 2853 | 202921 | 80659 | 87175 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................. | 126 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 323 | 2865690 | 281610 | 68517 | 10199 | 590595 | 256163 | 266302 |
|  | Establishments with 50 to 99 employees. | 161 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\square$ | 140 | 7784063 | 754436 | 181433 | 34448 | 1460512 | 1056359 | 1102021 |
|  | Establishments not operated for the entire year. $\qquad$ | 400 | 519269 | 51624 | 11890 | 2136 | 115217 | 30207 | 96289 |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3654 | 7244856 | 986762 | 229037 | 43624 | 2036312 | 641989 | 700100 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 422 \& \begin{tabular}{l}
MERCHANT WHOLESALERS— Con. \\
Wholesale trade, nondurable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{11}{*}{42293} \& Flower, nursery stock, \& florists' supplies whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& Establishments operated for the entire year Establishments with no employees. . Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 \& \[
\begin{array}{r}
3110 \\
2 \\
415 \\
324
\end{array}
\] \& 7086804
D
D

D \& $$
\begin{array}{r}
966817 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& 224412

D
D
D \& 42537
$a$
$e$
e \& 1993608
D
D
D \& 636651
D
D

D \& $$
\begin{array}{r}
672191 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ <br>

\hline \& employees..................... \& 529 \& 365058 \& 37857 \& 8485 \& 1827 \& 91808 \& 29013 \& 30310 <br>

\hline \& | Establishments with 5 or 6 employees. $\qquad$ |
| :--- |
| Establishments with 7 to 9 ........... | \& 351 \& 373087 \& 43481 \& 9331 \& 1910 \& 94030 \& 28269 \& 30266 <br>

\hline \& employees..................... \& 336 \& 464229 \& 56759 \& 13455 \& 2678 \& 122030 \& 36180 \& 38450 <br>

\hline \& | Establishments with 10 to 14 employees. |
| :--- |
| Establishments with 15 to 19 | \& 405 \& 779973 \& 105413 \& 24050 \& 4772 \& 218941 \& 74439 \& 79037 <br>

\hline \& employees. \& 224 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 375 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 110 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 39 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year. \& 544 \& 158052 \& 19945 \& 4625 \& 1087 \& 42704 \& 5338 \& 27909 <br>
\hline \multirow[t]{14}{*}{422930} \& Flower, nursery stock, \& florists' supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ....... \& 3654 \& 7244856 \& 986762 \& 229037 \& 43624 \& 2036312 \& 641989 \& 700100 <br>

\hline \& Establishments operated for the entire year $\qquad$ \& \& 7086804 \& \[
966817

\] \& \[

224412

\] \& \[

42537

\] \& \[

1993608
\] \& 636651 \& 672191 <br>

\hline \& Establishments with no employees. Establishments with 1 employee. \& $$
\begin{array}{r}
2 \\
415
\end{array}
$$ \& 7086804

$D$
$D$ \&  \&  \&  \&  \& 636651
D
D \& 672191
D
D <br>
\hline \& Establishments with 2 employees... \& 324 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Establishments with 3 or 4 employees. \& 529 \& 365058 \& 37857 \& 8485 \& 1827 \& 91808 \& 29013 \& 30310 <br>
\hline \& Establishments with 5 or 6 employees. \& 351 \& 373087 \& 43481 \& 9331 \& 1910 \& 94030 \& 28269 \& 30266 <br>
\hline \& Establishments with 7 to 9 employees. \& 336 \& 464229 \& 56759 \& 13455 \& 2678 \& 122030 \& 36180 \& 38450 <br>
\hline \& Establishments with 10 to 14 employees. \& 405 \& 779973 \& 105413 \& 24050 \& 4772 \& 218941 \& 74439 \& 79037 <br>
\hline \& Establishments with 15 to 19 employees. \& 224 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 375 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 110 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 10
39 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year. \& 544 \& 158052 \& 19945 \& 4625 \& 1087 \& 42704 \& 5338 \& 27909 <br>
\hline \multirow[t]{14}{*}{42294} \& Tobacco \& tobacco product whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ....... \& 1466 \& 31656394 \& 1178783 \& 276353 \& 45602 \& 2328873 \& 1792803 \& 2042330 <br>
\hline \& Establishments operated for the entire year \& 1296 \& 31171480 \& 1157453 \& 264835 \& 43629 \& 2278547 \& 1699463 \& 2017295 <br>
\hline \& Establishments with no employees.. Establishments with 1 employee.... \& 104 \& \& 3398 \& 685 \& 104 \& 7519 \& 5803 \& 6238 <br>
\hline \& Establishments with 2 employees...
Establishments with 3 or 4 \& 106 \& 175702 \& 4595 \& 978 \& 212 \& 10214 \& 8616 \& 9313 <br>
\hline \& Establishments with 3 or 4 employees. \& 148 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Establishments with 5 or 6 employees. \& 115 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Establishments with 7 to 9 employees. \& 131 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 10 to 14 employees. \& 147 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 15 to 19 employees. \& 97 \& 1003339 \& 42551 \& 9450 \& 1614 \& 86355 \& 66944 \& 68500 <br>
\hline \& Establishments with 20 to 49 employees. \& 258 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 93 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 97
97 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments not operated for the entire year \& 170 \& 484914 \& 21330 \& 11518 \& 1973 \& 50326 \& 93340 \& 25035 <br>
\hline \multirow[t]{2}{*}{422940} \& Tobacco \& tobacco product whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 1466 \& 31656394 \& 1178783 \& 276353 \& 45602 \& 2328873 \& 1792803 \& 2042330 <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS— Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229901 | Art goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 3144 | 7134199 | 863750 | 191559 | 29168 | 2203575 | 1169850 | 1235443 |
|  | Establishments with no employees.. | - 1 | - 138 | 863 | D | a | 2203 D | 1169 D | 1235 D |
|  | Establishments with 1 employee.... | 804 | 327083 | 26417 | 5490 | 804 | 75348 | 55444 | 57036 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 493 | 278028 | 26712 | 6003 | 986 | 67709 | 42394 | 43264 |
|  | Establishments with 3 or 4 employees. | 605 | D | D | D | g | D | D | D |
|  | Establishments with 5 or 6 employees. | 301 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 274 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 224 | D | D | D | h | D | D | D |
|  | Establishments with 15 to 19 employees. | 118 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 240 | 1340500 | 203566 | 45810 | 7184 | 444168 | 235904 | 256879 |
|  | Establishments with 50 to 99 employees. | 58 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 26 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 832 | 291900 | 24762 | 4967 | 1037 | 67457 | 12512 | 109019 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2842 | 33181350 | 653859 | 152784 | 18841 | 1315798 | 1498263 | 1564291 |
|  | Establishments operated for the entire year $\qquad$ | 2070 | 32847866 | 627716 | 147614 | 17577 | 1262241 | 1490368 | 1438085 |
|  | Establishments with no employees.. | 1 | D ${ }^{\text {D }}$ | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 641 | 310956 | 18890 | 4092 | 641 | 43584 | 33268 | 33653 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 387 | 326963 | 17772 | 4058 | 774 | 43468 | 30402 | 29220 |
|  | employees.................... | 374 | 377335 | 28353 | 6273 | 1262 | 66365 | 49576 | 47532 |
|  | Establishments with 5 or 6 employees. | 231 | 410634 | 31052 | 7074 | 1261 | 72343 | 34927 | 37722 |
|  | Establishments with 7 to 9 employees. | 140 | 419717 | 27446 | 5926 | 1097 | 55977 | 38913 | 39412 |
|  | Establishments with 10 to 14 employees. | 108 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 46 | 556904 | 19027 | 4499 | 779 | 37537 | 17819 | 18463 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees............... | 87 | 1909773 | 85230 | 18437 | 2619 | 187167 | 146771 | 154247 |
|  | employees. | 32 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 23 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 772 | 333484 | 26143 | 5170 | 1264 | 53557 | 7895 | 126206 |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 400 | 723184 | 73748 | 16037 | 2882 | 173346 | 88608 | 109275 |
|  | Establishments operated for the entire year | 319 | 659278 | 68299 | 15288 | 2751 | 160264 | 86220 | 85779 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 77 | $\overline{\mathrm{D}}$ | - | - | - | - | - | D |
|  | Establishments with 2 employees... | 59 | 40982 | 3173 | 697 | 118 | 7776 | 5232 | 5091 |
|  | Establishments with 3 or 4 employees. | 60 | 81772 | 6079 | 1230 | 210 | 15069 | 10056 | 9060 |
|  | Establishments with 5 or 6 employees. | 41 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees | 28 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................... | 25 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 7 | 28234 | 3431 | 699 | 123 | 7315 | 3038 | 3164 |
|  | Establishments with 20 to 49 employees. | 17 | 137493 | 19542 | 4339 | 554 | 47725 | 16753 | 16936 |
|  | Establishments with 50 to 99 employees. | 2 | D | - | D | c |  | D |  |
|  | Establishments with 100 employees |  | D |  | D |  | D |  | D |
|  | or more ........................ | 3 | 41275 | 10280 | 2692 | 825 | 18295 | 7281 | 7212 |
|  | Establishments not operated for the entire year. | 81 | 63906 | 5449 | 749 | 131 | 13082 | 2388 | 23496 |
| 4229904 | Other nondurable goods whsleAll establishments $\ldots \ldots .$. |  |  |  |  |  |  |  |  |
|  |  | 5702 | 9926592 | 903808 | 199591 | 33031 | 1959708 | 1221456 | 1427308 |

[^111]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229904 | Other nondurable goods whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 4097 | 9246798 | 847156 | 190388 | 31060 | 1834406 | 1204967 | 1253289 |
|  | Establishments with no employees.. <br> Establishments with 1 employee. | 1217 | 596470 | D 44849 | D 9358 | [ ${ }^{\text {a }}$ | 105163 | 68838 | D 7003 |
|  | Establishments with 2 employees. . . | + 677 | 596 D | 44 D | 9358 D | 17 g | -105 D |  |  |
|  | Establishees................ | 811 | 1144915 | 74554 | 16189 | 2768 | 173616 | 107890 | 115332 |
|  | Establishments with 5 or 6 <br> employees. | 388 | 769017 | 59632 | 13178 | 2109 | 136859 | 99501 | 103105 |
|  | Establishments with 7 to 9 employees. | 299 | 870586 | 67375 | 14174 | 2357 | 155173 | 99332 | 102786 |
|  | Establishments with 10 to 14 employees. | 282 | 1068608 | 95209 | 21683 | 3311 | 212920 | 147074 | 153352 |
|  | Establishments with 15 to 19 employees. | 130 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 207 | 1873629 | 170321 | 39775 | 5958 | 360318 | 252935 | 261750 |
|  | Establishments with 50 to 99 employees. | 53 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 31 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 1605 | 679794 | 56652 | 9203 | 1971 | 125302 | 16489 | 174019 |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES |  |  |  |  |  |  |  |  |
|  | All establishments | '29 305 | r1 258874769 | r45 911766 | r11963 217 | r922 208 | 95051279 | 39467315 | 40758311 |
|  | Establishments operated for the entire year | 27917 | 1239288005 | 45400941 | 11809268 | 908146 | 93397220 | 39041521 | 40257559 |
|  | Establishments with no employees.. | $\begin{array}{r} 1 \\ 3073 \end{array}$ | D |  | D | a | D | D | - |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{aligned} & 3073 \\ & 2021 \end{aligned}$ | D |  | D |  | D | D | D |
|  | Establishments with 3 or 4 employees. | 3538 | 35083568 | 620093 | 154460 | 12238 | 1344979 | 698429 | 691277 |
|  | Establishments with 5 or 6 employees. | 2633 | 39083753 | 701911 | 172593 | 14400 | 1783111 | 798483 | 813790 |
|  | Establishments with 7 to 9 employees. | 2916 | 50802750 | 1110787 | 274195 | 23035 | 2439515 | 1241669 | 1287290 |
|  | Establishments with 10 to 14 employees. | 3324 | 95009718 | 1892978 | 469544 | 39088 | 4090519 | 1785813 | 1817080 |
|  | Establishments with 15 to $19 \cdots \cdots$ |  |  |  | 469544 |  | 4090519 |  |  |
|  | employees................. | 1967 | 77130026 | 1598571 | 398381 | 33054 | 3448143 | 1574307 | 1642298 |
|  | Establishments with 20 to 49 employees. | 4588 | 342165203 | 6855846 | 1741891 | 142254 | 14374339 | 6774700 | 6801876 |
|  | Establishments with 50 to 99 employees. | 1855 | 152859285 | 6199538 | 1591080 | 128351 | 12947423 | 5876655 | 5847044 |
|  | Establishments with 100 employees or more $\qquad$ | 1821 | 419649599 | 25983869 | 6898732 | 508251 | 52006518 | 19891542 | 20971547 |
|  | Establishments not operated for the entire year $\qquad$ | 1388 | 19586764 | 510825 | 153949 | 14062 | 1654059 | 425794 | 500752 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |
|  | All establishments | r17 228 | r707 565616 | '26 757611 | 17 167566 | '479 447 | 52345151 | 26273001 | 27084251 |
|  | Establishments operated for the entire year | 16323 | 700936894 | 26466048 | 7080447 | 471784 | 51790016 | 25978099 | 26773645 |
|  | Establishments with no employees. Establishments with 1 employee | $\begin{array}{r} 1 \\ 2170 \end{array}$ | D $D$ $D$ | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline\end{array}$ |  | a <br> g | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | $\begin{aligned} & +U \\ & D \\ & D \end{aligned}$ |
|  | Establishments with 2 employees... | 21403 | D |  | D |  | D | D | D |
|  | Establishments with 3 or 4 employees. | 2145 | 18020658 | 398436 | 99947 | 7417 | 805972 | 367997 | 372046 |
|  | Establishments with 5 or 6 employees. | 1582 | 15580076 | 441787 | 108426 | 8655 | 893716 | 370748 | 372418 |
|  | Establishments with 7 to 9 employees. | 1719 | $26524172$ | $682785$ | $170356$ | 13540 | 1372821 | $614045$ | $644332$ |
|  | Establishments with $10 \ldots \ldots \ldots \ldots$ | 1719 | 26524172 51 | 682785 1136153 | $281278$ |  | $\begin{array}{r}1 \\ 2 \\ \hline\end{array} 179476$ | 614045 1018910 | 644 1 044111 |
|  | employees. Establishments with 15 to 19 | 1863 | 51900300 | 1136153 | 281278 | 21951 | 2179476 | 1018910 | 1044111 |
|  | employees. | 1068 | 48090649 | 948098 | 237784 | 17904 | 1909830 | 960260 | 1009998 |
|  | Establishments with 20 to 49 employees. | 2506 | 239276801 | 4116000 | 1057175 | 77639 | 7853228 | 4393051 | 4402229 |
|  | Establishments with 50 to 99 employees. | 965 | 77314054 | 3651728 | 963656 | 66628 | 7373081 | 3589738 | 3603743 |
|  | Establishments with 100 employees or more $\qquad$ | 901 | 207802432 | 14789470 | 4087216 | 253074 | 28781747 | 14453803 | 15106275 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 905 | 6628722 | 291563 | 87119 | 7663 | 555135 | 294902 | 310606 |

[^112]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1425 | 291207541 | 2233321 | 570190 | 47824 | 5928771 | 5894354 | 5776275 |
|  | Establishments operated for the entire year | 1339 | 289974817 | 2194036 | 555588 | 46030 | 5860182 | 5821620 | 5687579 |
|  | Establishments with no employees. . Establishments with 1 employee.. | 91 | 2078083 | 6124 | 2010 | 91 | 12489 | $427 \overline{4}$ | $433 \overline{3}$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 66 | 2078 D | - ${ }^{\text {D }}$ |  | c | D | - D | D |
|  | Establishments with 3 or 4 employees. | 153 | 3127517 | 19596 | 5488 | 530 | 45731 | 35942 | 36454 |
|  | employees. | 159 | 1066253 | 26804 | 6571 | 874 | 65675 | 60489 | 58590 |
|  | Establishments with 7 to 9 employees. | 152 | 2767004 | 39182 | 9919 | 1203 | 85332 | 50159 | 44524 |
|  | Establishments with 10 to 14 employees. | 194 | 24365396 | 88230 | 22127 | 2292 | 190456 | 135874 | 132701 |
|  | Establishments with 15 to 19 employees. | 97 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 | 264 | 156938278 | 382454 | 101952 | 8206 | 800921 | 633085 | 647874 |
|  | Establishments with 50 to 99 employees. | 75 | 24655082 | 257771 | 62633 | 5300 | 718948 | 924672 | 828560 |
|  | Establishments with 100 employees or more | 88 | 46366112 | 1299588 | 325854 | 25774 | 3777885 | 3899534 | 3845845 |
|  | Establishments not operated for the entire year | 86 | 1232724 | 39285 | 14602 | 1794 | 68589 | 72734 | 88696 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Establishments operated for the entire year | 338 | 254801802 | 703334 | 188890 | 12681 | 2710888 | 2822015 | 2655730 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 37 | 1958213 | $330 \overline{8}$ | $1340^{-}$ | $3 \overline{7}$ | $650{ }^{-}$ | $123 \bar{\square}$ | 1209 |
|  | Establishments with 2 employees... | 14 |  |  | D | b | D | D | 1 ${ }^{\text {D }}$ |
|  | Establishments with 3 or 4 employees. | 14 | 2630636 | 3816 | 1835 | 45 | 7284 | 4588 | 6452 |
|  | Establishments with 5 or 6 employees. | 13 | 547481 | 3789 | 746 | 73 | 8988 | 2395 | 2180 |
|  | Establishments with 7 to 9 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 42 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 33 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 128 | 152300511 | 233863 | 65752 | 4090 | 423691 | 264632 | 269694 |
|  | Establishments with 50 to 99 employees. | 24 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 22 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 42 | 1100502 | 32313 | 11429 | 1423 | 53210 | 61377 | 82659 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Establishments operated for the entire year | 338 | 254801802 | 703334 | 188890 | 12681 | 2710888 | 2822015 | 2655730 |
|  | Establishments with no employees. . Establishments with 1 employee. | 37 | $1958213$ | $330 \overline{8}$ | 1340 | 37 | 6500 | $123 \bar{\square}$ |  |
|  | Establishments with 2 employees... | 14 | 1958213 |  | 1340 | 37 b | 6500 D | 1233 | 1209 D |
|  | Establishments with 3 or 4 employees. | 14 | 2630636 | 3816 | 1835 | 45 | 7284 | 4588 | 6452 |
|  | Establishments with 5 or 6 employees. | 13 | 547481 | 3789 | 746 | 73 | 8988 | 2395 | 2180 |
|  | Establishments with 7 to 9 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 42 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 33 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 128 | 152300511 | 233863 | 65752 | 4090 | 423691 | 264632 | 269694 |
|  | Establishments with 50 to 99 | 128 24 |  |  |  | 9 |  |  | 269 |
|  | employees. Establishments with 100 employees | 24 | D | D | D | g | D | D | D |
|  | or more ........................ | 22 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year . | 42 | 1100502 | 32313 | 11429 | 1423 | 53210 | 61377 | 82659 |

[^113]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^114]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^115]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 11 | 141951 | 6341 | 1529 | 149 | 11830 | 5538 | 5801 |
|  | Establishments operated for the entire year $\qquad$ | 11 | 141951 | 6341 | 1529 | 149 | 11830 | 5538 | 5801 |
|  | Establishments with no employees.. | 1 | - |  |  | - | - |  |  |
|  | Establishments with 1 employee.... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | - | - | - |  | - | - | - |  |
|  | employees. | 5 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 20 to 49 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 42113 | Tire \& tube whsleAll establis |  |  |  |  |  |  |  |  |
|  |  | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Establishments operated for the entire year | 143 | 9682919 | 209002 | 52336 | 4356 | 476928 | 195120 | 203907 |
|  | Establishments with no employees.. Establishments with 1 employee. | - | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | - | - | - | - | - |
|  | Establishments with 2 employees... | 5 | 11737 | 524 | 126 | 10 | 1478 | 704 | 982 |
|  | Establishments with 3 or 4 employees. | 11 | 28045 | 1647 | 436 | 39 | 3581 | 851 | 878 |
|  | Establishments with 5 or 6 employees. | 13 | 40976 | 2338 | 674 | 70 | 5313 | 2845 | 2917 |
|  | Establishments with 7 to 9 employees. | 23 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 22 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 15 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 28 | 773171 | 35797 | 8925 | 921 | 78140 | 26200 | 27175 |
|  | Establishments with 50 to 99 employees. | 17 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 5 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 7 | 15002 | 1578 | 846 | 96 | 3088 | 388 | 3120 |
| 421130 | Tire \& tube whsleAll establishments |  |  |  |  |  |  |  |  |
|  |  | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Establishments operated for the entire year | 143 | 9682919 | 209002 | 52336 | 4356 | 476928 | 195120 | 203907 |
|  | Establishments with no employees. . Establishments with 1 employee... | - | $\overline{\mathrm{D}}$ | - | - | - | - | - | - |
|  | Establishments with 2 employees.... | 5 |  | 524 | 126 | 10 | 1478 | 704 | 982 |
|  | Establishments with 3 or 4 employees. | 11 | 28045 | 1647 | 436 | 39 | 3581 | 851 | 878 |
|  | Establishments with 5 or 6 employees. | 13 | 40976 | 2338 | 674 | 70 | 5313 | 2845 | 2917 |
|  | Establishments with 7 to 9 employees. | 23 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 22 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 15 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 | 28 | 773171 | 35797 | 8925 | 921 | 78140 | 26200 | 27175 |
|  | employees. Establishments with 50 to 99 | 28 | 773171 | 35797 | 8925 | 921 | 78140 | 26200 | 27175 |
|  | employees. | 17 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 5 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 7 | $15002$ | $1578$ | $846$ | 96 | $3088$ | 388 | 3120 |

[^116]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 485 | 21729080 | 646395 | 162255 | 16119 | 1835902 | 727049 | 852893 |
|  | Establishments operated for the entire year | 463 | 21486826 | 620949 | 157286 | 15729 | 1789463 | 724819 | 805677 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 39 | 98486 | 3185 | 79 | 39 | $6 \stackrel{-}{6}$ | 224 | 230 |
|  | Establishments with 2 employees... | 27 | 96435 | 3634 | 938 | 54 | 6914 | 820 | 733 |
|  | Establishments with 3 or 4 employees. <br> Establishments with 5 or 6 | 53 | 1239216 | 12209 | 3346 | 182 | 24655 | 4451 | 4135 |
|  | employees. <br> Establishments with 7 to 9 | 40 | 574927 | 12805 | 3023 | 222 | 32377 | 6970 | 7140 |
|  | employees. | 71 | 1134461 | 32992 | 8342 | 563 | 75954 | 23818 | 26298 |
|  | Establishments with 10 to 14 employees. | 66 | 1560593 | 47788 | 11211 | 763 | 93201 | 22158 | 22960 |
|  | Establishments with 15 to 19 employees. Establishments with 20 to 49 | 30 | 1706075 | 25479 | 7057 | 495 | 68933 | 32971 | 36357 |
|  | employees. | 75 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 27 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 35 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 22 | 242254 | 25446 | 4969 | 390 | 46439 | 2230 | 47216 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 247 | 7242080 | 228139 | 56666 | 4486 | 733330 | 232588 | 234624 |
|  | Establishments operated for the entire year | 234 | 7151031 | 221068 | 56345 | 4430 | 719474 | 231997 | 234624 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 24 | 32054 | 1592 | 350 | 24 | 2692 | - | - |
|  | Establishments with 2 employees... | 7 | 10563 | 852 | 174 | 14 | 1619 | 244 | 261 |
|  | Establishments with 3 or 4 employees. | 17 | 109068 | 3901 | 1657 | 60 | 9262 | 1212 | 1249 |
|  | Establishments with 5 or 6 employees. | 16 | 120335 | 4901 | 1169 | 89 | 10265 | 2996 | 3159 |
|  | Establishments with 7 to 9 employees. | 48 | 669272 | 23930 | 5870 | 385 | 54911 | 12440 | 11910 |
|  | Establishments with 10 to 14 employees. | 48 | 878191 | 33939 | 8376 | 550 | 69598 | 17165 | 18275 |
|  | Establishments with 15 to 19 employees. | 25 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 32 | D | D | D | $f$ | D | D | D |
|  | Establishments with 50 to 99 employees. | 11 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 6 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 13 | 91049 | 7071 | 321 | 56 | 13856 | 591 | - |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 247 | 7242080 | 228139 | 56666 | 4486 | 733330 | 232588 | 234624 |
|  | Establishments operated for the entire year | 234 | 7151031 | 221068 | 56345 | 4430 | 719474 | 231997 | 234624 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 24 |  | 1592 | 350 | 24 | 2692 | - | - |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 7 | 10563 | 852 | 174 | 14 | 1619 | 244 | 261 |
|  | Establishments with 3 or $4 \ldots \ldots \ldots .$. | 17 | 109068 | 3901 | 1657 | 60 | 9262 | 1212 | 1249 |
|  | Establishments with 5 or 6 employees. | 16 | 120335 | 4901 | 1169 | 89 | 10265 | 2996 | 3159 |
|  | Establishments with 7 to 9 employees. | 48 | 669272 | 23930 | 5870 | 385 | 54911 | 12440 | 11910 |
|  | Establishments with 10 to 14 employees. | 48 | 878191 | 33939 | 8376 | 550 | 69598 | 17165 | 18275 |
|  | Establishments with 15 to 19 employees. | 25 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 32 | D | D | D | f | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ |  | D | D | D | $f$ | D | D |  |
|  | employees. | 11 | D | D | D | $f$ | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 6 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 13 | 91049 | 7071 | 321 | 56 | 13856 | 591 | - |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 91 | 1584873 | 59681 | 15306 | 1472 | 149871 | 142636 | 145393 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421220 | Home furnishings whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 229 | 14335795 | 399881 | 100941 | 11299 | 1069989 | 492822 | 571053 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 15 | $66432$ | 1593 | $44 \overline{4}$ | 15 | 3854 | 224 | 230 |
|  | Establishments with 2 employees... | 20 | 85872 | 2782 | 764 | 40 | - 5295 | 576 | 472 |
|  | Establishments with 3 or 4 employees. <br> Establishments with 5 or 6 | 36 | 1130148 | 8308 | 1689 | 122 | 15393 | 3239 | 2886 |
|  | employees..................... | 24 | 454592 | 7904 | 1854 | 133 | 22112 | 3974 | 3981 |
|  | Establishments with 7 to 9 employees. | 23 | 465189 | 9062 | 2472 | 178 | 21043 | 11378 | 14388 |
|  | Establishments with 10 to 14 employees. | 18 | 682402 | 13849 | 2835 | 213 | 23603 | 4993 | 4685 |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 43 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 16 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 29 | 6845280 | 244867 | 63564 | 7902 | 639555 | 305404 | 381892 |
|  | Establishments not operated for the entire year | 9 | 151205 | 18375 | 4648 | 334 | 32583 | 1639 | 47216 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 14 | 597661 | 45630 | 11679 | 3156 | 185733 | 113060 | 116905 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year .alio...................... | $\stackrel{11}{-}$ | D | D | D | h | D | D | D |
|  | Establishments with 1 employee.... | 1 | - | - | - | - | - | - | $-$ |
|  | Establishments with 2 employees... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 5 or 6 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 7 to $9 \times$ | - | - | - | - | - | - | - |  |
|  | employees.................. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 . | - | - 412 |  |  |  |  |  |  |
|  | employees. Establishments with 50 to 99 | 3 | 69412 | 4348 | 973 | 94 | 15800 | 9769 | 9198 |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\square$ | 4 | 482463 | 39684 | 10086 | 3020 | 165370 | 100946 | 107572 |
|  | Establishments not operated for the entire year. $\qquad$ | 3 | D | D | D | a | D | D | D |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 102 | 5437338 | 173959 | 41494 | 3356 | 412153 | 133549 | 182658 |
|  | Establishments operated for the entire year | 99 | 5346943 | 157228 | 37244 | 3051 | 382684 | 133549 | 164047 |
|  | Establishments with no employees... | - |  | - |  |  | - | - |  |
|  | Establishments with 1 employee.... | 9 | 39613 | 747 | 263 | 9 | 1518 | 2 | 1 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 9 |  | D | D | a |  | D | D |
|  | employees.................... | 19 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 15 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 . |  |  |  | D | b |  |  |  |
|  | employees.................. | 10 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 10 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees................... | - | - | - | - | - | - | - | - |
|  | employees..................... | 12 | 558517 | 23203 | 5904 | 425 | 63183 | 17782 | 20133 |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 11 | 1791109 | 101534 | 22795 | 2000 | 214863 | 89447 | 115984 |
|  | Establishments not operated for the entire year | 3 | 90395 | 16731 | 4250 | 305 | 29469 | - | 18611 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 96 | 7864637 | 161893 | 43378 | 4236 | 405041 | 165967 | 192458 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 483 | 10228926 | 442950 | 99743 | 11324 | 975623 | 576147 | 581031 |
|  | Establishments with no employees.. | 15 |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... | 15 31 | 23629 97142 | 1176 2715 | 320 628 | 15 62 | 2085 7133 | 171 4642 | 176 652 |
|  | Establishments with 3 or 4 employees. | 51 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 42 | 224798 | 8714 | 2068 | 236 | 22780 | 13423 | 15616 |
|  | Establishments with 7 to 9 employees. | 60 | D | D | D | e | D | D | D |
|  | Establishments with 10 to 14 employees. | 63 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 47 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 136 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 21 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 17 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 18 | 32328 | 2390 | 642 | 119 | 4922 | 1693 | 1220 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 501 | 10261254 | 445340 | 100385 | 11443 | 980545 | 577840 | 582251 |
|  | Establishments operated for the entire year | 483 | 10228926 | 442950 | 99743 | 11324 | 975623 | 576147 | 581031 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | 15 | 23629 | 1176 | 320 | $\stackrel{-}{15}$ | 2085 | 171 | $176$ |
|  | Establishments with 2 employees... | 31 | 97142 | 2715 | 628 | 62 | ${ }_{7} 7133$ | 4642 | 6652 |
|  | Establishments with 3 or 4 employees. | 51 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 42 | 224798 | 8714 | 2068 | 236 | 22780 | 13423 | 15616 |
|  | Establishments with 7 to 9 employees. | 60 | D | D | D | e | D | D | D |
|  | Establishments with 10 to 14 employees. | 63 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 47 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 136 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 21 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 17 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 18 | 32328 | 2390 | 642 | 119 | 4922 | 1693 | 1220 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Establishments operated for the entire year | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Establishments with no employees. . Establishments with 1 employee.... | $\overline{2}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | - | - | $\overline{\mathrm{D}}$ | - | $\overline{\text { D }}$ |
|  | Establishments with 2 employees... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 3 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 5 | 120978 | 1709 | 416 | 36 | 3637 | 1712 | 1454 |
|  | Establishments with 10 to 14 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 12 | 1500569 | 12997 | 2963 | 320 | 32566 | 28173 | 26820 |
|  | Establishments with 50 to 99 employees. | 12 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 96 | 2240878 | 108796 | 26767 | 3064 | 215313 | 193666 | 204645 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213102 | Lumber with yard whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 94 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | $\overline{3}$ | $\overline{\text { D }}$ | $\overline{\mathrm{D}}$ | D | - | $\overline{\text { D }}$ | D | D |
|  | Establishments with 3 or 4 employees. | 5 | 9688 | 588 | 124 | 17 | 1239 | 1336 | 1421 |
|  | Establishments with 5 or 6 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 14 | 91079 | 5216 | 1213 | 170 | 11004 | 11574 | 12899 |
|  | Establishments with 15 to 19 employees. | 13 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 40 | 802232 | 44594 | 10121 | 1314 | 88685 | 89918 | 93404 |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 6 | 809432 | 31097 | 8216 | 948 | 54869 | 47606 | 53209 |
|  | Establishments not operated for the entire year | 2 | D | D | D | b | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 363 | 5451758 | 262641 | 56549 | 7118 | 610398 | 339933 | 335520 |
|  | Establishments operated for the entire year | 347 | D | D | D | i | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee.... | $1{ }^{13}$ | - | $\overline{\mathrm{D}}$ | $\overline{\text { D }}$ | - | $\overline{\text { D }}$ | - | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 27 | D | D | D | b | D | D | D |
|  | employees. | 37 | 127567 | 4596 | 1052 | 130 | 13198 | 6896 | 7132 |
|  | Establishments with ${ }^{\text {empor }} 6 . \ldots \ldots \ldots$. | 34 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 51 | D | D | D | e | D | D | D |
|  | Establishments with 10 to 14 employees. | 45 | 341329 | 18151 | 4196 | 532 | 53521 | 28298 | 30006 |
|  | Establishments with 15 to 19 employees. | 31 | 308392 | 18530 | 4775 | 525 | 37412 | 22800 | 18171 |
|  | Establishments with 20 to 49 employees. | 84 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees | 16 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more | 16 9 | 1461247 | 70913 | 9900 | 9 1626 | 151676 | 93235 | 95638 |
|  | Establishments not operated for the entire year | 16 | D | D | D | b | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 761 | 5848872 | 243871 | 60393 | 7587 | 566136 | 315377 | 322020 |
|  | Establishments operated for the entire year | 748 | 5831096 | 241411 | 59779 | 7507 | 559069 | 314994 | 321232 |
|  | Establishments with no employees. Establishments with 1 employee... | 112 | $175185$ |  | 1620 | 112 | 22997 | $18748^{-}$ | 18713 |
|  | (establishments with 2 employees... | 48 | 137291 | 3557 | 760 | 96 | 12148 | 3736 | 3655 |
|  | Establishments with 3 or 4 employees. | 105 | 567487 | 14536 | 3439 | 357 | 41207 | 25138 | 26726 |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to 9 | 99 | 560124 | 19326 | 4680 | 529 | 47750 | 22861 | 23315 |
|  | Establishments with 7 to $9 \ldots \ldots . .$. | 136 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 113 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 60 | 670339 | 30696 | 7547 | 1005 | 67753 | 42356 |  |
|  | Establishments with 20 to $49 \ldots \ldots$ | 60 | 670339 | 30696 |  | 1005 |  |  |  |
|  | employees.................. | 64 | D | D | D | g | D | D | D |
|  | employees. . . . . . . . . . . . . . . . . . | 7 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 4 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 13 | 17776 | 2460 | 614 | 80 | 7067 | 383 | 788 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 761 | 5848872 | 243871 | 60393 | 7587 | 566136 | 315377 | 322020 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^117]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Establishments operated for the entire year | 164 | 3041035 | 123938 | 28818 | 2831 | 308480 | 118116 | 125914 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | $\overline{8}$ | - | - | D | - | - | - | - |
|  | Establishments with 2 employees.... | 19 | 54582 | 2259 | 513 | 38 | 7704 | 2494 | 1632 |
|  | Establishments with 3 or 4 employees. | 22 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 25 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 23 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 31 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 6 | 79968 | 4026 | 950 | 99 | 11544 | 8141 | 6017 |
|  | Establishments with 20 to 49 employees. | 19 | D | D | D | $f$ | D | D | D |
|  | Establishments with 50 to 99 employees. | 5 | 523877 | 14783 | 3580 | 324 | 36031 | 12461 | 14430 |
|  | Establishments with 100 employees or more $\qquad$ | 6 | 654473 | 41535 | 9709 | 1005 | 97459 | 31004 | 32423 |
|  | Establishments not operated for the entire year $\qquad$ | 58 | 227497 | 10457 | 1336 | 178 | 27128 | 1433 | 39280 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 244 | 2001895 | 135737 | 32235 | 4157 | 286174 | 116452 | 122642 |
|  | Establishments operated for the entire year | 237 | 1968840 | 135392 | 32131 | 4148 | 285447 | 116315 | 122445 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 15 | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | - | - | - | - |  |
|  | Establishments with 2 employees... | 18 | $117167$ | 1850 | 438 | 36 | 5358 | 1379 | 1518 |
|  | Establishments with 3 or 4 employees. | 28 | 79544 | 3560 | 642 | 100 | 10132 | 4172 | 4032 |
|  | Establishments with 5 or 6 employees. | 24 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 30 | 102796 | 6448 | 1645 | 227 | 15576 | 9831 | 10124 |
|  | Establishments with 10 to 14 employees. | 40 | 271438 | 17207 | 3924 | 495 | 39625 | 20081 | 21174 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  | 39625 | 20.081 |  |
|  | employees. <br> Establishment......................... | 20 | 136599 | 10931 | 2625 | 334 | 24166 | 11592 | 13112 |
|  | employees................... | 43 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 15 | 504632 | 33090 | 7976 | 891 | 60025 | 18614 | 18585 |
|  | Establishments with 100 employees or more $\qquad$ | 4 | D | D | D | $f$ | D | D | D |
|  | Establishments not operated for the entire year | 7 | 33055 | 345 | 104 | 9 | 727 | 137 | 197 |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 244 | 2001895 | 135737 | 32235 | 4157 | 286174 | 116452 | 122642 |
|  | Establishments operated for the entire year | 237 | 1968840 | 135392 | 32131 | 4148 | 285447 | 116315 | 122445 |
|  | Establishments with no employees. Establishments with 1 employee. | ${ }_{15}{ }^{2}$ | - | - ${ }^{\text {D }}$ | - | - | - ${ }^{\text {D }}$ | - | D |
|  | Establishments with 2 employees... | 18 | 117167 | 1850 | 438 | 36 | 5358 | 1379 | 1518 |
|  | Establishments with 3 or 4 employees. | 28 | 79544 | 3560 | 642 | 100 | 10132 | 4172 | 4032 |
|  | Establishments with 5 or 6 employees. | 24 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 30 | 102796 | 6448 | 1645 | 227 | 15576 | 9831 | 10124 |
|  | Establishments with 10 to 14 employees. | 40 | 271438 | 17207 | 3924 | 495 | 39625 | 20081 | 21174 |
|  | Establishments with 15 to 19 employees. | 20 | $136599$ | $10931$ | $2625$ | 334 | 24166 | $11592$ | 13112 |
|  | Establishments with 20 to 49 | 43 |  |  |  | 334 |  |  |  |
|  | employees. Establishments with 50 to 99 | 43 | D | D | D | g | D | D | D |
|  | employees. | 15 | 504632 | 33090 | 7976 | 891 | 60025 | 18614 | 18585 |
|  | Establishments with 100 employees or more $\square$ | 4 | D | D | D | $f$ | D | D | D |
|  | Establishments not operated for the entire year | 7 | $33055$ | $345$ | $104$ | 9 | 727 | 137 | 197 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^118]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^119]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^120]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1665 | 71175956 | 7409460 | 2155591 | 102720 | 12854617 | 3794994 | 3751171 |
|  | Establishments operated for the entire year | 1613 | 70756786 | 7373787 | 2146963 | 102163 | 12792663 | 3775406 | 3731903 |
|  | Establishments with no employees. . Establishments with 1 employee | 241 |  | - | - | - | - | $\overline{\text { D }}$ | D |
|  | Establishments with 2 employees... | 121 | 342794 | 18381 | 4402 | 242 | 50136 | 7880 | 7547 |
|  | Establishments with 3 or 4 employees. | 173 | 758157 | 49486 | 12690 | 607 | 99785 | 25859 | 22621 |
|  | Establishments with 5 or 6 employees. | 113 | D | D | D | $f$ | D | D | D |
|  | Establishments with 7 to 9 employees. | 132 | 1135581 | 85422 | 20605 | 1045 | 172164 | 41364 | 41234 |
|  | Establishments with 10 to 14 employees. | 145 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 89 | 1608119 | 120427 | 31258 | 1500 | 244140 | 63247 | 64881 |
|  | Establishments with 20 to 49 employees. | 256 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 150 | D | D | D | j | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 193 | D | D | D | 1 | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 52 | 419170 | 35673 | 8628 | 557 | 61954 | 19588 | 19268 |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |
|  | All establishments | 476 | 27387050 | 957611 | 227003 | 12803 | 2017860 | 2686568 | 2753077 |
|  | Establishments operated for the entire year | 453 | 27154059 | 942391 | 224123 | 12564 | 1987855 | 2668482 | 2734417 |
|  | Establishments with no employees.. Establishments with 1 employee... | 120 | 153871 | $7684$ | $170 \overline{7}$ | 120 | 15 519 | 5642 | 6617 |
|  | Establishments with 2 employees... | 40 | 108857 | 5646 | 1339 | 80 | 11747 | 6094 | 6617 5775 |
|  | Establishments with 3 or 4 employees. | 58 | 363809 | 16429 | 4102 | 206 | 39424 | 18543 | 16703 |
|  | Establishments with 5 or 6 employees. | 39 | 307738 | 15356 | 3710 | 213 | 30703 | 12864 | 12885 |
|  | Establishments with 7 to 9 employees. | 42 | 406129 | 25535 | 6110 | 333 | 59014 | 27674 | 31111 |
|  | Establishments with 10 to 14 employees. | 38 | 898924 | 34693 | 8015 | 449 | 74139 | 30533 | 31661 |
|  | Establishments with 15 to 19 employees. | 24 | 427963 | 35216 | 8367 | 396 | 80600 | 44580 | 46256 |
|  | Establishments with 20 to 49 employees. | 56 | 5858895 | 181705 | 40486 | 1700 | 361764 | 128517 | 118081 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 100 employees or more $\qquad$ | 18 18 | 3157874 15469999 | 110771 509356 | 25281 125006 | 1198 7869 | 199807 1115138 | 99525 2294510 | 93123 2372205 |
|  | Establishments not operated for the entire year | 23 | 232991 | 15220 | 2880 | 239 | 30005 | 18086 | 18660 |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1189 | 43788906 | 6451849 | 1928588 | 89917 | 10836757 | 1108426 | 998094 |
|  | Establishments operated for the entire year |  | 43602727 | 6431396 | 1922840 | 89599 | 10804808 | 1106924 | 997486 |
|  | Establishments with no employees. . Establishments with 1 employee.. | 121 | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | - | $\overline{\mathrm{D}}$ | - ${ }^{\text {D }}$ | D |
|  | Establishments with 2 employees... | 81 | 233937 | 12735 | 3063 | 162 | 38389 | 1786 | 1772 |
|  | Establishments with 3 or 4 employees. | 115 | 394348 | 33057 | 8588 | 401 | 60361 | 7316 | 5918 |
|  | Establishments with 5 or 6 employees. | 74 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 90 | 729452 | 59887 | 14495 | 712 | 113150 | 13690 | 10123 |
|  | Establishments with 10 to 14 employees. | 107 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 65 | 1180156 | 85211 | 22891 | 1104 | 163540 | 18667 | 18625 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  |  |  | 18625 |
|  | employees................... | 200 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 132 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more | 175 | D | D | D | , | D | D | D |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 29 | 186179 | 20453 | 5748 | 318 | 31949 | 1502 | 608 |

[^121]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 48 | 866312 | 67889 | 16459 | 905 | 206248 | 107441 | 111401 |
|  | Establishments operated for the entire year | 41 | 856727 | 64660 | 15139 | 819 | 201931 | 105268 | 111401 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | $\overline{6}$ | - | D | - | - | - | - | - |
|  | Establishments with 2 employees.... | 9 | 8066 | 1331 | 337 | 18 | 2956 | 161 | 166 |
|  | Establishments with 3 or 4 employees. | 4 | 11945 | 1229 | 385 | 14 | 2286 | 153 | 158 |
|  | Establishments with 5 or 6 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 7 | 9585 | 3229 | 1320 | 86 | 4317 | 2173 | - |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 128 | 1012149 | 99000 | 23292 | 2664 | 204053 | 50710 | 45143 |
|  | Establishments operated for the entire year | 122 | 1005250 | 97708 | 22759 | 2614 | 202149 | 49613 | 45143 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 13 | $15 \quad 5{ }^{-1}$ |  | 222 | $1{ }^{-}$ | $270 \overline{6}$ | - |  |
|  | Establishments with 2 employees. . | 6 | 4530 | - 569 | 141 | 12 | 1269 | $3 \overline{6}$ | 32 |
|  | Establishments with 3 or 4 employees. | 19 | 40072 | 2486 | 639 | 69 | 5375 | 1149 | 1069 |
|  | Establishments with 5 or 6 employees. | 21 | 73794 | 3773 | 866 | 112 | 9558 | 2131 | 2232 |
|  | Establishments with 7 to 9 employees. | 16 | 70283 | 4149 | 962 | 124 | 9751 | 2425 | 2239 |
|  | Establishments with 10 to 14 employees. | 16 | 103243 | 6614 | 1560 | 178 | 13908 | 2946 | 2994 |
|  | Establishments with 15 to $19 \cdots \cdots$ | 16 | 103243 |  | 1560 | 178 | 13908 | 2946 | 2994 |
|  | employees. <br> Establishment......................... | 6 | 35093 | 4022 | 989 | 104 | 7408 | 4171 | 3985 |
|  | employees................... | 15 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 6 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 4 | 386626 | 38200 | 8979 | 1168 | 85948 | 14295 | 11325 |
|  | Establishments not operated for the entire year $\qquad$ | 6 | 6899 | 1292 | 533 | 50 | 1904 | 1097 | - |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 128 | 1012149 | 99000 | 23292 | 2664 | 204053 | 50710 | 45143 |
|  | Establishments operated for the entire year | 122 | 1005250 | 97708 | 22759 | 2614 | 202149 | 49613 | 45143 |
|  | Establishments with no employees. Establishments with 1 employee. | $1 \begin{array}{r}13 \\ \hline\end{array}$ |  |  | $222^{-}$ | 13 | $270 \overline{6}$ | - | - |
|  | Establishments with 2 employees... | 6 | 4530 | 569 | 141 | 12 | 1269 | 36 | 32 |
|  | Establishments with 3 or 4 employees. | 19 | 40072 | 2486 | 639 | 69 | 5375 | 1149 | 1069 |
|  | Establishments with 5 or 6 employees. | 21 | 73794 | 3773 | 866 | 112 | 9558 | 2131 | 2232 |
|  | Establishments with 7 to 9 employees. | 16 | 70283 | 4149 | 962 | 124 | 9751 | 2425 | 2239 |
|  | Establishments with 10 to 14 employees. | 16 | 103243 | 6614 | 1560 | 178 | 13908 | 2946 | 2994 |
|  | Establishments with 15 to 19 employees. | 6 |  | 4022 | 989 | 104 | 7408 | 4171 | 3985 |
|  | Establishments with 20 to $90 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 15 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 6 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more | 4 | 386626 | 38200 | 8979 | 1168 | 85948 | 14295 | 11325 |
|  | Establishments not operated for the entire year | 6 | $6899$ | 1292 | 533 | 50 | 1904 | 1097 | - |

[^122]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual (\$1,000) | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 38 | 420448 | 35843 | 8121 | 759 | 75705 | 31401 | 28108 |
|  | Establishments operated for the entire year | 36 | D | D | D | f | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | D |  |
|  | Establishments with 1 employee.... | 4 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 1 | D | D | D | a | D | D | D |
|  | employees...................... | 4 | 10353 | 392 | 82 | 15 | 1123 | 168 | 179 |
|  | Establishments with 5 or 6 employees. | 6 | 21185 | 964 | 242 | 30 | 4030 | 524 | 659 |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 6 | 62057 | 2546 | 591 | 68 | 6980 | 1300 | 1278 |
|  | Establishments with 15 to 19 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 | 6 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 | 3 | D |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | 3 | D | D | D | c | D | D | D |
|  | or more ........................ | 2 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 2 | D | D | D | a | D | D | D |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 90 | 591701 | 63157 | 15171 | 1905 | 128348 | 19309 | 17035 |
|  | Establishments operated for the entire year | 86 | D | D | D | g | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee... | $\overline{9}$ | $\overline{\text { D }}$ | - | - | $\frac{-}{\text { a }}$ | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | $5$ | D | D | D | a | D | D | D |
|  | employees.................... | 15 | 29719 | 2094 | 557 | 54 | 4252 | 981 | 890 |
|  | Establishments with 5 or 6 employees. | 15 | 52609 | 2809 | 624 | 82 | 5528 | 1607 | 1573 |
|  | Establishments with 7 to 9 employees. | 14 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 10 | 41186 | 4068 | 969 | 110 | 6928 | 1646 | 1716 |
|  | Establishments with 15 to 19 employees | 4 |  |  |  |  |  |  |  |
|  | employees. Establishments with 20 to 49 | 4 | D | D | D | b | D | D | D |
|  | employees................ | 9 | D | D | D | e | D | D | D |
|  | Establishments with 50 to $99 . \ldots \ldots$. | 3 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\square$ | 2 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 4 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Establishments operated for the entire year | 441 | 18502977 | 1494827 | 374546 | 22649 | 3415631 | 1416956 | 1734253 |
|  | Establishments with no employees.. Establishments with 1 employee.. | 28 |  |  | $43 \overline{7}$ | 28 | $405{ }^{-}$ | 1374 | 1417 |
|  | Establishments with 2 employees.... | 33 | 56962 | 3748 | 815 | 66 | 7780 | 1365 | 1438 |
|  | Establishments with 3 or 4 employees. | 43 | 132741 | 9191 | 1987 | 152 | 17684 | 2633 | 2315 |
|  | Establishments with 5 or 6 employees. | 30 | 167565 | 10047 | 2502 | 166 | 18439 | 3469 | 3485 |
|  | Establishments with 7 to 9 employees. | 21 | 134677 |  | 2147 | 163 | 14873 | 4385 | 4311 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................. | 52 | 810068 | 54511 | 12548 | 654 | 99400 | 7252 | 7367 |
|  | Establoymees................ | 56 | 1346290 | 82357 | 19212 | 930 | 141031 | 41834 | 44887 |
|  | Establishments with 20 to $49 \ldots \ldots .$. | 56 | 2129464 | 95495 | 23827 | 1847 | 190838 | 125400 | 130768 |
|  | Establishments with 50 to 99 employees. | 54 | 2979488 | 235754 |  | 3816 | 482257 | 151882 | 164936 |
|  | Establishments with 100 employees | 54 | 2979488 | 235754 |  |  |  |  | 164936 |
|  | or more ........................ | 68 | 10691854 | 993734 | 250579 | 14827 | 2439273 | 1077362 | 1373329 |
|  | Establishments not operated for the entire year | 18 | 197357 | 10788 | 4047 | 327 | 18039 | 30690 | 743 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Establishments operated for the entire year | 441 | 18502977 | 1494827 | 374546 | 22649 | 3415631 | 1416956 | 1734253 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 28 | 53868 | 1829 | 437 | 28 | 4056 | 1374 | 1417 |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 33 | 56962 | 3748 | 815 | 66 | 7780 | 1365 | 1438 |
|  | Establishments with 3 or 4 employees. | 43 | 132741 | 9191 | 1987 | 152 | 17684 | 2633 | 2315 |
|  | Establishments with 5 or 6 employees. | 30 | 167565 | 10047 | 2502 | 166 | 18439 | 3469 | 3485 |
|  | Establishments with 7 to 9 employees. | 21 | 134677 | 8161 | 2147 | 163 | 14873 | 4385 | 4311 |
|  | Establishments with 10 to 14 employees. | 52 | 810068 | 54511 | 12548 | 654 | 99400 | 7252 | 7367 |
|  | Establishments with 15 to 19 employees. | 56 | 1346290 | 82357 | 19212 | 930 | 141031 | 41834 | 44887 |
|  | Establishments with 20 to 49 employees. | 56 | 2129464 | 95495 | 23827 | 1847 | 190838 | 125400 | 130768 |
|  | Establishments with 50 to 99 employees. | 54 | 2979488 | 235754 | 60492 | 3816 | 482257 | 151882 | 164936 |
|  | Establishments with 100 employees or more $\qquad$ | 68 | 10691854 | 993734 | 250579 | 14827 | 2439273 | 1077362 | 1373329 |
|  | Establishments not operated for the entire year | 18 | 197357 | 10788 | 4047 | 327 | 18039 | 30690 | 743 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 439 | 18453838 | 1458202 | 367384 | 21912 | 3328511 | 1400212 | 1690071 |
|  | Establishments operated for the entire year | 422 | D | D | D | j | D | D | D |
|  |  |  |  |  |  | - |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\begin{array}{r}28 \\ 31 \\ \hline\end{array}$ | 53868 | 1829 D | 437 | 28 b | 4056 | 1374 | 1417 |
|  | Establishments with 3 or 4 employees. | 39 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 30 | 167565 | 10047 | 2502 | 166 | 18439 | 3469 | 3485 |
|  | Establishments with 7 to 9 employees. | 19 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 51 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 54 | D | D | D | f | D | D | D |
|  | Establishments with 20 to 49 employees. | 55 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 | 51 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more | 64 | 10563315 | 963 818 | 244418 | 14181 | 2375403 | 1045739 | 1338955 |
|  | Establishments not operated for the entire year $\qquad$ | 17 | D | D | D | c | D | D | D |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 20 | 246496 | 47413 | 11209 | 1064 | 105159 | 47434 | 44925 |
|  | Establishments operated for the entire | 19 |  | D | D | f |  |  |  |
|  |  | 19 | - | $\stackrel{-}{\square}$ | - | - | D | D | D |
|  | Establishments with 1 employee.... | - | - | - | - | - | - | $-$ | $\bar{\square}$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 2 | D | D | D | a | D | D | D |
|  | employees. | 4 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 15 to 19 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 |  |  |  | D |  |  |  |  |
|  | employees. Establishments with 50 to 99 | 1 | D | D | D | b | D | D | D |
|  | employees..................... | 3 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more | 4 | 128539 | 29916 | 6161 | 646 | 63870 | 31623 | 34374 |
|  | Establishments not operated for the entire year | 1 | D |  | D | b | D | D | D |

[^123]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Establishments operated for the entire year | 63 | 884076 | 69532 | 18255 | 1783 | 143329 | 42541 | 37237 |
|  | Establishments with no employees. . | 6 |  |  | $4 \overline{9}$ | 6 | 374 | 619 | 639 |
|  | Establishments with 1 employee.... | 6 6 | 5 D | D | D | a | D | D | 639 D |
|  | Establishments with 3 or 4 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 8 | 35511 | 3438 | 886 | 95 | 7962 | 3776 | 3578 |
|  | Establishments with 15 to 19 employees. | 5 | 56842 | 2395 | 618 | 88 | 7804 | 6942 | 7156 |
|  | Establishments with 20 to 49 employees. | 11 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 8 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 3 | 2603 | 380 | 123 | 36 | 901 | 361 | 318 |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Establishments operated for the entire year | 63 | 884076 | 69532 | 18255 | 1783 | 143329 | 42541 | 37237 |
|  | Establishments with no employees. . | 6 | 5193 | 219 | 49 | $\overline{6}$ | 374 |  |  |
|  | Establishments with 1 employee.... | 6 | 5193 | - | - | a | - | 619 D | 639 D |
|  | Establishments with 3 or 4 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 8 | 35511 | 3438 | 886 | 95 | 7962 | 3776 | 3578 |
|  | Establishments with 15 to 19 employees. | 5 | 56842 | 2395 | 618 | 88 | 7804 | 6942 |  |
|  | Establishments with 20 to $49 \times \ldots$ | 5 |  |  | 618 | 88 | 7804 | 6942 | 7156 |
|  | employees.................... | 11 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 8 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 3 | 2603 | 380 | 123 | 36 | 901 | 361 | 318 |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Establishments operated for the entire year | 89 | 1462407 | 110439 | 27398 | 2061 | 326921 | 59714 | 66954 |
|  | Establishments with no employees. . | - |  |  |  | - | 1513- | - | - |
|  | Establishments with 1 employee.... | 13 | 19480 | 746 | 176 | 13 | 1513 | 6 | ${ }^{6}$ |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 11 |  | D | D | b | D | D | D |
|  | employees.................... | 8 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 14 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 . ${ }^{\text {a }}$ | 14 |  |  |  | b | D | D | D |
|  | employees.................. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 8 | 52422 | 3478 | 869 | 95 | 8175 | 2551 | 3973 |
|  | Establishments with 15 to 19 | 7 |  | 5384 | 1083 | 117 | 10217 |  | 4834 |
|  | employees......................... <br> Establishments with 20 to 49 | 7 | 69091 | 5384 | 1083 | 117 | 10217 | 4593 | 4834 |
|  | employees. . . . . . . ............. | 11 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees | 4 |  | D | D | e | D | D | D |
|  | or more . ...................... | 4 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 7 | 24792 | 3768 | 2565 | 172 | 10912 | 8442 | 7625 |

[^124]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Establishments operated for the entire year | 89 | 1462407 | 110439 | 27398 | 2061 | 326921 | 59714 | 66954 |
|  | Establishments with no employees.. | - |  |  | ${ }_{176}{ }^{-}$ |  | 1513 |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 13 11 | 19480 D | 746 D | 176 D | 13 b | 1513 D | ${ }_{\text {D }}^{6}$ | ${ }^{6}$ |
|  | Establishments with 3 or 4 employees. | 8 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 14 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 8 | 52422 | 3478 | 869 | 95 | 8175 | 2551 | 3973 |
|  | Establishments with 15 to 19 employees. <br> Establishments with 20 to 49 | 7 | 69091 | 5384 | 1083 | 117 | 10217 | 4593 | 4834 |
|  | employees.................... | 11 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 4 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 7 | 24792 | 3768 | 2565 | 172 | 10912 | 8442 | 7625 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9 | 211078 | 5843 | 1584 | 254 | 42117 | 5184 | 5377 |
|  | Establishments operated for the entire year | 9 | 211078 | 5843 | 1584 | 254 | 42117 | 5184 | 5377 |
|  | Establishments with no employees.. | - | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | $\overline{1}$ | $\overline{\text { D }}$ | $\overline{\text { D }}$ | D | a | $\overline{\text { D }}$ | $\overline{\text { D }}$ | D |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with 5 or 6 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.................. | - | - | - | - | - | - | - | - |
|  | Establishments with 10 to 14 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to $99 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 1 | D | D | D | b | D | D | D |
|  | or more ....................... | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 87 | 1276121 | 108364 | 28379 | 1979 | 295716 | 62972 | 69202 |
|  | Establishments operated for the entire year | 80 | 1251329 | 104596 | 25814 | 1807 | 284804 | 54530 | 61577 |
|  | Establishments with no employees. . Establishments with 1 employee.. | 13 | $1948 \overline{0}$ | ${ }_{746}$ | 176 | 13 | $151 \overline{3}$ | $\overline{6}$ | $\overline{6}$ |
|  | Establishments with 2 employees... | 10 | 14857 | 998 | 292 | 20 | 2082 | 927 | 898 |
|  | Establishments with 3 or 4 employees. | 8 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 9 | 23086 | 2085 | 525 | 50 | 4221 | 1151 | 1206 |
|  | Establishments with 7 to 9 employees. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 8 | 52422 | 3478 | 869 | 95 | 8175 | 2551 | 3973 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 20 to 49 | 7 | 69091 | 5384 | 1083 | 117 | 10217 | 4593 | 4834 |
|  | employees................... | 10 | D | D | D | e | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots .$. | 3 | 214843 | 12548 | 2942 | 193 | 31609 | 177 | 182 |
|  | Establishments with 100 employees or more $\qquad$ | 3 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 7 | 24792 | 3768 | 2565 | 172 | 10912 | 8442 | 7625 |

[^125]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^126]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^127]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 219 | 9909045 | 339014 | 92216 | 6816 | 707480 | 818872 | 844948 |
|  | Establishments operated for the entire year | 207 | 9718991 | 334650 | 90015 | 6607 | 698686 | 754262 | 844948 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 18 | 228548 | 1292 | 282 | 18 | 2316 | 1369 | 1294 |
|  | Establishments with 2 employees. . | 15 | 126028 | 1688 | 356 | 30 | 3744 | 3287 | 3506 |
|  | Establishments with 3 or 4 <br> employees. $\qquad$ <br> Establishments with 5 or 6 | 20 | 463607 | 3376 | 817 | 70 | 8110 | 8438 | 10397 |
|  | employees................... | 26 | 555551 | 7218 | 1811 | 141 | 16499 | 18887 | 20733 |
|  | Establishments with 7 to 9 employees. <br> Establishments with 10 to 14 | 23 | 391613 | 10579 | 2618 | 185 | 21995 | 31706 | 34731 |
|  | employees................... | 29 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 16 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 35 | D | D | D | g | D | D | D |
|  | employees. . . . . . . . . . . . . . . . . | 11 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 14 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 12 | 190054 | 4364 | 2201 | 209 | 8794 | 64610 | - |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 151 | 6405017 | 278484 | 72189 | 6118 | 602806 | 818872 | 844948 |
|  | Establishments operated for the entire year | 145 | 6233507 | 275823 | 70492 | 5970 | 596979 | 754262 | 844948 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | $\overline{4}$ | $540 \overline{6}$ | 183 | 35 | - | 498 | 1369 | 1294 |
|  | Establishments with 2 employees... | 5 | 34033 | 648 | 137 | 10 | 1801 | 3287 | 3506 |
|  | Establishments with 3 or 4 employees. | 12 | 213467 | 1898 | 419 | 41 | 5634 | 8438 | 10397 |
|  | Establishments with 5 or 6 employees. | 16 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 18 | 246299 | 6510 | 1752 | 147 | 15092 | 31706 | 34731 |
|  | Establishments with 10 to 14 employees. | 21 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 15 | 202135 | 8571 | 1929 | 246 | 21146 | 39425 | 40466 |
|  | Establishments with $20 \ldots \ldots \ldots \ldots$ | 15 | 202135 | 8571 | 1929 |  | 21 | 39425 | 40466 |
|  | employees. Establishments with 50 to 99 | 32 | 1570963 | 50797 | 13829 | 1048 | 121819 | 195708 | 210951 |
|  | employees. . . . . . . . . . . . . . . . . | 10 | D | D | D | $f$ | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 12 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 6 | 171510 | 2661 | 1697 | 148 | 5827 | 64610 | - |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 68 | 3504028 | 60530 | 20027 | 698 | 104674 | - | - |
|  | Establishments operated for the entire year | 62 | 3485484 | 58827 | 19523 | 637 | 101707 | - | - |
|  | Establishments with no employees. . | - |  | 1. ${ }^{-}$ | - | - | 1 ${ }^{-18}$ | - | - |
|  | Establishments with 1 employee.... <br> Establishments with 2 employees | 14 10 | 223142 91995 | 1109 1040 | 247 219 | 14 20 | 1818 1943 | - | - |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 10 | 91995 | 1040 | 219 | 20 | 1943 | - | - |
|  | employees..................... | 8 | 250140 | 1478 | 398 | 29 | 2476 | - | - |
|  | Establishments with 5 or 6 employees. | 10 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 5 | 145314 | 4069 | 866 | 38 | 6903 | - | - |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................. | 8 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots .$. | 3 | D | D | D | b | D | D | D |
|  | employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 6 | 18544 | 1703 | 504 | 61 | 2967 | - | - |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42152 | Coal \& other mineral \& ore whsle -Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year Establishments with no employees. Establishments with 1 employee.. Establishments with 2 employees. . . Establishments with 3 or 4 | 38 <br> 5 <br> 3 | D <br>  <br> D | D <br>  <br> D <br> D | D <br>  <br> D | f <br>  <br> a <br> a | D <br>  <br> D <br> D | D <br>  <br> D | D <br> D <br> D |
|  | employees. Establishments with 5 or 6 employees. | 4 | 94288 | 517 | 123 | 14 | 2959 | 6749 | 5569 |
|  | Establishments with 7 to 9 employees. | 7 | 999736 | 4858 | 999 | 57 | 12302 | 6162 | 5256 |
|  | Establishments with 10 to 14 employees. | 3 | D | D | D | b | D | D | D |
|  | employees. | 7 | D | D | D | c | D | D | D |
|  | employees. | 5 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 3 | D | D | D | a | D | D | D |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Establishments operated for the entire year $\qquad$ | 38 | D | D | D | f | D | D | D |
|  | Establishments with no employees.. | $\overline{5}$ | - | D | $\overline{\text { D }}$ | - | - | - |  |
|  | Establishments with 1 employee.... | 5 3 | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | 4 | 94288 | 517 | 123 | 14 | 2959 | 6749 | 5569 |
|  | Establishments with 5 or 6 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 7 to 9 employees. | 7 | 999736 | 4858 | 999 | 57 | 12302 | 6162 | 5256 |
|  | Establishments with 10 to 14 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 5 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 3 | D | D | D | a | D | D | D |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 33 | D | D | D | f | D | D | D |
|  | Establishments operated for the entire year | 30 | D | D | D | f | D | D | D |
|  | Establishments with no emplo....... Establishments with 1 employee... | - | - | D | D | - | D | D | D |
|  | Establishments with 1 employee.... | 2 3 | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | - | - | _ | - | - | - | - | - |
|  | Establishments with 7 to 9 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 | 4 | D | D | D | e | D | D | D |
|  | employees. Establishments with 100 employees or more | 4 - | D - | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 3 | D | D | D | a | D | D | D |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 8 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^128]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^129]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^130]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Establishments operated for the entire year | 211 | D | D | D | i | D | D | D |
|  | Establishments with no employees.. |  | - | - | - | - | D | - |  |
|  | Establishments with 1 employee.... Establishments with 2 employees. . | 5 27 | 38 344 | 2321 | D 498 | 54 | 4808 | - ${ }_{460}$ | \% ${ }_{512}$ |
|  | Establishments with 3 or 4 employees. | 34 | P D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 15 | 44871 | 3981 | 998 | 85 | 6585 | 1983 | 2125 |
|  | Establishments with 7 to 9 employees. | 25 | 128984 | 10865 | 2544 | 194 | 19666 | 4592 | 4880 |
|  | Establishments with 10 to $14 \ldots \ldots .$. | 24 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 17 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 35 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 16 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  |  | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 10 | D | D | D | b | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Establishments operated for the entire year | 211 | D | D | D | i | D | D | D |
|  | Establishments with no employees.. <br> Establishments with 1 employee. | $\overline{5}$ |  | - | D | - | D | - | D |
|  | Establishments with 2 employees... | 27 | 38344 | 2321 | 498 | 54 | 4808 | 460 | 512 |
|  | Establishments with 3 or 4 employees. | 34 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 15 | 44871 | 3981 | 998 | 85 | 6585 | 1983 | 2125 |
|  | Establishments with 7 to 9 employees. | 25 | 128984 | 10865 | 2544 | 194 | 19666 | 4592 | 4880 |
|  | Establishments with 10 to 14 employees. | 24 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 17 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 35 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 16 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 13 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 10 | D | D | D | b | D | D | D |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 79 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year | 76 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | - |
|  | Establishments with 1 employee.... | 14 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... | 7 | D | D | D | a | D | D | D |
|  | employees. | 18 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees................ | 5 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | D | - | - |
|  | Establishments with 20 to 49 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to $99 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 7 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 4 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year |  | D | D | D |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
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Table 2. Employment Size of Establishments: 1997-Con.
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Table 2. Employment Size of Establishments: 1997-Con.
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Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories (\$1,000) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218303 | General-purpose industrial machinery \& equipment whsle -Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 679 | 7711350 | 540870 | 118105 | 10902 | 1021002 | 348884 | 361601 |
|  | Establishments operated for the entire year | 648 | 7638876 | 538618 | 117657 | 10859 | 1016668 | 345382 | 359025 |
|  | Establishments with no employees.. <br> Establishments with 1 employee | 119 | $425 \quad 15 \overline{6}$ | $866{ }^{-}$ | 1894 | 119 | $15 \quad 237$ | 5636 | 5692 |
|  | Establishments with 2 employees... | 63 | 170064 | 7331 | 1716 | 126 | 12851 | 2813 | 2998 |
|  | Establishments with 3 or 4 employees. | 113 | 498190 | 19193 | 4525 | 395 | 40729 | 14300 | 15180 |
|  | Establishments with 5 or $6 \ldots \ldots \ldots .$. | 87 | 608232 | 22306 | 5551 | 471 | 43686 | 10025 | 9986 |
|  | Establishments with 7 to 9 employees. | 68 | 650963 | 25597 | 6447 | 532 | 53961 | 14364 | 16243 |
|  | Establishments with 10 to 14 employees. | 71 | 716208 | 37819 | 8976 | 824 | 69624 | 23084 | 23008 |
|  | Establishments with 15 to 19 employees. | 33 | 341412 | 26620 | 6067 | 555 | 53842 | 20657 | 20641 |
|  | Establishments with 20 to 49 | 65 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 17 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 12 | 2450168 | 247752 | 51010 | 4922 | 453829 | 97623 | 92750 |
|  | Establishments not operated for the entire year | 31 | 72474 | 2252 | 448 | 43 | 4334 | 3502 | 2576 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 133 | 2386799 | 146132 | 36850 | 3061 | 289639 | 214923 | 209410 |
|  | Establishments operated for the entire year $\qquad$ | 124 | 2135710 | 130526 | 31879 | 2727 | 236769 | 214872 | 209268 |
|  | Establishments with no employees.. Establishments with 1 employee.... | $\overline{8}$ | $1030 \overline{5}$ | $64{ }^{-}$ | 151 | - | 1295 | 407 | 420 |
|  | Establishments with 2 employees... | 14 | 15335 | 1959 | 303 | 28 | 4381 | 976 | 1061 |
|  | Establishments with 3 or 4 employees. | 22 | 94787 | 3821 | 828 | 76 | 7750 | 2333 | 3430 |
|  | Establishments with 5 or 6 employees. | 13 | 136360 | 4457 | 1109 | 72 | 7647 | 4267 | 4315 |
|  | Establishments with 7 to 9 employees. | 9 | 38936 | 2977 | 798 | 71 | 7013 | 1736 | 1916 |
|  | Establishments with 10 to 14 employees. | 17 | 163227 | 10591 | 2567 | 209 | 17686 | 12716 | 13153 |
|  | Establishments with 15 to 19 employees. | 10 | 102488 | 9895 | 2438 | 174 | 16288 | 6863 | 7016 |
|  | employees. . . . . . . . . . . . . . . . . . . . . | 15 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 10 | D | D | D | $f$ | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 6 | 533793 | 37614 | 9850 | 918 | 75684 | 69727 | 65622 |
|  | Establishments not operated for the entire year | 9 | 251089 | 15606 | 4971 | 334 | 52870 | 51 | 142 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 188 | 2721654 | 244145 | 58321 | 5619 | 435385 | 126213 | 134682 |
|  | Establishments operated for the entire year | 181 | D | D | D | i | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee.... | 32 | - | - | - | - | - | D | D |
|  | Establishments with 2 employees... | 14 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 20 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 12 | 138314 | 4348 | 747 | 67 | 7970 | 908 | 1434 |
|  | Establishments with 7 to 9 employees. | 16 | 94408 | 6417 | 1615 | 128 | 11577 | 1028 | 1132 |
|  | Establishments with 10 to 14 employees. | 20 | 187526 | 12923 | 2867 | 247 | 22689 | 8227 | 8454 |
|  | Establishments with 15 to 19 employees. | 14 | 92830 | 9947 | 2229 | 226 | 18461 | 5291 | 5199 |
|  | Establishments with 20 to 49 employees. | 26 | 297787 | 35987 | 8609 | 841 | 65433 | 19580 | 21880 |
|  | Establishments with 50 to 99 employees. | 15 | 298262 | 45094 | 10616 | 1044 | 78715 | 27749 |  |
|  | Establishments with 100 employees or more $\qquad$ | 12 | 298262 1454595 | 45094 120062 | 10616 | 1 2904 | 78715 214650 | 27 59 891 | 60638 |
|  | Establishments not operated for the entire year. | 7 | D | D | D | b | D | D | D |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^131]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^132]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  | Establishments operated for the entire year $\qquad$ | 55 | D | D | D | f | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee. | - | - | D | D | - | - | D | D |
|  | Establishments with 2 employees... | 4 | 30519 | 428 | 83 | 8 | 949 | 290 | 349 |
|  | Establishments with 3 or 4 employees. | 9 | 467796 | 1748 | 435 | 32 | 4127 | 73 | 71 |
|  | Establishments with 5 or 6 employees. | 8 | 990087 | 2945 | 655 | 44 | 4721 | 413 | 538 |
|  | Establishments with 7 to 9 employees. | 14 | 1243825 | 6306 | 1828 | 111 | 12395 | 763 | 812 |
|  | Establishments with 10 to 14 employees. | 6 | 58597 | 3312 | 760 | 68 | 6833 | 976 | 1080 |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 5 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 3 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | - | - | - | - | - | - |  |
|  | Establishments not operated for the entire year | 2 | D | D | D | a | D | D | D |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 98 | 654866 | 67124 | 17160 | 1422 | 111682 | 53102 | 53498 |
|  | Establishments operated for the entire year | 95 | D | D | D | g | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee.... | $1{ }^{-}$ | $\overline{\text { D }}$ | - | - | a | - | - | D |
|  | Establishments with 2 employees... | 12 | 18655 | 1223 | 299 | 24 | 2586 | 646 | 738 |
|  | Establishments with 3 or 4 employees. | 12 | 32105 | 2045 | 449 | 42 | 4300 | 1925 | 1722 |
|  | Establishments with 5 or 6 employees. | 17 | 74739 | 4026 | 912 | 92 | 7948 | 5482 | 5053 |
|  | Establishments with 7 to 9 employees. | 15 | 138877 | 5941 | 1399 | 117 | 12006 | 2999 | 3211 |
|  | Establishments with 10 to 14 employees. | 11 | 111593 | 5398 | 1284 | 124 | 9227 | 5188 | 5017 |
|  | Establishments with 15 to 19 employees. | 4 | 41831 | 3666 | 862 | 61 | 5621 | 3343 | 3481 |
|  | Establishments with 20 to 49 employees. | 8 | 120707 | 11435 | 2640 | 245 | 18970 | 6581 | 7703 |
|  | Establishments with 50 to $99 \ldots \ldots$ |  | 120707 |  |  |  | 18970 |  |  |
|  | employees. <br> Establishments with 100 employees | - | - | - | - | - | - | - | - |
|  | or more $\qquad$ | 3 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 3 | D | D | D | c | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 400 | 13282606 | 328614 | 84606 | 6715 | 575193 | 324093 | 317785 |
|  | Establishments operated for the entire year | 375 | 13235394 | 324891 | 83245 | 6568 | 569447 | 322263 | 314409 |
|  | Establishments with no employees. . Establishments with 1 employee. | $5 \overline{7}$ | $\overline{\mathrm{D}}$ | - | - | - | - | - | D |
|  | Establishments with 2 employees... | 42 | 110288 | 3944 | 886 | 84 | 7542 | 3458 | 3233 |
|  | Establishments with 3 or 4 employees. | 48 | 199947 | 8051 | 2003 | 166 | 15946 | 8628 | 8175 |
|  | Establishments with 5 or 6 employees. | 37 | 264603 | 9288 | 2339 | 204 | 18727 | 8763 | 9279 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.................. | 32 | 374832 | 11697 | 2959 | 255 | 22843 | 5050 | 5352 |
|  | employees. . . . . . . . . . . . . . . . . . | 51 | 1033001 | 23118 | 5470 | 589 | 47775 | 23280 | 24648 |
|  | Establishments with 15 to 19 employees. | 21 | 365405 | 12702 | 3169 | 347 | 28332 |  |  |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 60 | 1934108 | 81372 | 21081 | 1837 | 144729 | 118049 | 117139 |
|  | Establishmeents . . . . . . . . . . . . . . . . . . | 17 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 10 | 5376176 | 111334 | 29032 | 1817 | 173943 | 110996 | 98330 |
|  | Establishments not operated for the entire year. | 25 | $47212$ | $3723$ | $1361$ | 147 | 5746 | 1830 | 3376 |

[^133]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^134]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 27 | D | D | D | f | D | D | D |
|  | Establishments operated for the entire year | 26 | D | D | D | f | D | D | D |
|  | ystablishments with no employees. . | $\stackrel{26}{-}$ | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 6 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... | 1 | D | D | D | a | D | D | D |
|  | employees. | 3 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 5 | D | D |  | c | D | D | D |
|  | Establishments with 50 to $99 \cdots \cdots$ |  |  |  | D | c | D | D | D |
|  | employees. Establishm | 1 | D | D | D | b | D | D | D |
|  | or more ........................ | 1 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 1 | D | D | D | a | D | D | D |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 7 | D | D | D | c | D | D | D |
|  | Establishments operated for the entire year | 7 | D | D | D | c | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | $\stackrel{1}{-}$ | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... |  |  |  |  |  |  |  |  |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with 5 or 6 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 |  |  |  |  | - |  |  |  |
|  | employees................. | - | - | - | - | - | - | - | - |
|  | employees. . . . . . . . . . . . . . . . . | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 2 | D | D | D | b | D | D |  |
|  | Establishments with 50 to $99 \cdots \cdots$ |  |  |  |  |  |  |  | D |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\square$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. $\qquad$ | - | - | - | - | - | - | - | - |
| 4219 | Miscellaneous durable goods whsle <br> All establishments . $\qquad$ |  |  |  |  |  |  |  |  |
|  |  | ${ }^{1} 263$ | D | D | D | i | D | D | D |
|  | Establishments operated for the entire year | '248 | D |  |  |  | D |  | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | $\frac{-}{\text { D }}$ |
|  | Establishments with 1 employee.... | r33 r18 | D | D | ${ }_{\text {D }}^{\text {D }}$ | b | ${ }_{\text {D }}^{\text {D }}$ | D |  |
|  | Establishments with 2 employees... | ${ }^{18}$ | D |  | D |  | D | D | D |
|  | $\xrightarrow{\text { employees................... }}$ | '31 | D | D |  | c | D | D | D |
|  | employees. | '22 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | ${ }^{1} 15$ | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | r18 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | '21 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | r50 | D | D | D | g | D | D | D |
|  | Establishments with 50 to $99 \ldots$ | 0 | D |  | D |  | D | D |  |
|  | employees.................. | ${ }^{111}$ | D | D | D | $f$ | D |  | D |
|  | or more ........................ | '29 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | ${ }^{1} 15$ | D | D | D | c | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^135]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^136]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219905 | Fire extinguishers \& fire safety equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 21 | D | D | D | b | D | D | D |
|  | Establishments operated for the entire year | 18 | D | D | D | b | D | D |  |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 15 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 5 or 6 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | - | - | _ | _ | - | _ | - | - |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with $50 \ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - |
|  | employees. Establishments with 100 employees | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. | 3 | D | D | D | a | D | D | D |
| 4219906 | Other durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 19 | 374524 | 25519 | 5215 | 692 | 60737 | 19148 | 27103 |
|  | Establishments operated for the entire year | 18 | D | D | D | f | D | D | D |
|  | year ${ }_{\text {Establishments }}$ with no employees. . | 18 | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | 2 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 5 | D | D | D | a | D | D | D |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 5 or 6 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees................. | 1 | D | D | D | a | D | D | D |
|  | employees. . . . . . .............. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 1 | D | D | D | a | D | D | D |
| 422 | Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |
|  | All establishments | 12077 | 551309153 | 19154155 | 4795651 | 442761 | 42706128 | 13194314 | 13674060 |
|  | Establishments operated for the entire year | 11594 | 538351111 | 18934893 | 4728821 | 436362 | 41607204 | 13063422 | 13483914 |
|  | Establishments with no employees. . <br> Establishments with 1 employee.. | ${ }_{903}$ | 5023572 | 59168 | 14395 | $\begin{array}{r}903 \\ \hline\end{array}$ | 141929 | 49830 | 51803 |
|  | Establishments with 2 employees... | 798 | 6052779 | 76589 | 19388 | 1596 | 200599 | 140546 | 115061 |
|  | Establishments with 3 or 4 employees. | 1393 | 17062910 | 221657 | 54513 | 4821 | 539007 | 330432 | 319231 |
|  | Establishments with 5 or 6 employees. | 1051 | 23503677 | 260124 | 64167 | 5745 | 889395 | 427735 | 441372 |
|  | Establishments with 7 to 9 employees. | 1197 | 24278578 | 428002 | 103839 | 9495 | 1066694 | 627624 | 642958 |
|  | Establishments with 10 to 14 employees | $1461$ | 43109418 | 756825 |  |  |  |  |  |
|  | employees. Establishments with 15 to 19 | 1461 | 43109418 | 756825 | 188266 | 17137 | 1911043 | 766903 | 772969 |
|  | employees................. | 899 | 29039377 | 650473 | 160597 | 15150 | 1538313 | 614047 | 632300 |
|  | Establishments with 20 to 49 employees. | 2082 | 102888402 | 2739846 | 684716 | 64615 | 6521111 | 2381649 | 2399647 |
|  | Establishments with 50 to 99 employees. | 890 | 75545231 | 2547810 | 627424 | 61723 | 5574342 | 2286917 | 2243301 |
|  | Establishments with 100 employees |  |  |  |  |  |  |  |  |
|  | or more | 920 | 211847167 | 11194399 | 2811516 | 255177 | 23224771 | 5437739 | 5865272 |
|  | Establishments not operated for the entire year | 483 | 12958042 | 219262 | 66830 | 6399 | 1098924 | 130892 | 190146 |

[^137]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42212 | Stationery \& office supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 1017 | 10923300 | 898849 | 223153 | 36208 | 1660287 | 251086 | 249272 |
|  | Establishments with no employees.. | - | 10 |  |  | - |  |  |  |
|  | Establishments with 1 employee.... | 142 | 127328 | 8480 | 2052 | 142 | 15286 | 1133 1673 | 1168 1732 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 112 | 154622 | 12164 | 3029 | 224 | 25099 | 1673 | 1732 |
|  | Establishments with 3 or 4 employees. | 148 | D | D | D | f | D | D | D |
|  | employees.................... | 108 | 320297 | 27901 | 6961 | 598 | 53867 | 5318 | 5897 |
|  | Establishments with 7 to 9 employees. | 150 | 847571 | 54844 | 13410 | 1189 | 99858 | 9285 | 9792 |
|  | Establishments with 10 to 14 employees. | 126 | 848798 | 77695 | 19066 | 1475 | 147568 | 24141 | 25741 |
|  | Establishments with 15 to 19 employees. | 73 | 676769 | 69175 | 17481 | 1238 | 122982 | 28249 | 29336 |
|  | Establishments with 20 to 49 employees. | 112 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 25 | 820864 | 65696 | 16767 | 1598 | 132090 | 37433 | 38805 |
|  | Establishments with 100 employees or more $\qquad$ | 21 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 34 | 573350 | 11290 | 3468 | 297 | 47429 | 646 | 119 |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1051 | 11496650 | 910139 | 226621 | 36505 | 1707716 | 251732 | 249391 |
|  | Establishments operated for the entire year | 1017 | 10923300 | 898849 | 223153 | 36208 | 1660287 | 251086 | 249272 |
|  | Establishments with no employees.. Establishments with 1 employee.... | $142^{-}$ | $127328$ | 8480 | 2052 | 142 | 15286 | 1133 | $1168$ |
|  | Establishments with 2 employees.... | 112 | 154622 | 12164 | 3029 | 224 | 25099 | 1673 | 1732 |
|  | Establishments with 3 or 4 employees. | 148 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 108 | 320297 | 27901 | 6961 | 598 | 53867 | 5318 | 5897 |
|  | Establishments with 7 to 9 employees. | 150 | 847571 | 54844 | 13410 | 1189 | 99858 | 9285 | 9792 |
|  | Establishments with 10 to 14 employees. | 126 | 848798 | 77695 | 19066 | 1475 | 147568 | 24141 | 25741 |
|  | Establishments with 15 to 19 employees. | 73 | 676769 | 69175 | 17481 | 1238 | 122982 | 28249 | 29336 |
|  | Establishments with 20 to 49 employees. | 112 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 25 | 820864 | 65696 | 16767 | 1598 | 132090 | 37433 | 38805 |
|  | Establishments with 100 employees or more $\qquad$ | 21 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year | 34 | 573350 | 11290 | 3468 | 297 | 47429 | 646 | 119 |
| 42213 | Industrial \& personal service paper whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 251 | 14929724 | 425258 | 107237 | 8320 | 926815 | 177924 | 221418 |
|  | Establishments operated for the entire year $\qquad$ | 238 | 14611450 | 410251 | 103331 | 7872 | 854291 | 170513 | 182472 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | $1 \overline{16}$ | $156321$ | $135 \overline{6}$ | 379 | $1 \overline{6}$ | 2651 | $33{ }^{-}$ | 343 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 17 | 251565 | 1867 | 536 | 34 | 4079 | 602 | 760 |
|  | employees........................ . <br> Establishments with 5 or 6 | 33 | D | D | D | c | D | D | D |
|  |  | 19 | 479170 | 5186 | 1487 | 102 | 18391 | 4905 | 4863 |
|  | employees. . . . . . . . . . . . . . . . . . . . . <br> Establishments with 7 to 9 | 28 | 1621435 | 13411 | 3116 | 226 | 33516 | 7430 | 6944 |
|  | employees. Establishments with 10 to 14 employees. | 29 | 984977 | 17617 | 4342 | 341 | 48097 | 8100 | 8588 |
|  | Establishments with 15 to 19 employees. | 13 | $312586$ | 10448 | 2825 | 212 | 22824 | 5640 | 5880 |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ | 48 | 3262611 | 65167 | 15331 | 1438 | 137650 | 49858 | 48793 |
|  |  | 17 | D | D | D | g | D | D | D |
|  |  | 18 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year. | 13 | 318274 | 15007 | 3906 | 448 | 72524 | 7411 | 38946 |

[^138]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 251 | 14929724 | 425258 | 107237 | 8320 | 926815 | 177924 | 221418 |
|  | Establishments operated for the entire year | 238 | 14611450 | 410251 | 103331 | 7872 | 854291 | 170513 | 182472 |
|  | Establishments with no employees.. <br> Establishments with 1 employee. | - 16 | 156321 | $135 \overline{6}$ | 379 | $\stackrel{-}{16}$ | 2651 | $3{ }_{3}$ | $343$ |
|  | Establishments with 2 employees.... | 17 | 251565 | 1867 | 536 | 34 | 4079 | 602 | 760 |
|  | employees. | 33 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 19 | 479170 | 5186 | 1487 | 102 | 18391 | 4905 | 4863 |
|  | Establishments with 7 to 9 employees. | 28 | 1621435 | 13411 | 3116 | 226 | 33516 | 7430 | 6944 |
|  | employees. | 29 | 984977 | 17617 | 4342 | 341 | 48097 | 8100 | 8588 |
|  | employees. | 13 | 312586 | 10448 | 2825 | 212 | 22824 | 5640 | 5880 |
|  | Establishments with 20 to 49 employees. | 48 | 3262611 | 65167 | 15331 | 1438 | 137650 | 49858 | 48793 |
|  | employees. | 17 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 18 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 13 | 318274 | 15007 | 3906 | 448 | 72524 | 7411 | 38946 |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Establishments operated for the entire year | 351 | 90180537 | 3824604 | 948067 | 58902 | 8659207 | 2517092 | 2756060 |
|  | Establishments with no employees. . Establishments with 1 employee . | 12 | $3336 \overline{7}$ | $77 \overline{8}$ | 199 | 12 | $147 \overline{0}^{-}$ | $5 \overline{6}$ | 335 |
|  | Establishments with 2 employees... | 23 | 198260 | 2519 | 657 | 46 | 4783 | 1098 | 1033 |
|  | Establishments with 3 or 4 employees. | 24 | 243883 | 4274 | 1164 | 82 | 8544 | 1723 | 2094 |
|  | Establishments with 5 or 6 employees. | 19 | 820588 | 5653 | 1308 | 105 | 14362 | 4019 | 3999 |
|  | Establishments with 7 to 9 employees. | 11 | 214997 | 5270 | 1342 | 90 | 10369 | 2130 | 2415 |
|  | Establishments with 10 to 14 employees. | 20 | 665203 | 11365 | 2851 | 229 | 24999 | 5243 | 5787 |
|  | Establishments with 15 to 19 employees. | 27 | 4914952 | 25016 | 6153 | 470 | 54102 | 50054 | 51433 |
|  | Establishments with 20 to 49 employees. | 59 | 7036923 | 98717 | 25426 | 1833 | 221805 | 147801 | 113175 |
|  | Establishments with 50 to 99 employees. | 23 | 7902698 | 99872 | 25797 | 1731 | 204619 | 300812 | 302753 |
|  | Establishments $\begin{aligned} & \text { or more .................. }\end{aligned}$ | 133 | 68149666 | 3571140 | 883170 | 54304 | 8114154 | 2004156 | 2273036 |
|  | Establishments not operated for the entire year | 7 | 136608 | 3199 | 877 | 58 | 6919 | 272 | - |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Establishments operated for the entire year | 351 | 90180537 | 3824604 | 948067 | 58902 | 8659207 | 2517092 | 2756060 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 12 | $33 \quad 36 \overline{7}$ | $77 \overline{8}$ |  | 12 | $1470^{-}$ | 56 | 335 |
|  | Establishments with 2 employees... | 23 | 198260 | 2519 | 657 | 46 | 4783 | 1098 | 1033 |
|  | Establishments with 3 or 4 employees. | 24 | 243883 | 4274 | 1164 | 82 | 8544 | 1723 | 2094 |
|  | Establishments with 5 or 6 employees. | 19 | 820588 | 5653 | 1308 | 105 | 14362 | 4019 | 3999 |
|  | Establishments with 7 to 9 employees. | 11 | 214997 | 5270 | 1342 | 90 | 10369 | 2130 | 2415 |
|  | Establishments with 10 to 14 employees. | 20 | 665203 | 11365 | 2851 | 229 | 24999 | 5243 | 5787 |
|  | Establishments with 15 to 19 employees | 27 | 4914952 | $25016$ | 6153 | 470 | 54102 | 50054 | 51433 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  | 4914952 |  |  | 470 |  | 50054 |  |
|  | employees. | 59 | 7036923 | 98717 | 25426 | 1833 | 221805 | 147801 | 113175 |
|  | Establishments with 50 to 99 employees. | 23 | 7902698 | 99872 | 25797 | 1731 | 204619 | 300812 | 302753 |
|  | Establishments with 100 employees or more $\qquad$ | 133 | 68149666 | 3571140 | 883170 | 54304 | 8114154 | 2004156 | 2273036 |
|  | Establishments not operated for the entire year |  | $136608$ | $3199$ | $877$ | 58 | $6919$ | $272$ | - |

[^139]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Establishments operated for the entire year | 351 | 90180537 | 3824604 | 948067 | 58902 | 8659207 | 2517092 | 2756060 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 12 | 33367 |  | 199 | 12 | 1470 | 56 | 335 |
|  | Establishments with 2 employees... | 23 | 198260 | 2519 | 657 | 46 | 4783 | 1098 | 1033 |
|  | Establishments with 3 or 4 employees. | 24 | 243883 | 4274 | 1164 | 82 | 8544 | 1723 | 2094 |
|  | Establishments with 5 or 6 employees. | 19 | 820588 | 5653 | 1308 | 105 | 14362 | 4019 | 3999 |
|  | Establishments with 7 to 9 employees. | 11 | 214997 | 5270 | 1342 | 90 | 10369 | 2130 | 2415 |
|  | Establishments with 10 to 14 employees. | 20 | 665203 | 11365 | 2851 | 229 | 24999 | 5243 | 5787 |
|  | Establishments with 15 to 19 employees. | 27 | 4914952 | 25016 | 6153 | 470 | 54102 | 50054 | 51433 |
|  | Establishments with 20 to 49 employees. | 59 | 7036923 | 98717 | 25426 | 1833 | 221805 | 147801 | 113175 |
|  | Establishments with 50 to 99 employees. | 23 | 7902698 | 99872 | 25797 | 1731 | 204619 | 300812 | 302753 |
|  | Establishments with 100 employees or more | 133 | 68149666 | 3571140 | 883170 | 54304 | 8114154 | 2004156 | 2273036 |
|  | Establishments not operated for the entire year | 7 | 136608 | 3199 | 877 | 58 | 6919 | 272 | - |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Establishments operated for the entire year | 351 | 90180537 | 3824604 | 948067 | 58902 | 8659207 | 2517092 | 2756060 |
|  | Establishments with no employees. . Establishments with 1 employee. | 12 | $3336 \overline{7}$ | $77 \overline{8}$ | 199 | 12 | $147 \overline{0}^{-}$ | $5 \overline{6}$ | 335 |
|  | Establishments with 2 employees... | 23 | 198260 | 2519 | 657 | 46 | 4783 | 1098 | 1033 |
|  | Establishments with 3 or 4 employees. | 24 | 243883 | 4274 | 1164 | 82 | 8544 | 1723 | 2094 |
|  | Establishments with 5 or 6 employees. | 19 | 820588 | 5653 | 1308 | 105 | 14362 | 4019 | 3999 |
|  | Establishments with 7 to 9 employees. | 11 | 214997 | 5270 | 1342 | 90 | 10369 | 2130 | 2415 |
|  | Establishments with 10 to 14 employees. | 20 | 665203 | 11365 | 2851 | 229 | 24999 | 5243 | 5787 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees.............. | 27 | 4914952 | 25016 | 6153 | 470 | 54102 | 50054 | 51433 |
|  | employees............... | 59 | 7036923 | 98717 | 25426 | 1833 | 221805 | 147801 | 113175 |
|  | Establoyees................. | 23 | 7902698 | 99872 | 25797 | 1731 | 204619 | 300812 | 302753 |
|  | Establishments with 100 employees or more $\qquad$ | 133 | 68149666 | 3571140 | 883170 | 54304 | 8114154 | 2004156 | 2273036 |
|  | Establishments not operated for the entire year | 7 | 136608 | 3199 | 877 | 58 | 6919 | 272 | - |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 709 | 22808180 | 963347 | 238190 | 20459 | 2166712 | 1465168 | 1513039 |
|  | Establishments operated for the entire year | 668 | 22224456 | 942467 | 230909 | 19541 | 2124780 | 1418760 | 1489561 |
|  | Establishments with no employees. <br> Establishments with 1 employee. | $\stackrel{-}{68}$ | $311210^{-}$ | 4852 | 1221 | $\stackrel{-}{8}$ | 11805 | 3174 | 3231 |
|  | Establishments with 2 employees... | 54 | 510313 | 6945 | 1736 | 108 | 16161 | 3694 | 4032 |
|  | Establishments with 3 or 4 employees. | 95 | 814014 | 20316 | 4894 | 325 | 42849 | 10983 | 11045 |
|  | Establishments with 5 or 6 employees. | 71 | 1149571 | 22795 | 5372 | 381 | 51966 | 19201 | 21308 |
|  | Establishments with 7 to 9 employees. | 61 | 1981781 | 26057 | 6432 | 477 | 60155 | 31843 | 37150 |
|  | Establishments with 10 to 14 employees. | 76 | 1204929 | 40982 | 9935 | 888 | 95074 | 47885 | 59094 |
|  | Establishments with 15 to 19 employees. | 47 | 1303347 | 34883 | 8459 | 794 | 80870 | 35319 | 27962 |
|  | Establishments with 20 to 49 employees. | 104 | 4802116 | 186555 | 46821 | 3242 | 467330 | 244751 | 243289 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees.................. | 51 | 3835510 | 191271 | 46408 | 3604 | 423363 | 268157 | 281370 |
|  | or more $\qquad$ | 41 | 6311665 | 407811 | 99631 | 9654 | 875207 | 753753 | 801080 |
|  | Establishments not operated for the entire year | 41 | 583724 | 20880 | 7281 | 918 | 41932 | 46408 | 23478 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4223102 | Notions \& other dry goods whsle <br> All establishments $\qquad$ | 51 | 692623 | 29240 | 6746 | 748 | 71439 | 31045 | 29324 |
|  | Establishments operated for the entire year | 50 | D | D | D | f | D | D | D |
|  | Establishments with no employees.. | - |  | - | - | - |  | - | - |
|  | Establishments with 1 employee.... | 6 | 26666 | 477 | 93 | 6 | 1981 | 321 | 331 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 7 | 34080 | 819 | 213 | 14 | 3330 |  |  |
|  | Establishments with 3 or 4 employees. | 8 | 45423 | 1309 | 275 | 25 | 4417 | 234 | 241 |
|  | Establishments with 5 or 6 employees. | 7 | 67634 | 1861 | 430 | 37 | 6747 | 4029 | 4101 |
|  | Establishments with 7 to 9 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 5 | 94451 | 2801 | 653 | 57 | 9876 | 4924 | 5907 |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | 6 | 272040 | 8255 | 2108 | 197 | 16358 | 8726 | 5068 |
|  | Establishments with 50 to 99 employees. | 5 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 1 | D | D | D | a | D | D | D |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 202 | 7748425 | 345408 | 83096 | 8449 | 763011 | 745747 | 754794 |
|  | Establishments operated for the entire year $\qquad$ | 185 | 7530252 | 335544 | 78576 | 7855 | 745142 | 721807 | 733946 |
|  | Establishments with no employees.. | $\overline{9}$ | $1770 \overline{6}$ | - 413 | - | - | - ${ }^{\text {- }}$ |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 9 6 | 17706 23611 | 413 841 | 123 235 | 9 12 | 893 1402 | - |  |
|  | Establishments with 3 or 4 employees. | 13 | 125461 | 3090 | 734 | 46 | 6726 | 4523 | 4355 |
|  | Establishments with 5 or 6 employees. | 21 | 428793 | 8695 | 1816 | 114 | 16984 | 6807 | 6020 |
|  | Establishments with 7 to 9 employees. | 18 | 786428 | 5863 | 1328 | 143 | 15528 | 8694 | 9182 |
|  | Establishments with 10 to 14 employees. | 29 | 186923 | 8509 | 2052 | 334 | 20165 | 17541 | 24582 |
|  | Establishments with 15 to 19 employees. | 18 | 309972 | 7974 | 2015 | 310 | 17714 | 19879 | 10748 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees................... | 37 | 1690403 | 61375 | 15697 | 1163 | 160340 | 86425 | 85165 |
|  | employees................... | 14 | 1033366 | 49869 | 12222 | 961 | 94170 | 22231 | 27112 |
|  | Establishments with 100 employees or more $\qquad$ | 20 | 2927589 | 188915 | 42354 | 4763 | 411220 | 555707 | 566782 |
|  | Establishments not operated for the entire year | 17 | 218173 | 9864 | 4520 | 594 | 17869 | 23940 | 20848 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 202 | 7748425 | 345408 | 83096 | 8449 | 763011 | 745747 | 754794 |
|  | Establishments operated for the entire year | 185 | 7530252 | 335544 | 78576 | 7855 | 745142 | 721807 | 733946 |
|  | Establishments with no employees. . Establishments with 1 employee.... | $\overline{9}$ | $1770 \overline{6}$ |  | 123 | $\overline{9}$ | 893 | - | - |
|  | Establishments with 2 employees... | 6 | 23611 | 841 | 235 | 12 | 1402 | - | - |
|  | Establishments with 3 or 4 employees. | 13 | 125461 | 3090 | 734 | 46 | 6726 | 4523 | 4355 |
|  | Establishments with 5 or 6 employees. | 21 | 428793 | 8695 | 1816 | 114 | 16984 | 6807 | 6020 |
|  | Establishments with 7 to 9 employees. | 18 | 786428 | 5863 | 1328 | 143 | 15528 | 8694 | 9182 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................. | 29 | 186923 | 8509 | 2052 | 334 | 20165 | 17541 | 24582 |
|  | employees................... | 18 | 309972 | 7974 | 2015 | 310 | 17714 | 19879 | 10748 |
|  | Establishments with 20 to 49 employees. | 37 | 1690403 | 61375 | 15697 | 1163 | 160340 | 86425 | 85165 |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees.................. | 14 | 1033366 | 49869 | 12222 | 961 | 94170 | 22231 | 27112 |
|  | or more | 20 | 2927589 | 188915 | 42354 | 4763 | 411220 | 555707 | 566782 |
|  | Establishments not operated for the entire year | 17 | 218173 | 9864 | 4520 | 594 | 17869 | 23940 | 20848 |

[^140]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^141]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^142]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^143]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42246 | Fish \& seafood whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Establishments with no employees. . | - |  |  |  | - |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 2 4 | D 7485 | D 283 | D | a | D 608 | D 206 | D 206 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 4 | 7485 | 283 | 48 | 8 | 608 | 206 | 206 |
|  | employees................... | - | - | - | - | - | - | - |  |
|  | Establishments with 5 or 6 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 7 | 181353 | 7153 | 1862 | 227 | 20161 | 17211 | 17750 |
|  | Establishments with 50 to 99 employees. | 3 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Establishments operated for the entire year | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Establishments with no employees. | - | 334 - | 183 |  | - | 65 |  |  |
|  | Establishments with 1 employee.... | 2 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... | 4 | 7485 | 283 | 48 | 8 | 608 | 206 | 206 |
|  | Establishments with 3 or 4 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 5 or 6 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 | 2 |  |  |  |  |  |  |  |
|  | employees. Establishments with 10 to 14 | 2 | D | D | D | a | D | D | D |
|  | employees.................... | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 7 | 181353 | 7153 | 1862 | 227 | 20161 | 17211 | 17750 |
|  | Establishments with 50 to 99 employees. | 3 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 112 | 20272965 | 121017 | 26471 | 3094 | 370753 | 86322 | 100511 |
|  | Establishments operated for the entire year | 109 | 19928412 | 110960 | 25998 | 3050 | 341759 | 86137 | 87373 |
|  | Establishments with no employees.. | - |  |  | - | - | - | - | - |
|  | Establishments with 1 employee.... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 4 | 82531 | 1096 | 217 | 23 | 5788 | 644 | 1460 |
|  | Establishments with 7 to 9 employees. | 9 | 239879 | 2843 | 651 | 72 | 8455 | 1419 | 1424 |
|  | Establishments with 10 to 14 employees. | 29 | 1443830 | 11850 | 2661 | 325 | 29607 | 2176 | 2032 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees.................... | 19 | 1082889 | 9690 | 2175 | 317 | 27270 | 8699 | 8095 |
|  | employees.................... | 30 | 1602282 | 33550 | 7542 | 874 | 133398 | 32522 | 37675 |
|  | Establishments with 50 to 99 employees. | 8 | 1623145 | 21498 | 5251 | 604 | 61685 | 19067 | 20750 |
|  | Establishments with 100 employees or more | 5 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 3 | 344553 | 10057 | 473 | 44 | 28994 | 185 | 13138 |
| 422470 | Meat \& meat product whsle <br> All establishments $\square$ |  |  |  |  |  |  |  |  |
|  |  |  | 20272965 | 121017 | 26471 | 3094 | 370753 | 86322 | 100511 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422470 | Meat \& meat product whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 109 | 19928412 | 110960 | 25998 | 3050 | 341759 | 86137 | 87373 |
|  | Establishments with no employees.. | - |  |  |  |  | - |  |  |
|  | Establishments with 1 employee.... | 2 | D | D | D | a | D | D |  |
|  | Establishments with 2 employees... | 1 | D | D | D | a | D | D | D |
|  | employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 4 | 82531 | 1096 | 217 | 23 | 5788 | 644 | 1460 |
|  | Establishments with 7 to 9 employees. | 9 | 239879 | 2843 | 651 | 72 | 8455 | 1419 | 1424 |
|  | Establishments with 10 to 14 employees. | 29 | 1443830 | 11850 | 2661 | 325 | 29607 | 2176 | 2032 |
|  | Establishments with 15 to 19 employees. | 19 | 1082889 | 9690 | 2175 | 317 | 27270 | 8699 | 8095 |
|  | Establishments with 20 to 49 employees. | 30 | 1602282 | 33550 | 7542 | 874 | 133398 | 32522 | 37675 |
|  | Establishments with 50 to 99 employees. | 8 | 1623145 | 21498 | 5251 | 604 | 61685 | 19067 | 20750 |
|  | Establishments with 100 employees or more $\qquad$ | 5 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year. | 3 | 344553 | 10057 | 473 | 44 | 28994 | 185 | 13138 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2504 | D | D | D | m | D | D | D |
|  | Establishments operated for the entire year $\qquad$ | 2457 | D | D | D | m | D | D | D |
|  | Establishments with no employees. . <br> Establishments with 1 employee.. | $5 \overline{5}$ | D | D | D | - | D | D | D |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 56 50 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 153 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 133 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 196 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 273 | D | D | D | h | D | D | D |
|  | Establishments with 15 to 19 employees. | 220 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 667 | D | D | D | j | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  | j |  |  |  |
|  | employees................... | 374 | D | D | D | k | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 335 | D | D | D | 1 | D | D | D |
|  | Establishments not operated for the entire year. | 47 | D | D | D | g | D | D | D |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2504 | D | D | D | m | D | D | D |
|  | Establishments operated for the entire year | 2457 | D | D | D | m | D | D | D |
|  | Establishments with no employees.. | $5 \overline{6}$ | $\overline{\text { D }}$ | D | - | $\overline{\text { b }}$ | D | D | D |
|  | Establishments with 2 employees... | 56 50 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 153 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 133 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 196 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 | 273 | D | D | D | h | D |  |  |
|  | employees. <br> Establishments with 15 to 19 | 273 | D | D | D | h | D | D | D |
|  | employees..................... | 220 | D | D | D | h | D | D | D |
|  | Establishments with 20 to 49 employees. | 667 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 374 | D | D | D | k | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 335 | D | D | D | I | D | D | D |
|  | Establishments not operated for the entire year | 47 | D | D | D | g | D | D | D |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 253 | 4860320 | 163182 | 39202 | 4600 | 388513 | 61694 | 64578 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224904 | Canned goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 85 | 10301727 | 143369 | 35420 | 3132 | 300341 | 97224 | 98113 |
|  | Establishments with no employees.. | - |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... | - | - | - | - | - | - | - |  |
|  | Establishments with 2 employees... | - |  | - | - | - | - | - |  |
|  | Establishments with 3 or 4 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 7 | D | D | D | b | D | D |  |
|  | Establishments with 7 to 9 employees. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 26 | 1691072 | 16408 | 3937 | 307 | 28981 | 6028 | 6336 |
|  | Establishments with 15 to 19 employees. | 13 | 912061 | 10220 | 2470 | 224 | 20723 | 1162 | 1198 |
|  | Establishments with 20 to 49 employees. | 13 | 1042765 | 15657 | 4170 | 419 | 44716 | 13448 | 13864 |
|  | Establishments with 50 to 99 employees. | 13 4 | 1033628 | 12428 | 3098 | 263 | 43582 | 3607 | 6006 |
|  | Establishments with 100 employees or more $\qquad$ | 11 | 4952753 | 82487 | 20246 | 1796 | 147919 | 70610 | 68395 |
|  | Establishments not operated for the entire year. | 3 | 263879 | 17123 | 5371 | 395 | 26236 | - | - |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 52 | 1323153 | 47761 | 12808 | 1011 | 101759 | 77987 | 79722 |
|  | Establishments operated for the entire year | 49 | D | D | D | g | D | D | D |
|  | Establishments with no employees. Establishments with 1 employee.... | - | 4072 | 231 | 58 | $\frac{9}{4}$ | 524 | 118 | 121 |
|  | Establishments with 2 employees... |  | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | 9 | 35655 | 1600 | 430 | 30 | 3109 | 2278 | 1954 |
|  | Establishments with 5 or 6 employees. | 4 | 46834 | 688 | 173 | 20 | 2802 | 2053 | 1277 |
|  | Establishments with 7 to 9 employees. | 4 | 125129 | 1519 | 389 | 29 | 2959 | 2306 | 1985 |
|  | Establishments with 10 to 14 employees. | 4 | 19735 | 1147 | 282 | 43 | 2969 | 1770 | 2017 |
|  | Establishments with 15 to 19 employees | 3 | 34207 | 2374 | 500 | 51 | 6795 |  | 2163 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  | 34207 |  |  |  | 6795 | 2027 | 2163 |
|  | employees. | 16 | 473463 | 23953 | 6939 | 522 | 54040 | 34476 | 35407 |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year. $\qquad$ | 3 | D | D | D | a | D | D | D |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 325 | D | D | D | j | D | D | D |
|  | Establishments operated for the entire year |  | D | D | D | j | D | D | D |
|  | Year $\quad$ Establishments with no........... | 312 | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 11 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... | 13 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 33 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 26 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 41 | D | D | D | e | D | D | D |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees................... | 43 | D | D | D | $f$ | D | D | D |
|  | Establishments with 15 to 19 employees. | 20 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 73 | D | D | D | g | D | D | D |
|  | Establishments with 50 to $99 \cdots \cdots$ |  |  |  |  |  | D |  |  |
|  | employees. . . . . . . . . . . . . . . . | 25 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 27 | D | D | D | i | D | D | D |
|  | Establishments not operated for the entire year | 13 | D | D | D | c | D | D | D |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2281 | 66366082 | 396085 | 626620 | 46112 | 5063180 | 1911816 | 1928366 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& Annual payroll \((\$ 1,000)\) \& Firstquarter payroll \((\$ 1,000)\) \& Paid employees for pay period including March 12 (number) \& Operating expenses \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline 422 \& \begin{tabular}{l}
MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. \\
Wholesale trade, nondurable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 4226 \& Chemical \& allied products whsle -Con. \& \& \& \& \& \& \& \& \\
\hline \& Establishments operated for the entire year . ................................... Establishments with no employees. . Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 \& \begin{tabular}{r}
2180 \\
\hline 234 \\
217
\end{tabular} \& \begin{tabular}{r}
65631812 \\
\hline \\
D
\end{tabular} \& \begin{tabular}{r}
2356436 \\
\hline D \\
D
\end{tabular} \& \begin{tabular}{rr}
610199 \\
\hline D \\
\\
D
\end{tabular} \& 45053 \& \begin{tabular}{r}
4970549 \\
\hline D \\
D
\end{tabular} \& 1871345

D
D \& 1889072 <br>

\hline \& | employees. |
| :--- |
| Establishments with 5 or 6 | \& 327 \& 2635985 \& 48885 \& 11862 \& 1107 \& 110442 \& 50944 \& 55925 <br>


\hline \& | employees. |
| :--- |
| Establishments with 7 to 9 | \& 172 \& 2784191 \& 46011 \& 11567 \& 946 \& 104746 \& 57445 \& 56470 <br>

\hline \& Establishments with 7 to 9 employees. \& 212 \& 4449176 \& 86178 \& 20452 \& 1684 \& 195395 \& 80477 \& 82064 <br>
\hline \& Establishments with 10 to 14 employees. \& 324 \& 8529575 \& 194800 \& 48609 \& 3840 \& 419579 \& 120085 \& 117612 <br>
\hline \& Establishments with 15 to 19 employees. \& 189 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 344 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 106 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 55 \& 16431098 \& 908293 \& 247097 \& 15936 \& 1827716 \& 428619 \& 424922 <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 101 \& 734270 \& 39649 \& 16421 \& 1059 \& 92631 \& 40471 \& 39294 <br>
\hline \multirow[t]{14}{*}{42261} \& Plastics materials \& basic forms \& shapes whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 338 \& 14689127 \& 347971 \& 87185 \& 7095 \& 760560 \& 575413 \& 584774 <br>
\hline \& Establishments operated for the entire year \& 331 \& 14459617 \& 343855 \& 84880 \& 6820 \& 750637 \& 557308 \& 559555 <br>
\hline \& Establishments with no employees.. Establishments with 1 employee.... \& 52 \& - \& - \& - \& - \& D \& D \& D <br>
\hline \& Establishments with 2 employees... \& 20 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Establishments with 3 or 4 employees. \& 29 \& 333801 \& 6442 \& 1316 \& 99 \& 14414 \& 1491 \& 2429 <br>
\hline \& Establishments with 5 or 6 employees. \& 23 \& 361975 \& 6505 \& 1704 \& 126 \& 19427 \& 14358 \& 14300 <br>
\hline \& Establishments with 7 to 9 employees. \& 43 \& 965548 \& 16369 \& 4109 \& 348 \& 43058 \& 19573 \& 23233 <br>
\hline \& Establishments with 10 to 14 employees. \& 45 \& 1872294 \& 25581 \& 6391 \& 540 \& 62195 \& 30643 \& 32614 <br>
\hline \& Establishments with 15 to 19 employees. \& 27 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 55 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 27 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 10 \& 1983978 \& 81374 \& 20305 \& 1491 \& 159507 \& 212037 \& 200677 <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 7 \& 229510 \& 4116 \& 2305 \& 275 \& 9923 \& 18105 \& 25219 <br>
\hline \multirow[t]{14}{*}{422610} \& Plastics materials \& basic forms \& shapes whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ........ \& 338 \& 14689127 \& 347971 \& 87185 \& 7095 \& 760560 \& 575413 \& 584774 <br>
\hline \& Establishments operated for the entire year \& 331 \& 14459617 \& 343855 \& 84880 \& 6820 \& 750637 \& 557308 \& 559555 <br>

\hline \& Establishments with no employees.. Establishments with 1 employee.... \& 52 \& $$
\overline{\mathrm{D}}
$$ \& \[

\overline{\mathrm{D}}

\] \& \[

\overline{\mathrm{D}}
\] \& - \& - \& - \& D <br>

\hline \& Establishments with 2 employees... \& 20 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Establishments with 3 or 4 employees. \& 29 \& 333801 \& 6442 \& 1316 \& 99 \& 14414 \& 1491 \& 2429 <br>
\hline \& Establishments with 5 or 6 employees. \& 23 \& 361975 \& 6505 \& 1704 \& 126 \& 19427 \& 14358 \& 14300 <br>
\hline \& Establishments with 7 to 9 employees. \& 43 \& 965548 \& 16369 \& 4109 \& 348 \& 43058 \& 19573 \& 23233 <br>
\hline \& Establishments with 10 to 14 employees. \& 45 \& 1872294 \& 25581 \& 6391 \& 540 \& 62195 \& 30643 \& 32614 <br>
\hline \& Establishments with 15 to 19 employees. \& 27 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 55 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& 27 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 10 \& 1983978 \& 81374 \& 20305 \& 1491 \& 159507 \& 212037 \& 200677 <br>
\hline \& Establishments not operated for the entire year \& 7 \& 229510 \& 4116 \& 2305 \& 275 \& 9923 \& 18105 \& 25219 <br>
\hline
\end{tabular}

[^144]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^145]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 892 | 83944314 | 655953 | 171350 | 14691 | 1981725 | 2205866 | 2198570 |
|  | Establishments operated for the entire year | 860 | D | D | D | j | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee.... | 53 | 671931 | 3010 | 794 | 53 | 9525 | 20136 | 20634 |
|  | Establishments with 2 employees... | 67 | D | D | D | c | D | D | D |
|  | employees. | 123 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 126 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 104 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees. | 122 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 68 | 4964759 | 46255 | 11705 | 1133 | 129696 | 198199 | 218193 |
|  | Establishments with 20 to 49 employees. | 141 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 40 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more | 16 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 32 | D | D | D | c | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 865 | D | D | D | j | D | D | D |
|  | Establishments operated for the entire year | 839 | D | D | D | i | D | D |  |
|  | Establishments with no employees.. | 8 | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 50 65 | D | D | D | b | D | D | D |
|  | Establishments with 2 employees... |  | D | D | D | c | D | D | D |
|  | employees.................... | 119 | D | D | D | e | D | D | D |
|  | employees............. | 125 | D | D | D | $f$ | D | D | D |
|  | Establishments with 7 to 9 employees. | 102 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees. | 119 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 65 | D | D |  |  |  |  |  |
|  | Establishments with 20 to $49 \ldots$ | 65 | D |  | D | g | D | D | D |
|  | employees.................... | 140 | D | D | D | h | D | D | D |
|  | Establishments with 50 to 99 employees. | 39 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 15 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 26 | D | D | D | b | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 198 | D | D | D | h | D | D | D |
|  | Establishments operated for the entire year | 191 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. | $-$ | - | - | - | - | $\bigcirc$ | $\bigcirc$ | - |
|  | Establishments with 1 employee.... | 43 <br> 22 | D | ${ }_{\text {D }}^{\text {D }}$ | ${ }_{\text {D }}^{\text {D }}$ | b | ${ }_{\text {D }}^{\text {D }}$ | D | ${ }_{\text {D }}$ |
|  | Establishments with 3 or 4 employees. | 22 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 20 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 28 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees | 14 | D | D | D | c | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots$ | 14 | D | D | D | c | D | D | D |
|  | employees..................... | 23 | D | D | D | $f$ | D | D | D |
|  | Establishments with 50 to 99 employees. | 6 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ |  | D | D | D | b | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422810 | Beer \& ale whsle <br> All establishments $\qquad$ | 28 | D | D | D | h | D | D | D |
|  | Establishments operated for the entire year | 28 | D | D | D | h | D | D |  |
|  |  |  | D | D | D | h |  |  | D |
|  | Establishments with 1 employee.... | - | - | - | - | - | - | - |  |
|  | Establishments with 2 employees... | - | - | - | - | - | - | - |  |
|  | Establishments with 3 or 4 |  |  |  |  |  |  |  |  |
|  | employees.................. | - | - | - | - | - | - | - | - |
|  | employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................. | - | - | - | - | - | - | - | - |
|  | employees. ................... | 3 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees............... | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 5 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more | 12 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 133 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Establishments operated for the entire year | 132 | D | D | D | h | D | D | D |
|  | Establishments with no employees. . | - | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 5 6 | D | D | D | a | D | D | D |
|  | . <br> Establishments with 3 or 4 |  |  | D |  | b |  | D | D |
|  | employees. <br> Establishments with 5 or 6 | 16 | D | D | D | b | D | D | D |
|  | employees................... | 21 | 529317 | 10064 | 2257 | 116 | 85986 | 12500 | 16100 |
|  | Establishments with 7 to 9 employees. | 17 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 18 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 5 |  |  |  |  |  |  |  |
|  | employees........................... | 5 | D | D | D | b | D | D | D |
|  | employees. | 27 | D | D | D | f | D | D | D |
|  | employees. . . . . . . . . . . . . . . . . . | 10 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 7 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 1 | D | D | D | a | D | D | D |
| 422820 | Wine \& distilled alcoholic beverage whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 133 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Establishments operated for the entire year | 132 | D | D | D | h | D | D | D |
|  | Establishments with no employees. <br> Establishments with 1 employee . | - | - | - | - | - | - | - | D |
|  |  | 5 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees. | 6 | D | D | D | a | D | D | D |
|  | employees. Establishments with 5 or 6 employees. | 16 | D | D | D | b | D | D | D |
|  |  | 21 | 529317 | 10064 | 2257 | 116 | 85986 | 12500 | 16100 |
|  | Establishments with 7 to 9 employees. | 17 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 18 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. |  |  | D | D | c | D | D | D |
|  |  | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 27 | D | D | D | f | D | D | D |
|  | Establishments with 50 to 99 employees. Establishments with 100 employees or more $\qquad$ |  |  |  |  |  |  |  |  |
|  |  | 10 | D | D | D | f | D | D | D |
|  |  | 7 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 1 | D | D | D | a | D | D | D |

[^146]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 133 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Establishments operated for the entire year $\qquad$ | 132 | D | D | D | h | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee. | $\stackrel{-}{5}$ | - | - | - | - | - | - | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 6 | D | D | D | a | D |  | D |
|  | Establishments with 3 or 4 employees. | 16 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 21 | 529317 | 10064 | 2257 | 116 | 85986 | 12500 | 16100 |
|  | Establishments with 7 to 9 employees. | 17 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 18 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 27 | D | D | D | f | D | D | D |
|  | Establishments with 50 to 99 employees. | 10 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 7 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 1 | D | D | D | a | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1936 | D | D | D | 1 | D | D | D |
|  | Establishments operated for the entire year $\qquad$ | 1812 | D | D | D | I | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | $\begin{aligned} & 126 \\ & 141 \end{aligned}$ | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 355 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 244 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees. | 260 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees. | 213 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 93 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 191 | D | D | D | i | D | D | D |
|  | Establishments with 50 to 99 employees. | 101 | D | D | D | i | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 88 | D | D | D | k | D | D | D |
|  | Establishments not operated for the entire year. | 124 | D | D | D | f | D | D | D |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  | Establishments operated for the entire year | 689 | 18698208 | 765850 | 208586 | 14580 | 1686089 | 836977 | 862660 |
|  | Establishments with no employees.. | 24 | $4264 \overline{2}$ | $116 \overline{7}$ | 223 | 24 | $409 \overline{4}$ | 4838 | 4285 |
|  | Establishments with 2 employees... | 41 | 209450 | 1169 3169 | 813 | 82 |  | 41838 11378 | 41285 11240 |
|  | Establishments with 3 or 4 employees. | 157 | 521931 | 17988 | 3959 | 557 | 50503 | 55093 | 52771 |
|  | Establishments with 5 or 6 employees. | 135 | 867021 | 22689 | 5440 | 733 | 59293 | 64369 | 61428 |
|  | Establishments with 7 to 9 employees. | 125 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees. | 95 | 1544820 | 37597 | 10414 | 1089 | 118250 | 118490 | 123495 |
|  | Establishments with 15 to 19 employees. | 29 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 41 | D | D | D | g | D | D | D |
|  | Establishments with 50 to $99 . \ldots$ | 41 | D | D | D | g | D | D | D |
|  | employees. | 20 | 3808557 | 89226 | 20329 | 1455 | 151516 | 65807 | 67310 |
|  | Establishments with 100 employees or more $\qquad$ | 22 | 8899924 | 492572 | 143381 | 7997 | 1045813 | 208193 | 220480 |
|  | Establishments not operated for the entire year. $\square$ | 29 | $90700$ | $2794$ | $1063$ | 143 | 12129 | 9906 | 9775 |

[^147]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  | Establishments operated for the entire year | 689 | 18698208 | 765850 | 208586 | 14580 | 1686089 | 836977 | 862660 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | 24 | 42642 | 1167 | 223 | 24 | 4094 | 4838 | 4285 |
|  | Establishments with 2 employees... | 41 | 209450 | 3169 | 813 | 82 | 6939 | 11378 | 11240 |
|  | Establishments with 3 or 4 employees. | 157 | 521931 | 17988 | 3959 | 557 | 50503 | 55093 | 52771 |
|  | Establishments with 5 or 6 employees. | 135 | 867021 | 22689 | 5440 | 733 | 59293 | 64369 | 61428 |
|  | Establishments with 7 to 9 employees. | 125 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees. | 95 | 1544820 | 37597 | 10414 | 1089 | 118250 | 118490 | 123495 |
|  | Establishments with 15 to 19 employees. | 29 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 41 | D | D | D | g | D | D | D |
|  | Establishments with 50 to 99 employees. | 20 | 3808557 | 89226 | 20329 | 1455 | 151516 | 65807 | 67310 |
|  | Establishments with 100 employees or more $\qquad$ | 22 | 8899924 | 492572 | 143381 | 7997 | 1045813 | 208193 | 220480 |
|  | Establishments not operated for the entire year | 29 | 90700 | 2794 | 1063 | 143 | 12129 | 9906 | 9775 |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |  |  |
|  | All establishments | 510 | 3131362 | 175680 | 47898 | 5749 | 432124 | 307739 | 315598 |
|  | Establishments operated for the entire year | 491 | 3069121 | 173839 | 47155 | 5645 | 422676 | 300337 | 314055 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 13 | $13838^{-}$ | 534 | $8{ }^{-}$ | $1{ }^{-}$ | 1602 | 2133 | 1274 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 27 | 45382 | 1673 | 365 | 54 | 4211 | 7300 | 7120 |
|  | Establishments with ${ }_{\text {en }}$ or $4 \ldots \ldots \ldots .$. | 122 | 284917 | 13855 | 3005 | 437 | 39051 | 36036 | 35859 |
|  | Establishments with 5 or 6 employees. | 108 | 326688 | 16192 | 3701 | 586 | 38261 | 40054 | 40666 |
|  | Establishments with 7 to 9 employees. | 97 | 457123 | 22297 | 4997 | 757 | 53924 | 61045 | 64427 |
|  | Establishments with 10 to 14 employees. | 65 | 496229 | 22261 | 6090 | 749 | 60144 | 54716 | 61012 |
|  | Establishments with 15 to 19 employees. | 20 | 186606 | 10106 | 2669 | 335 | 22108 | 24832 | 27369 |
|  | Establishments with 20 to 49 employees. | 25 | 570468 | 21529 | 5617 | 696 | 57561 | 54618 | 59176 |
|  | Establishments with 50 to 99 employees. | 4 | 72900 | 10020 | 3225 | 287 | 18877 | 16450 | 13904 |
|  | Establishments with 100 employees or more $\qquad$ | 10 | 614970 | 55372 | 17402 | 1731 | 126937 | 3153 | 3248 |
|  | Establishments not operated for the entire year $\qquad$ | 19 | 62241 | 1841 | 743 | 104 | 9448 | 7402 | 1543 |
| 4229102 | Farm supplies—whsle distributors |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 208 | 15657546 | 592964 | 161751 | 8974 | 1266094 | 539144 | 556837 |
|  | Establishments operated for the entire year | 198 | 15629087 | 592011 | 161431 | 8935 | 1263413 | 536640 | 548605 |
|  | Establishments with no employees. . Establishments with 1 employee.... | $1{ }_{11}$ | 28804 | $633^{-}$ | 139 | 11 | 2492 | 2705 | 3011 |
|  | Establishments with 2 employees... | 14 | 164068 | 1496 | 448 | 28 | 2728 | 4078 | 4120 |
|  | Establishments with 3 or 4 employees. | 35 | 237014 | 4133 | 954 | 120 | 11452 | 19057 | 16912 |
|  | Establishments with 5 or 6 employees. | 27 | 540333 | 6497 | 1739 | 147 | 21032 | 24315 | 20762 |
|  | Establishments with 7 to 9 employees. | 28 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 30 | 1048591 | 15336 | 4324 | 340 | 58106 | 63774 | 62483 |
|  | Establishments with 15 to 19 employees. | 9 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 16 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 16 | 3735657 | 79206 | 17104 | 1168 | 132639 | 49357 | 53406 |
|  | Establishments with 100 employees or more $\qquad$ | 12 | 8284954 | 437200 | 125979 | 6266 | 918876 | 205040 | 217232 |
|  | Establishments not operated for the entire year | 10 | $28459$ | $953$ | $320$ | $39$ | $2681$ | 2504 | 8232 |

[^148]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42295 | Paint, varnish, \& supplies whsle <br> All establishments | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Establishments operated for the entire year $\qquad$ | 345 | 2983836 | 183551 | 44213 | 4470 | 555265 | 208915 | 217012 |
|  | Establishments with no employees. Establishments with 1 employee... | 21 |  |  |  | 21 | 2497 | 321 | 416 |
|  | Establishments with 2 employees... | 21 | 13123 22116 | 1363 | 343 | 42 | 4033 | 2027 | 2019 |
|  | Establishments with 3 or 4 employees. | 88 | 159900 | 10055 | 2597 | 308 | 26657 | 13576 | 13700 |
|  | Establishments with 5 or 6 employees. | 45 | 94942 | 7415 | 1759 | 242 | 20893 | 11979 | 12209 |
|  | Establishments with 7 to 9 employees. | 61 | 271723 | 13285 | 3171 | 474 | 44694 | 26349 | 28443 |
|  | Establishments with 10 to 14 employees. | 54 | 330017 | 19513 | 4572 | 624 | 67474 | 30394 | 31709 |
|  | Establishments with 15 to 19 employees. | 12 | 158799 | 4883 | 1378 | 202 | 14401 | 11066 | 11427 |
|  | Establishments with 20 to 49 employees. | 29 | 809757 | 45432 | 10009 | 883 | 100640 | 39242 | 41644 |
|  | Establishments with 50 to 99 employees. | 8 | 218732 | 20141 | 4604 | 548 | 41241 | 23735 | 23666 |
|  | or more . . . . . . . . . . . . . . . . | 6 | 904127 | 60521 | 15543 | 1126 | 232735 | 50226 | 51779 |
|  | Establishments not operated for the entire year $\qquad$ | 11 | 3523 | 498 | 120 | 18 | 1448 | 337 | 385 |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Establishments operated for the entire year | 345 | 2983836 | 183551 | 44213 | 4470 | 555265 | 208915 | 217012 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 21 | 13723 | 943 | 237 | 21 | 2497 | 321 | 416 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 21 | 22116 | 1363 | 343 | 42 | 4033 | 2027 | 2019 |
|  | Establishments with 3 or 4 employees. <br> Establishmen | 88 | 159900 | 10055 | 2597 | 308 | 26657 | 13576 | 13700 |
|  | employees. | 45 | 94942 | 7415 | 1759 | 242 | 20893 | 11979 | 12209 |
|  | Establishments with 7 to 9 employees. | 61 | 271723 | 13285 | 3171 | 474 | 44694 | 26349 | 28443 |
|  | Establishments with 10 to 14 employees. | 54 | 330017 | 19513 | 4572 | 624 | 67474 | 30394 | 31709 |
|  | Establishments with 15 to 19 employees. | 12 | 158799 | 4883 | 1378 | 202 | 14401 | 11066 | 11427 |
|  | Establishments with 20 to 49 employees. | 29 | 809757 | 45432 | 10009 | 883 | 100640 | 39242 | 41644 |
|  | Establishments with 50 to 99 employees. | 8 | 218732 | 20141 | 4604 | 548 | 41241 | 23735 | 23666 |
|  | Establishments with 100 employees or more $\qquad$ | 6 | 904127 | 60521 | 15543 | 1126 | 232735 | 50226 | 51779 |
|  | Establishments not operated for the entire year $\qquad$ | 11 | 3523 | 498 | 120 | 18 | 1448 | 337 | 385 |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Establishments operated for the entire year | 345 | 2983836 | 183551 | 44213 | 4470 | 555265 | 208915 | 217012 |
|  | Establishments with no employees. . Establishments with 1 employee. | 21 |  | $94{ }^{-}$ | 237 | 21 | 2497 | 321 | 416 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 21 | 22116 | 1363 | 343 | 42 | 4033 | 2027 | 2019 |
|  | Establishments with 3 or 4 employees. | 88 | 159900 | 10055 | 2597 | 308 | 26657 | 13576 | 13700 |
|  | Establishments with 5 or 6 employees. | 45 | 94942 | 7415 | 1759 | 242 | 20893 | 11979 | 12209 |
|  | Establishments with 7 to 9 employees. | 61 | 271723 | 13285 | 3171 | 474 | 44694 | 26349 | 28443 |
|  | Establishments with 10 to 14 employees. | 54 | 330017 | 19513 | 4572 | 624 | 67474 | 30394 | 31709 |
|  | Establishments with 15 to 19 employees. | 12 | 158799 | 4883 | 1378 | 202 | 14401 | 11066 | 11427 |
|  | Establishments with 20 to 49 employees. | 29 | 809757 | 45432 | 10009 | 883 | 100640 | 39242 | 41644 |
|  | Establishments with 50 to 99 employees. | 8 | 218732 | 20141 | 4604 | 548 | 41241 | 23735 | 23666 |
|  | Establishments with 100 employees or more | 6 | 904127 | 60521 | 15543 | 1126 | 232735 | 50226 | 51779 |
|  | Establishments not operated for the entire year $\qquad$ | 11 | 3523 | 498 | 120 | 18 | 1448 | 337 | 385 |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 114 | D | D | D | h | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42299 | Other miscellaneous nondurable goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 108 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. <br> Establishments with 1 employee.. | $\overline{7}$ | - | D | - | a | $\overline{\text { D }}$ | - | D |
|  | Establishments with 2 employees... | 13 | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | 19 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 10 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 | 12 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 7 | D | D | D | b | D | D | D |
|  | employees. | 8 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 16 | D | D | D | f | D | D | D |
|  | Establishments with 50 to 99 employees. | 8 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 8 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 6 | D | D | D | b | D | D | D |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 114 | D | D | D | h | D | D | D |
|  | Establishments operated for the entire year | 108 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. | 108 | - | - | - | h | - | - | D |
|  | Establishments with 1 employee.... | 7 13 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 13 | D | D | D | b | D | D | D |
|  | employees. $\qquad$ <br> Establishments with 5 or 6 | 19 | D | D | D | b | D | D | D |
|  | employees.................... | 10 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 12 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees. | 8 | D | D | D | c | D | D | D |
|  | employees............... | 16 | D | D | D | f | D | D | D |
|  | Establishments with 50 to 99 employees. | 8 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 8 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year. | 6 | D | D | D | b | D | D | D |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Establishments operated for the entire year | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | - |
|  | Establishments with 1 employee.... | - | - | - | - | - | - | - | - |
|  | Establishments with 3 or 4 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 | 1 | D |  |  |  |  |  |  |
|  | employees. Establishments with 10 to 14 | 1 | D | D | D | a | D | D | D |
|  | employees..................... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | 6 | 250358 | 6158 | 1542 | 192 | 13984 | 6245 | 7064 |
|  | Establishments with 50 to $99 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees..................... | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 3 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 8 | 630129 | 38929 | 10597 | 648 | 84433 | 12259 | 20528 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline \multirow{31}{*}{421} \& AGENTS, BROKERS, AND COMMISSION MERCHANTS \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& '47835 \& 「467 651822 \& r10 630348 \& '2403680 \& r283 257 \& 19435703 \& 579825 \& 642529 \\
\hline \& Establishments operated for the entire year \& \& 448781576 \& \& \& \& \& \& \\
\hline \& \begin{tabular}{l}
year \\
Establishments with no employees. . \\
Establishments with 1 employee...
\end{tabular} \& 13664 \& 448781576
D
D
D \&  \& 2326833
D
D \& 272235
\(a\)
\(j\) \& 18653248
D
D

D \& 578133
D
D
d \& 631697
D
D <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 8308 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& employees..................... \& 8306 \& 47666092 \& 1298808 \& 289206 \& 28201 \& 2464314 \& 54512 \& 61434 <br>
\hline \& Establishments with 5 or 6 employees. \& 4087 \& 39002796 \& 1089020 \& 244485 \& 22142 \& 1984050 \& 56954 \& 57651 <br>
\hline \& Establishments with 7 to 9 employees. \& 2805 \& 37588829 \& 1106961 \& 243635 \& 21943 \& 1954699 \& 66095 \& 81014 <br>
\hline \& Establishments with 10 to 14 employees. \& 2001 \& 40738200 \& 1136559 \& 255914 \& 23202 \& 1979172 \& 80662 \& 88149 <br>
\hline \& Establishments with 15 to 19 employees. \& 880 \& 33423085 \& 651515 \& 149996 \& 14562 \& 1098944 \& 60286 \& 62414 <br>
\hline \& Establishments with 20 to 49 employees. \& 1390 \& 61257497 \& 1369169 \& 315104 \& 40584 \& 2423899 \& 110764 \& 115248 <br>
\hline \& Establishments with 50 to 99 employees. \& 302 \& 25127859 \& 570732 \& 133942 \& 20136 \& 1082979 \& 64491 \& 83003 <br>
\hline \& Establishments with 100 employees or more \& 274 \& 106789066 \& 1615539 \& 385043 \& 71185 \& 2839966 \& 33958 \& 33956 <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 5793 \& 18870246 \& 383790 \& 76847 \& 11022 \& 782455 \& 1692 \& 10832 <br>
\hline \& Wholesale trade, durable goods \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& '32 022 \& '257 371090 \& '6 770114 \& r1521895 \& '162 155 \& 12275926 \& 433137 \& 471467 <br>
\hline \& Establishments operated for the entire \& \& \& \& \& \& \& \& <br>
\hline \& year . ${ }_{\text {Establishments with no }}$ \& 28616
12 \& 250597216 \& 6597688 \& 488248 \& 158511
a \& 11925320 \& 432143 \& 469176 <br>
\hline \& Establishments with 1 employee.... \& 9177 \& D \& D \& \& i \& D \& D \& D <br>
\hline \& Establishments with 2 employees... \& 5703 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& employees. . . . . . . . . . . . . . . . . . . . . . \& 5950 \& 32508079 \& 967281 \& 213472 \& 20223 \& 1799369 \& 37031 \& 37954 <br>
\hline \& Establishments with 5 or 6 employees. \& 2989 \& 26295213 \& 829097 \& 186473 \& 16195 \& 1477991 \& 40565 \& 42248 <br>
\hline \& Establishments with 7 to 9 . \& \& 26205213 \& 829 \& 186 \& 16 \& 1477 \& \& <br>
\hline \& employees............ \& 2109 \& 26685422 \& 875972 \& 192003 \& 16447 \& 1525748 \& 55339 \& 70046 <br>
\hline \& employees. \& 1379 \& 25211040 \& 849348 \& 193759 \& 15953 \& 1447491 \& 63147 \& 68171 <br>
\hline \& Establishments with 15 to 19 employees. \& 490 \& 13995579 \& 442207 \& 101029 \& 8082 \& 734814 \& 49420 \& 50959 <br>
\hline \& Establishments with 20 to 49 employees. \& 558 \& 26722254 \& 760053 \& 177240 \& 15709 \& \& 87920 \& 86771 <br>
\hline \& Establishments with 50 to $99 \cdots \cdots$ \& \& \& \& \& 15700 \& 1315816 \& 87920 \& 86771 <br>

\hline \& | employees. |
| :--- |
| Establishment........................ | \& 109 \& 6994662 \& 225334 \& 53126 \& 7404 \& 422025 \& 46609 \& 62565 <br>

\hline \& Establishments with 100 employees or more $\qquad$ \& 140 \& 56093321 \& 660895 \& 155294 \& 37915 \& 1242940 \& 14135 \& 14386 <br>
\hline \& Establishments not operated for the entire year \& 3406 \& 6773874 \& 172426 \& 33647 \& 3644 \& 350606 \& 994 \& 2291 <br>
\hline \multirow[t]{15}{*}{4211} \& Motor vehicle \& motor vehicle parts \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 1810 \& 175470396 \& r937 928 \& r213 493 \& 45938 \& 1828337 \& 47179 \& 50185 <br>
\hline \& Establishments operated for the entire year \& 1597 \& 74819528 \& 925745 \& 211327 \& 45548 \& 1803315 \& 47159 \& 50172 <br>
\hline \& Establishments with no employees.. \& 1 \& 1537 D \& D \& D \& a \& - 7 \& D \& D <br>

\hline \& \& $$
\begin{aligned}
& 463 \\
& 244
\end{aligned}
$$ \& \[

$$
\begin{array}{r}
1537209 \\
\text { D }
\end{array}
$$
\] \& 30322

D \& 6611
D \& 463
$e$ \& 57787
D \& 818
D \& 1243 <br>

\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& $$
244
$$ \& D \& D \& \& \& D \& D \& D <br>

\hline \& employees. \& 257 \& 2920882 \& 56895 \& 12119 \& 874 \& 110107 \& 2568 \& 3386 <br>
\hline \& Establishments with 5 or 6 employees. \& 141 \& 2399758 \& 46163 \& 10987 \& 765 \& 87417 \& 1114 \& 1027 <br>
\hline \& Establishments with 7 to 9 employees. \& 101 \& 2698017 \& 55576 \& 13240 \& 798 \& 96320 \& 2012 \& 2129 <br>
\hline \& Establishments with 10 to 14 employees. \& 87 \& 1862202 \& \& 10860 \& 1001 \& 88617 \& 3771 \& 4232 <br>
\hline \& Establishments with 15 to 19 employees. \& 87
40 \& 1862 \& [ \& D \& f \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 90 \& 5317026 \& 87968 \& 18851 \& 2894 \& 165583 \& 24594 \& 23786 <br>
\hline \& Establishments with 50 to 99 employees. \& 49 \& 3500056 \& 53364 \& 12420 \& 3438 \& 108441 \& 1734 \& 2511 <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& 124 \& 52049695 \& 490309 \& 115296 \& 34154 \& 987337 \& 6836 \& 8278 <br>
\hline \& Establishments not operated for the entire year \& 213 \& 650868 \& 12183 \& 2166 \& 390 \& 25022 \& 20 \& 13 <br>
\hline \multirow[t]{7}{*}{42111} \& Automobile \& other motor vehicle whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 630 \& r58 536229 \& 「582 615 \& r134 698 \& 40663 \& 1202452 \& 22706 \& 26216 <br>
\hline \& Establishments operated for the entire year \& 534 \& 58174465 \& 576130 \& 133722 \& 40390 \& 1188693 \& \& <br>
\hline \& Establishments with no employees.. \& 1 \& D \& D \& D \& a \& D \& D \& D <br>
\hline \& Establishments with 1 employee.... \& 120 \& 344874 \& 5197 \& 1125 \& 120 \& 11328 \& 235 \& 590 <br>
\hline \& Establishments with 2 employees... \& 43 \& \& \& \& b \& D \& D \& D <br>
\hline \& Establishments with 3 or 4 employees. \& \& 316176 \& \& \& \& 16157 \& 870 \& 1382 <br>
\hline
\end{tabular}

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^149]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^150]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributorsCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year-Con. <br> Establishments with 7 to 9 employees. $\qquad$ <br> Establishments with 10 to 14 | 34 | 1226364 | 23223 | 5304 | 271 | 35139 | 266 | 202 |
|  | Establishments with 10 to 14 employees. | 23 | 533627 | 14339 | 3001 | 264 | 25758 | 731 | 748 |
|  | Establishments with 15 to 19 employees. | 9 | 250911 | 9735 | 1641 | 149 | 16049 | - | - |
|  | Establishments with 20 to 49 employees. | 10 | 894680 | 14834 | 3323 | 305 | 26216 | 10966 | 9163 |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - |  | - | _ | - | - | - | - |
|  | Establishments not operated for the entire year. | 47 | 151817 | 2479 | 807 | 63 | 4527 | 19 | - |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |
|  | All establishments . | 669 | 11883075 | 241158 | 53861 | 3097 | 420147 | 9889 | 10820 |
|  | Establishments operated for the entire year | 615 | 11764994 | 238251 | 53481 | 3044 | 414149 | 9889 | 10820 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 202 | $898 \quad 236$ | 18909 | $420 \overline{7}$ | 202 | 32296 | 309 | 352 |
|  | Establishments with 2 employees.... | 120 | D | D | D | c | - | D | D |
|  | employees. | 119 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 64 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 41 | D | D | D | e | D | D | D |
|  | Establishments with 10 to 14 employees. | 32 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 11 | 962729 | 19760 | 3913 | 186 | 31000 | 547 | 670 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees. | 20 | 1746506 | 40257 | 8381 | 543 | 70123 | 3437 | 3499 |
|  | employees.................... | 5 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 54 | 118081 | 2907 | 380 | 53 | 5998 | - | - |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 65 | 220708 | 6207 | 1424 | 148 | 13559 | 753 | 937 |
|  | Establishments operated for the entire year | 53 | 208852 | 5934 | 1421 | 147 | 12919 | 753 | 937 |
|  | Establishments with no employees. . Establishments with 1 employee. . | $2 \overline{-}$ | $\overline{\mathrm{D}}$ | - | - | - | - | D | D |
|  | Establishments with 2 employees... | 8 | 16166 | 337 | 71 | 16 | 923 | D | - |
|  | Establishments with 3 or 4 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | _ | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. $\qquad$ | 12 | 11856 | 273 | 3 | 1 | 640 | - | - |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 51 | 183557 | 6256 | 1334 | 169 | 12286 | 802 | 886 |
|  | Establishments operated for the entire year | 47 | 176207 | 6217 | 1334 | 169 | 12188 | 802 | 886 |
|  | Establishments with no employees. Establishments with 1 employee.... | 16 | $\overline{\mathrm{D}}$ | - | - | - | D | - | D |
|  | Establishments with 2 employees... | 9 | D | D | D | a | D | D | D |
|  | Establishments with 3 or 4 employees. | 11 | 39143 | 1561 | 327 | 36 | 2850 | 20 | 21 |
|  | Establishments with 5 or 6 employees. |  | $18108$ | $1106$ |  | 22 |  |  | - |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42113 | Tire \& tube whsle-Con. <br> Establishments operated for the entire year-Con. |  |  |  |  |  |  |  |  |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\square$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 4 | 7350 | 39 | - | - | 98 | - | - |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 51 | 183557 | 6256 | 1334 | 169 | 12286 | 802 | 886 |
|  | Establishments operated for the entire year | 47 | 176207 | 6217 | 1334 | 169 | 12188 | 802 | 886 |
|  | Establishments with no employees.. Establishments with 1 employee.... | $1{ }^{-1}$ | - | - | - | - | D | - | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 9 | D | D | D | a | D | D | D |
|  | Employees.................. | 11 | 39143 | 1561 | 327 | 36 | 2850 | 20 | 21 |
|  | Establishments with 5 or 6 employees. | 4 | 18108 | 1106 | 251 | 22 | 2074 | - | - |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | - | - | - | - | - | - | - | - |
|  | or more ................. | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 4 | 7350 | 39 | - | - | 98 | - | - |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 2849 | 14278989 | 398144 | 92024 | 9253 | 807053 | 15140 | 16594 |
|  | Establishments operated for the entire year | 2562 | 13783929 | 386017 | 89901 | 9014 | 779170 | 15140 | 16581 |
|  | Establishments with no employees.. |  | D | D |  |  | 117 D | D | D |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 1038 618 | 2483713 | 51929 D | 11546 D | 1038 g | 117155 | 1669 D | 2020 |
|  | Establishments with 3 or 4 employees. | 466 | 2647720 | 67948 | 14888 | r 1575 | 139368 | 2072 | 2329 |
|  | Establishments with 5 or 6 employees. | 180 | 1482131 | 44173 | 9763 | 970 | 87092 | 943 | 1032 |
|  | Establishments with 7 to 9 employees. | 110 | 1161484 | 42217 | 9269 | 846 | 79599 | 1911 | 2041 |
|  | Establishments with 10 to 14 employees. | 65 | 1212202 | 33790 | 8802 | 750 | 63538 | 466 | 346 |
|  | Establishments with 15 to 19 employees. | 30 | 899808 | 18120 | 3959 | 496 | 32617 | 3555 | 4602 |
|  | Establishments with 20 to 49 employees. | 43 | 1172983 | 41131 | 11721 | 1286 | 86890 | 1322 | 1482 |
|  | Establishments with 50 to 99 employees. | 10 | D | D | D | f | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 287 | 495060 | 12127 | 2123 | 239 | 27883 | - | 13 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1570 | 7397432 | 216906 | 52079 | 4951 | 434452 | 7544 | 7693 |
|  | Establishments operated for the entire year | 1410 | 7135124 | 209870 | 50972 | 4830 | 418384 | 7544 | 7680 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | 597 | 1540050 | $3165 \overline{9}$ |  | 597 | $69439$ | $610^{-}$ | 714 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 341 | 1173551 | 28812 | 6432 | 682 | 57065 | 686 | 141 |
|  | employees. <br> Establishments with 5 or 6 | 241 | 1287344 | 33562 | 7802 | 804 | 65975 | 1228 | 1401 |
|  | employees. | 95 | 696239 | 22251 | 5287 | 514 | 42806 | 446 | 497 |
|  | Establishments with 7 to 9 employees. |  |  |  |  |  |  | 499 | 761 |

[^151]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212204 | Other home furnishings whsleCon. <br> Establishments operated for the entire year-Con. <br> Establishments with 100 employees or more $\qquad$ <br> Establishments not operated for the entire year. $\qquad$ | 62 | D | D | D | b | D | D | D |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1397 | 6492752 | 169286 | 35851 | 3765 | 312694 | 13645 | 16535 |
|  | Establishments operated for the entire year Establishments with no employees. . | 1237 | 6191804 | 163238 | 34932 | 3642 | 300215 | 13645 | 16489 |
|  | Establishments with 1 employee.... | 489 | 1043965 | 24473 | 5058 | 489 | 49069 | 219 | 164 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 293 | 959032 | 24466 | 5314 | 586 | 46894 | 492 | 210 |
|  | employees. <br> Establishments with 5 or 6 | 257 | 1384420 | 36976 | 8211 | 866 | 68620 | 2464 | 1438 |
|  | employees. <br> Establishments with 7 to 9 | 104 | 1075739 | 29023 | 6201 | 564 | 51389 | 5813 | 4637 |
|  | employees. <br> Establishments with 10 to 14 | 50 | 497559 | 16062 | 3406 | 385 | 27331 | 3238 | 7742 |
|  | employees. <br> Establishments with 15 to 19 | 28 | 733768 | 17443 | 3645 | 320 | 32206 | 874 | 1851 |
|  | employees.................... | 6 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 9 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 160 | 300948 | 6048 | 919 | 123 | 12479 | - | 46 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 630 | 3768321 | 82730 | 17369 | 1732 | 152102 | 11178 | 14273 |
|  | Establishments operated for the entire year | 559 | 3596404 | 79592 | 17005 | 1679 | 145464 | 11178 | 14262 |
|  | Establishments with no employees.. |  |  |  | 2065 | $210^{-}$ |  | $6 \overline{6}$ | 40 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 130 | 549308 | 12086 | 2614 | 260 | 22886 | 352 | 113 |
|  | employees. | 122 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to 9 | 53 | 652782 | 14923 | 3227 | 288 | 25110 | 5367 | 4138 |
|  | employees.................. | 22 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 13 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 71 | 171917 | 3138 | 364 | 53 | 6638 | 11 |  |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 630 | 3768321 | 82730 | 17369 | 1732 | 152102 | 11178 | 14273 |
|  | Establishments operated for the entire year | 559 | 3596404 | 79592 | 17005 | 1679 | 145464 | 11178 | 14262 |
|  | Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 | 210 | $\begin{aligned} & 516 \\ & 5169 \\ & 549 \\ & \hline 608 \end{aligned}$ | $\begin{array}{lr} 10 & - \\ 12 & 086 \end{array}$ |  | - | - | - | 40113 |
|  |  | 130 |  |  | 2614 | 260 | 22886 | 352 |  |
|  | employees. Establishments with 5 or 6 | 122 | D | D | D | e | D | D | D |
|  | employees. <br> Establishments with 7 to 9 | 53 | 652782DDDD | 14923 | 3227 | 288 | 25110 | 5367 | 4138 |
|  | employees. | 22 |  | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 13 |  | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 5 |  | D | D | b | D | D | D <br> D - |
|  | Establishments with 20 to 49 employees. | 4 |  | D | D | c | D | D |  |
|  | Establishments with 50 to 99 employees. |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle-Con. <br> Establishments operated for the entire year-Con. <br> Establishments with 100 employees or more $\qquad$ <br> Establishments not operated for the entire year $\qquad$ | 71 | 171917 | 3138 | 364 | 53 | 6638 | - | 11 |
| 4213101 | Lumber without yard whsle <br> All establishments $\qquad$ | 160 | 780039 | 14626 | 2965 | 350 | 27048 | 445 | 673 |
|  | Establishments operated for the entire year Establishments with no employees. Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 | 133 - 65 30 | D <br>  <br> D | D <br> D <br> D | D <br>  <br> D <br> D | e <br> b <br> b | D <br> D <br> D | D <br>  <br> D | D <br>  <br> D |
|  |  | 21 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 8 | D | D | D | b | D | D | D |
|  | employees. | 4 | 55637 | 1164 | 262 | 30 | 1777 | - | 237 |
|  | employees. | 4 | D | D | D | b | D | D | D |
|  | employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | _ | - | - | - | - | - |
|  | Establishments not operated for the entire year | 27 | D | D | D | a | D | D | D |
| 4213102 | Lumber with yard whsle <br> All establishments | 4 | 34572 | 1160 | 292 | 37 | 2103 | 1131 | 1163 |
|  | Establishments operated for the entire year | 4 | 34572 | 1160 | 292 | 37 | 2103 | 1131 | 1163 |
|  | Establishments with no employees. . Establishments with 1 employee | - | - | - | - | - | - | - | - |
|  | Establishments with 2 employees.... | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with 5 or 6 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | - | - | - | - | - | - | - | - |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 466 | 2953710 | 66944 | 14112 | 1345 | 122951 | 9602 | 12437 |
|  | Establishments operated for the entire year | 422 | D | D | D | g | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee.... | $\stackrel{-}{145}$ |  | - | - | c | D | - | $\overline{\text { D }}$ |
|  | Establishments with 2 employees... | 100 | 455243 | 10206 | 2214 | 200 | 19187 | 300 | 87 |
|  | Establishments with 3 or 4 employees. | 101 | 622220 | 15791 | 3698 | 347 | 28817 | 1038 | 164 |
|  | Establishments with 5 or 6 employees. | 44 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 16 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 9 | 294289 | 6617 | 1218 | 98 | 13575 | 583 | 1620 |
|  | Establishments with 15 to 19 employees. | 3 | 24255 | 1878 | 474 | 50 | 2645 | 303 | 357 |
|  | Establishments with 20 to 49 employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ |  |  |  |  |  |  | _ | - |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle-Con. <br> Establishments not operated for the entire year. $\qquad$ | 44 | D | D | D | b | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments ..... | 171 | 418402 | 15423 | 3053 | 429 | 32849 | 1122 | 827 |
|  | Establishments operated for the entire year | 142 | 395473 | 14795 | 2992 | 414 | 31294 | 1122 | 827 |
|  | Establishments with no employees.. Establishments with 1 employee. | $6 \overline{6}$ | 66141 | $244 \overline{6}$ | 550 | $6 \overline{6}$ | 5753 | $2 \overline{6}$ | $\stackrel{-}{6}$ |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 33 | 57741 | 2149 | 415 | 66 | 4588 | 4 | 4 |
|  | employees. | 24 | 35326 | 1827 | 396 | 77 | 4375 | 629 | 451 |
|  | Establishments with or $\begin{aligned} & \text { employees................. }\end{aligned}$ | 12 | 135190 | 3312 | 655 | 68 | 7348 | 207 | 228 |
|  | Establishments with 7 to 9 employees. | 3 | 10000 | 907 | 200 | 23 | 1393 | 69 | 71 |
|  | Establishments with 10 to 14 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | - | _ | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | _ | _ | _ | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 29 | 22929 | 628 | 61 | 15 | 1555 | - | - |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 171 | 418402 | 15423 | 3053 | 429 | 32849 | 1122 | 827 |
|  | Establishments operated for the entire year | 142 | 395473 | 14795 | 2992 | 414 | 31294 | 1122 | 827 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 66 | 66141 | $244 \overline{6}$ | 550 | $6 \overline{6}$ | 5753 | $\stackrel{-}{6}$ | $\stackrel{-}{6}$ |
|  | Establishments with 2 employees.... | 33 | 57741 | 2149 | 415 | 66 | 4588 | 26 4 | 4 |
|  | Establishments with 3 or 4 employees. | 24 | 35326 | 1827 | 396 | 77 | 4375 | 629 | 451 |
|  | employees. | 12 | 135190 | 3312 | 655 | 68 | 7348 | 207 | 228 |
|  | Establishments with 7 to 9 employees. | 3 | 10000 | 907 | 200 | 23 | 1393 | 69 | 71 |
|  | Establishments with 10 to 14 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - |  | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 29 | 22929 | 628 | 61 | 15 | 1555 | - | - |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 74 | 75029 | 3643 | 757 | 120 | 8098 | 588 | 343 |
|  | Establishments operated for the entire year | 59 | D | D | D | c | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee.... | $3 \overline{-}$ | 27968 | 1237 | 267 | 33 | 2564 | $\stackrel{-}{19}$ | 12 |
|  | Establishments with 2 employees.... Establishments with 3 or 4 | 11 | 16252 | 758 | 147 | 22 | 1581 |  | - |
|  | Establishments with 3 or 4 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 3 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to $99 \cdots \cdots$ | - |  | - | - | - | - | - | - |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 15 |  |  | D | a | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213202 | Sand, gravel, \& stone whsle <br> All establishments | 38 | 117711 | 5191 | 916 | 139 | 10036 | 4 | 4 |
|  | Establishments operated for the entire year | 28 | D | D | D | c | D | D | D |
|  | Establishments with no employees.. | - |  | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | 11 | 7240 | 380 | 87 | 11 | 1032 | - |  |
|  | Establishments with 2 employees. | 7 | 10503 | 281 | 62 | 14 | 772 | 4 | 4 |
|  | Establishments with 3 or 4 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees................. | - | - | - | - | - | - | - | - |
|  | employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 10 | D | D | D | a | D | D | D |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 59 | 225662 | 6589 | 1380 | 170 | 14715 | 530 | 480 |
|  | Establishments operated for the entire year $\qquad$ | 55 | D | D | D | c | D | D | D |
|  | Establishments with no employees.. | $\frac{-}{2}$ | - | - | - | $\bigcirc$ |  | $\frac{-}{7}$ | $\frac{-}{4}$ |
|  | Establishments with 1 employee.... | 22 15 | 30933 30986 | 829 1110 | 196 | 22 30 | 2157 2235 | 7 | 4 |
|  | Establishments with 3 or 4 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 10 to 14 | 1 | D | D | D | a | D | D | D |
|  | employees................... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 50 to 99 | 1 | D | D | D | b | D | D | D |
|  | employees. . . . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 4 | D | D | D | a | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Establishments operated for the entire year | 271 | 1301209 | 36306 | 7628 | 720 | 64969 | 744 | 649 |
|  | Establishments with no employees. <br> Establishments with 1 employee. . | 120 | - | - | - | - | - | - | D |
|  | Establishments with 2 employees.... | 70 | 208550 | 5911 | 1277 | 140 | 10944 | 120 | 30 |
|  | Establishments with 3 or $4 \ldots \ldots . . .$. . | 42 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 18 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 12 | D | D | D | b | D | D | D |
|  | Establishments with 10 to $14 \ldots \ldots$ | 12 | D | D | D | b | D | D | D |
|  | employees.................... | 7 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to $99 \cdots$ |  |  |  |  |  |  | D | D |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 22 | 38325 | 644 | 79 | 12 | 1263 | - | 30 |

[^152]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Establishments operated for the entire year | 271 | 1301209 | 36306 | 7628 | 720 | 64969 | 744 | 649 |
|  | Establishments with no employees. Establishments with 1 employee.... | 120 70 | - ${ }^{\text {D }}$ | - | - | - | - | - | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 70 | 208550 | 5911 | 1277 | 140 | 10944 | 120 | 30 |
|  | employees...................... | 42 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 18 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 12 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees |  | - | - | - | - | - | - |  |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  | D |  |  |
|  | employees. Establishments with 50 to 99 | 2 | D | D | D | b | D | D | D |
|  | employees................... | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. | 22 | 38325 | 644 | 79 | 12 | 1263 | - | 30 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Establishments operated for the entire year | 271 | 1301209 | 36306 | 7628 | 720 | 64969 | 744 | 649 |
|  | Establishments with no employees.. Establishments with 1 employee... | 120 | $\overline{\text { D }}$ | - | - | - | - | $\overline{\text { D }}$ | D |
|  | Establishments with 2 employees... | 70 | 208550 | 5911 | 1277 | 140 | 10944 | 120 | 30 |
|  | Establishments with 3 or 4 employees. | 42 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 18 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 12 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | _ | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 22 | 38325 | 644 | 79 | 12 | 1263 | - | 30 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 303 | 966495 | 34183 | 7722 | 872 | 61511 | 601 | 756 |
|  | Establishments operated for the entire year $\qquad$ | 265 | 898718 | 32545 | 7307 | 829 | 58488 | 601 | 751 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | 93 | $\overline{\mathrm{D}}$ | - | - | b | - | $\overline{\text { D }}$ | $\overline{\text { D }}$ |
|  | Establishments with 2 employees... | 60 | 143433 | 4320 | 1008 | 120 | 8476 | 16 | 63 |
|  | Establishments with 3 or 4 employees. | 69 | 269221 | 9772 | 2195 | 233 | 17744 | 299 | 207 |
|  | Establishments with 5 or 6 employees. | 21 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 . ${ }^{\text {a }}$. |  |  |  | D | c | D |  |  |
|  | employees.................... | 13 | 75459 | 3779 | 812 | 104 | 5971 | 43 | 206 |
|  | employees.................... | 6 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  | D | a | D | D | D |
|  | employees................... | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  |  |  |  |  |  |  |  |  |  |
|  | Establishments not operated for the entire year. | 38 | 67777 | 1638 | 415 | 43 | 3023 | - | 5 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^153]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |
|  | Establishments operated for the entire year | 617 | 7002593 | 206135 | 50389 | 3417 | 347208 | 16117 | 6781 |
|  | Establishments with no employees.. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 216 | 366516 | 12489 | 2625 | 216 | 23839 | 110 | 91 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 93 | 249289 | 9582 | 2186 | 186 | 17149 | 102 | 94 |
|  | employees. <br> Establishments with 5 or 6 | 123 | 958435 | 19873 | 4503 | 425 | 36065 | 942 | 678 |
|  | Establishments with 5 or 6 employees. | 65 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 49 | D | D | D | e | D | D | D |
|  | Establishments with 10 to 14 employees. | 27 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 12 | 357601 | 10560 | 2625 | 197 | 19567 | 3482 | 928 |
|  | Establishments with 20 to 49 employees. | 24 | 357601 1284349 | 43520 | 12395 | 647 | 75252 | 6032 | 1314 |
|  |  |  | 1284340 |  | 12395 |  | 75252 | 6032 | 1314 |
|  | employees................. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\square$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 140 | 343042 | 5958 | 885 | 94 | 11318 | - | 25 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 609 | 6670157 | 183321 | 44830 | 3031 | 309608 | 15404 | 6142 |
|  | Establishments operated for the entire year |  | 6344569 | 178321 | 44098 | 2948 | 300261 |  |  |
|  | Establishments with no employees.. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... Establishments with 2 employees. . | 159 78 | 228997 |  | D 1867 | ${ }_{156}^{\text {c }}$ |  | D 72 | D 86 |
|  | Establishments with 3 or 4 |  |  |  |  |  |  |  |  |
|  | employees.................... | 95 | 892002 | 15608 | 3389 | 326 | 28638 | 502 | 495 |
|  | employees.................... | 55 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 39 | 775180 | 19433 | 3830 | 303 | 30946 | 117 | 105 |
|  | Establishments with 10 to 14 | 24 | 772049 | 20656 | 4622 | 274 | 36845 | 3673 |  |
|  | Establishments with 15 to $19 \ldots$ |  |  |  |  |  |  |  | 1707 |
|  | employees.................... | 10 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 21 | D | D | D | f | D | D | D |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 120 | 325588 | 5000 | 732 | 83 | 9347 | - | - |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |
|  | All establishments | 320 | 4896105 | 102413 | 25812 | 1708 | 172422 | 13537 | 3833 |
|  | Establishments operated for the entire year | 255 | 4659776 | 100376 | 25583 | 1673 | 168411 | 13537 | 3833 |
|  | Establishments with no employees.. <br> Establishments with 1 employee. | $7 \overline{6}$ |  | 3594 | ${ }^{687}$ | $7 \overline{6}$ | 7236 | 57 | $6{ }^{-1}$ |
|  | Establishments with 2 employees.... | 36 | 119936 | 3380 | 613 | 72 | 5690 | 57 | 51 |
|  | Establishments with 3 or 4 employees. | 56 | 735695 | 10171 | 2178 | 197 | 17353 | 447 | 425 |
|  | Establishments with 5 or 6 employees. | 33 | 489383 | 10873 | 3054 | 184 | 19341 | 813 | 814 |
|  | Establishments with 7 to 9 employees. | 24 | 521651 | 12005 | 2362 | 186 | 18588 | 68 | 53 |
|  | Establishments with 10 to 14 employees. | 12 | 623500 | 11063 | 2119 | 135 | 20373 | 2856 | 859 |
|  | Establishments with 15 to 19 employees. | 12 3 | D | D | D | b | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots$ |  | D |  |  |  |  |  | D |
|  | employees. | 11 | 836139 | 18809 | 6407 | 274 | 32024 | 6027 | 1131 |
|  | Establishments with 50 to 99 employees. | 3 | 20698 | 7900 | 2192 | 188 | 12368 | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 65 | 236329 | 2037 | $229$ | 35 | 4011 | - | - |

[^154]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |
|  | All establishments | 289 | 1774052 | 80908 | 19018 | 1323 | 137186 | 1867 | 2309 |
|  | Establishments operated for the entire year | 234 | 1684793 | 77945 | 18515 | 1275 | 131850 | 1867 | 2309 |
|  | Establishments with no employees.. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 83 | D |  |  | b | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 42 | 109061 | 4705 | 1254 | 84 | 8412 | 15 | 35 |
|  | employees. | 39 | 156307 | 5437 | 1211 | 129 | 11285 | 55 | 70 |
|  | Establishments with 5 or 6 employees. | 22 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 15 | 253529 | 7428 | 1468 | 117 | 12358 | 49 | 52 |
|  | Establishments with 10 to 14 employees. | 12 | 148549 | 9593 | 2503 | 139 | 16472 | 817 | 848 |
|  | Establishments with 15 to 19 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 10 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 55 | 89259 | 2963 | 503 | 48 | 5336 | - | - |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 148 | 675478 | 28772 | 6444 | 480 | 48918 | 713 | 664 |
|  | Establishments operated for the entire year | 128 | 658024 | 27814 | 6291 | 469 | 46947 | 713 | 639 |
|  | Establishments with no employees.. Establishments with 1 employee... | $5 \overline{7}$ |  | - | D | - | - | - | D |
|  | Establishments with 1 employee.... | 57 15 | $20292$ | 1497 | 319 | b 30 | 3047 | 30 | 8 |
|  | Establishments with 3 or 4 employees. | 28 | 66433 | 4265 | 1114 | 99 | 7427 | 440 | 183 |
|  | Establishments with 5 or 6 employees. | 10 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 10 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 | 10 3 | D | D | D | b |  |  |  |
|  | employees. Establishments with 15 to 19 | 3 | D | D | D | b | D | D | D |
|  | employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | _ |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 20 | 17454 | 958 | 153 | 11 | 1971 | - | 25 |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Establishments operated for the entire year |  | 2565097 | 102352 | 23879 | 2409 | 189661 | 4425 | 4758 |
|  | Establishments with no employees.. <br> Establishments with 1 employee. | $14 \overline{7}$ | $225982$ | $6221$ | + 398 | ${ }_{14} \overline{7}$ | 13710 | 277 | 282 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 89 | 209232 | 6262 | 1424 | 178 | 12309 | 336 | 225 |
|  | employees.................. | 117 | 533046 | 16942 | 3843 | 398 | 34324 | 372 | 365 |
|  | Establishments with 5 or 6 employees. | 79 | 538460 | 20369 | 4647 | 425 | 35928 | 729 | 852 |
|  | Establishments with 7 to 9 employees. | 49 | 449322 | 18795 | 3989 | 383 | 33677 | 711 | 863 |
|  | Establishments with 10 to 14 employees. | 28 | 345861 | 13088 | 3243 | 317 | 24030 | 728 | 889 |
|  | Establishments with 15 to 19 | 28 5 | 81623 | $2968$ | 343 710 | 317 75 | 5688 | 600 | 601 |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  | 5688 |  | 601 |
|  | employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 70 | 121668 | $3113$ | 547 | 65 | 6776 | - | - |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^155]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Establishments operated for the entire year . ................................... Establishments with no employees. | 1273 | 3934422 | 292060 | 67426 | 4543 | 539502 | 12517 | 20881 |
|  | Establishments with 1 employee.... | 533 | 617350 | 37865 | 8672 | 533 | 69771 | 915 | 673 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 263 | 483432 | 28868 | 6478 | 526 | 57305 | 608 | 813 |
|  | employees. . . . . . . . ................ . <br> Establishments with 5 or 6 | 212 | 791990 | 40635 | 9455 | 712 | 81344 | 3252 | 3528 |
|  | employees. <br> Establishments with 7 to 9 | 93 | 453382 | 29406 | 7123 | 508 | 56595 | 1400 | 1262 |
|  | Establishments with 7 to 9 employees. | 74 | 411913 | 40085 | 8211 | 585 | 69886 | 608 | 607 |
|  | employees. | 55 | 487290 | 48054 | 11205 | 645 | 78169 | 1546 | 2143 |
|  | employees. <br> Establishment | 25 | 313562 | 27735 | 6564 | 408 | 44747 | 3491 | 11415 |
|  | employees. <br> Establishments with 50 to 9 gi | 15 | 283414 | 27002 | 6682 | 403 | 52004 | 697 | 440 |
|  | employees. <br> Establishments with 100 employees | 3 | 92089 | 12410 | $\begin{array}{r}3036 \\ \\ \\ \hline\end{array}$ | 223 | 29681 | - | - |
|  | Establishments not operated for the entire year | 200 | 557610 | 30472 | 8088 | 533 | 61502 | - | - |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Establishments operated for the entire year | 1273 | 3934422 | 292060 | 67426 | 4543 | 539502 | 12517 | 20881 |
|  | Establishments with no employees. . <br> Establishments with 1 employee |  |  |  | 8672 |  | 69771 | 915 |  |
|  | Establishments with 1 employee.... | 533 263 | 617350 483432 | 37865 28888 | 8672 6478 | 533 526 | 69771 57 | 915 608 | 673 813 |
|  | Establishments with 3 or 4 employees. | 212 | 791990 | 40635 | 9455 | 712 | 81344 | 3252 | 3528 |
|  | Establishments with 5 or 6 employees. | 93 | 453382 | 29406 | 7123 | 508 | 56595 | 1400 | 1262 |
|  | Establishments with 7 to 9 employees. | 74 | 411913 | 40085 | 8211 | 585 | 69886 | 608 | 607 |
|  | Establishments with 10 to 14 employees. | 55 | 487290 | 48054 | 11205 | 645 | 78169 | 1546 | 2143 |
|  | Establishments with 15 to 19 employees. | 25 | 313562 | 27735 | 6564 | 408 | 44747 | 3491 | 11415 |
|  | Establishments with 20 to 49 employees. | 15 | 283414 | 27002 | 6682 | 403 | 52004 | 697 | 440 |
|  | Establishments with 50 to 99 employees. | 3 | 92089 | 12410 | 3036 | 223 | 29681 | - | - |
|  | Establishments with 100 employees or more $\qquad$ |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 200 | 557610 | 30472 | 8088 | 533 | 61502 | - | - |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1423 | 4284750 | 303636 | 70445 | 4751 | 559942 | 11508 | 19973 |
|  | Establishments operated for the entire year | 1228 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | 513 | 597761 | 36962 | 8459 | 513 | 67745 | 915 | 673 |
|  | Establishments with 2 employees... | 253 | 454977 | 27803 | 6188 | 506 | 55410 | 447 | 648 |
|  | Establishments with 3 or 4 employees. | 206 | 782540 | 39788 | 9233 | 693 | 79530 | 3157 | 3358 |
|  | Establishments with 5 or 6 employees. | 90 | 450627 | 29003 | 7018 | 492 | 55932 | 1400 | 1262 |
|  | Establishments with 7 to 9 employees. | 74 | 411913 | 40085 | 8211 | 585 | 69886 | 608 | 607 |
|  | Establishments with 10 to 14 employees. | 54 | D | D | D | f | D | D | D |
|  | Establishments with 15 to 19 employees. | 25 | 313562 | 27735 | 6564 | 408 | 44747 | 3491 | 11415 |
|  | Establishments with 20 to 49 employees. | 11 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 100 employees | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 195 | D | D | D |  | D | D | D |

[^156]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^157]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 285 | 632087 | 38853 | 9191 | 798 | 67111 | 1656 | 2507 |
|  | Establishments operated for the entire year | 255 | 620993 | 38167 |  | 777 | 65767 |  | 2502 |
|  | Establishments with no employees. . | 1 | - ${ }^{\text {D }}$ | 38 D | - ${ }^{\text {D }}$ | a | 65 D | 16 | 2502 |
|  | Establishments with 1 employee.... | 94 | 95473 | 3810 | 837 | 94 | 7407 | 17 | 26 |
|  | Establishments with 2 employees... | 61 | 101292 | 5611 | 1311 | 122 | 10009 | 122 | 295 |
|  | Establishments with 3 or 4 employees. | 52 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 25 | 140585 | 9174 | 2134 | 134 | 15132 | 531 | 501 |
|  | Establishments with 7 to 9 employees. | 10 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 8 | 46459 | 4813 | 1191 | 94 | 7355 | 211 | 192 |
|  | Establishments with 15 to 19 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots$ | 1 | D |  |  |  |  |  |  |
|  | employees. Establishments with 50 to 99 | 1 | D | D | D | b | D | D | D |
|  | employees.................... | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\square$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. | 30 | 11094 | 686 | 202 | 21 | 1344 | 20 | 5 |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1459 | 13429232 | 248677 | 53864 | 4196 | 444989 | 21158 | 19623 |
|  | Establishments operated for the entire year | 1340 | 13071886 | 243207 | 52725 | 4100 | 433752 | 21031 | 19598 |
|  | Establishments with no employees.. |  | $1789 \quad 152$ | 30988 | 6284 | 491 | 58 |  |  |
|  | Establishments with 1 employee.... | 491 339 | 1789152 2089929 | 30988 34848 | 6284 7390 | 491 | 58032 66572 | 754 958 | 740 963 |
|  | Establishments with 3 or 4 employees. | 270 | 2583072 | 53816 | 11735 | 916 | 93241 | 914 | 845 |
|  | Establishments with 5 or 6 |  |  |  |  |  |  |  |  |
|  | employees................... | 115 | 1953795 | 40372 | 7686 | 622 | 68178 | 423 | 490 |
|  | employees............. | 74 | 1801183 | 35680 | 7872 | 575 | 64518 | 1993 | 5804 |
|  | Establishments with 10 to 14 employees. | 35 | 1316174 | 24998 | 6119 | 402 | 46501 | 2816 | 3487 |
|  | Establishments with 15 to 19 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  | D |
|  | employees................ | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 119 | 357346 | 5470 | 1139 | 96 | 11237 | 127 | 25 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1336 | 11795201 | 219231 | 47672 | 3741 | 392378 | 13965 | 12130 |
|  | Establishments operated for the entire year | 1232 | D | D | D | h | D | D | D |
|  | Establishments with no employees. | - | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 457 | D | D | D | e | D | D | D |
|  | Establishments with 2 employees... | 314 | D | D | D | f | D | D | D |
|  | Establishments with 3 or 4 employees. | 252 | 2368811 | 50465 | 10964 | 855 | 87320 | 739 | 642 |
|  | Establishments with 5 or 6 employees. | 102 | 1701168 | 34086 | 6757 | 551 | 58420 | 423 | 490 |
|  | Establishments with 7 to 9 . |  |  |  |  | 551 |  | 423 | 490 |
|  |  | 66 | 1717864 | 32624 | 7015 | 512 | 59448 | 1528 | 5397 |
|  | Establishments with 10 to 14 employees. | 29 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots$ |  | D |  | D | b | D | D | D |
|  | employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees | - | - | - | - | - | - | - | D |
|  |  |  |  |  |  |  |  | - |  |
|  | Establishments not operated for the entire year. | 104 | D | D | D | b | D | D | D |

[^158]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421510 | Metal service centers \& offices <br> All establishments $\qquad$ | 1336 | 11795201 | 219231 | 47672 | 3741 | 392378 | 13965 | 12130 |
|  | Establishments operated for the entire year Establishments with no employees. . Establishments with 1 employee.... Establishments with 2 employees... Establishments with 3 or 4 | 1232 457 314 | D <br>  <br> D | D <br>  <br>  <br> D | D <br>  <br> D | h <br> e <br> f | D <br>  <br> D | D <br>  <br> D | $\frac{\mathrm{D}}{\text { D }}$ |
|  | employees................... | 252 | 2368811 | 50465 | 10964 | 855 | 87320 | 739 | 642 |
|  | Establishments with 5 or 6 employees. | 102 | 1701168 | 34086 | 6757 | 551 | 58420 | 423 | 490 |
|  | Establishments win $\begin{aligned} & \text { employees................ }\end{aligned}$ | 66 | 1717864 | 32624 | 7015 | 512 | 59448 | 1528 | 5397 |
|  | Establishments with 10 to 14 employees. | 29 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - |  | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 104 | D | D | D | b | D | D | D |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1057 | 9516171 | 178379 | 38688 | 2916 | 318034 | 12108 | 6735 |
|  | Establishments operated for the entire year | 975 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee... |  |  |  |  | 352 | 42435 | 73 |  |
|  | Establishments with employee.... | 352 261 | 1 1 481751 | 22152 26896 | 4550 5490 | 352 522 | 42435 50 | 73 614 | 112 687 |
|  | Establishments with 3 or 4 employees. <br> Establishments with 5 or 6 | 196 | 1928606 | 40656 | 8833 | 667 | 68252 | 378 | 487 |
|  | employees................. | 83 | 1522916 | 28988 | 5756 | 450 | 50598 | 415 | 480 |
|  | Establishments with 7 to 9 employees. | 51 | 1324223 | 26806 | 5788 | 396 | 46926 | 1122 | 1247 |
|  | Establishments with 10 to 14 employees. | 23 | 787187 | 16857 | 4022 | 260 | 32151 | 1500 | 1681 |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - |  | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 82 | D | D | D | b | D | D | D |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments | 68 | 1245827 | 21454 | 4853 | 381 | 41470 | 12108 | 6735 |
|  | Establishments operated for the entire year | 65 | D | D | D | e | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee. | 10 |  | 589 | 100 | 10 | 2398 | 73 | 112 |
|  | Establishments with 2 employees.... | 16 | 92856 | 1908 | 353 | 32 | 2398 3643 | 614 | 687 |
|  | Establishments with 3 or 4 employees. | 10 | 50746 | 2095 | 351 | 35 | 3430 | 378 | 487 |
|  | Establishments with 5 or 6 employees. | 6 | 26326 | 1155 | 278 | 31 | 2216 | 415 | 480 |
|  | Establishments with 7 to 9 employees. | 11 | 174832 | 4258 | 901 | 87 | 7858 | 1122 | 1247 |
|  | Establishments with 10 to 14 employees. | 7 | 167231 | 5613 | 1098 | 82 | 11569 | 1500 | 1681 |
|  | Establishments with 15 to 19 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 3 | D | D | D | a | D | D | D |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |  |  |
|  | All establishments ...... | 989 | 8270344 | 156925 | 33835 | 2535 | 276564 | - | - |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42151022 | Nonferrous metal sales officesCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 234 |  | D |  | f | D | D |  |
|  | Establishments with no employees.. | ${ }^{234}$ | - | - | - | - | - | D |  |
|  | Establishments with 1 employee.... | 101 | D | D | D | c | D | D |  |
|  | Establishments with 2 employees. | 49 | 360727 | 4989 | 1118 | 98 | 9043 | D |  |
|  | Establishments with 3 or 4 employees. | 49 | 403772 | 8666 | 1954 | 166 | 16640 | - |  |
|  |  | 49 | 403772 | 866 |  |  | 16640 | - | - |
|  | employees................... | 18 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 10 | 338972 | 4156 | 887 | 77 | 8179 | - |  |
|  | Establishments with 10 to 14 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \cdots \cdots$ |  |  | D |  |  | D | D | D |
|  | employees.................. | 1 | D | D | D | a | D | D | D |
|  | employees................ | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more | 1 | - | - | - | - | - | D | D |
|  | Establishments not operated for the entire year | 20 | D | D | D | a | D | D | D |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 123 | 1634031 | 29446 | 6192 | 455 | 52611 | 7193 | 7493 |
|  | Establishments operated for the entire year | 108 | D | D | D | e | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 34 | D | D | D | b | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 25 | D | D | D | b | D | D | D |
|  | employees..................... | 18 | 214261 | 3351 | 771 | 61 | 5921 | 175 | 203 |
|  | Establishments with 5 or 6 employees. | 13 | 252627 | 6286 | 929 | 71 | 9758 | - | - |
|  | Establishments with 7 to 9 employees. | 8 | 83319 | 3056 | 857 | 63 | 5070 | 465 | 407 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | 6 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | _ | _ | - | _ | _ | - | - |
|  | Establishments not operated for the entire year | 15 | D | D | D | a | D | D | D |
| 421520 | Coal \& other mineral \& ore whsle <br> All establishments $\qquad$ |  |  |  |  |  |  |  |  |
|  |  | 123 | 1634031 | 29446 | 6192 | 455 | 52611 | 7193 | 7493 |
|  | Establishments operated for the entire year |  |  |  |  |  |  |  |  |
|  | year Establishments with no employees. | 108 | D | D | D | - | D | D | D |
|  | Establishments with 1 employee.... | 34 | D | D | D | b | D | D | D |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 25 | D | D | D | b | D | D | D |
|  | employees...................... | 18 | 214261 | 3351 | 771 | 61 | 5921 | 175 | 203 |
|  | Establishments with 5 or 6 employees. | 13 | 252627 | 6286 | 929 | 71 | 9758 | - | - |
|  | Establishments with 7 to 9 . |  |  |  |  |  |  |  |  |
|  | employees................. | 8 | 83319 | 3056 | 857 | 63 | 5070 | 465 | 407 |
|  | Establishments with 10 to 14 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  | D | D | a | D | D | D |
|  | employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees | - | - | - | - | - | - | - |  |
|  | employees................ | - | - | - | - | - | - | - | - |
|  | or more ........................ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. $\qquad$ | 15 | D | D | D | a | D | D | D |
| 4215201 | Coal whsleAll establishments |  |  |  |  |  |  |  |  |
|  |  | 86 | D | D | D | e | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


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 see Appendix C]


[^159]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | First- quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42171 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1048 | 7750213 | 211319 | 46252 | 4381 | 373340 | 13207 | 17207 |
|  | Establishments operated for the entire year | 962 | 7585187 | 208732 | 45811 | 4316 | 367881 | 13165 | 17207 |
|  | Establishments with no employees.. | 1 | D | 208 ${ }^{\text {D }}$ | D | a | D | D | 17 D |
|  | Establishments with 1 employee.... | 304 | D | D |  | e | D | ${ }_{5} \mathrm{D}$ | ${ }_{5}{ }^{\text {D }}$ |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 193 | 729751 | 17902 | 3485 | 386 | 33446 | 597 | 533 |
|  | employees. <br> Establishments with 5 or 6 | 204 | 1077832 | 32030 | 7103 | 691 | 57813 | 1822 | 1817 |
|  | Establishments with 5 or $6 \ldots \ldots . .$. | 101 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 71 | 956452 | 29919 | 6545 | 557 | 50129 | 1366 | 1218 |
|  | Establishments with 10 to 14 employees. | 44 | 911260 | 23470 | 5548 | 496 | 43248 | 1542 | 1755 |
|  | Establishments with 15 to 19 employees. | 12 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 27 | 1530215 | 34222 | 8288 | 718 | 60560 | 1323 | 2688 |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year. | 86 | 165026 | 2587 | 441 | 65 | 5459 | 42 | - |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1048 | 7750213 | 211319 | 46252 | 4381 | 373340 | 13207 | 17207 |
|  | Establishments operated for the entire year | 962 | 7585187 | 208732 | 45811 | 4316 | 367881 | 13165 | 17207 |
|  | Establishments with no employees.. | 1 | D | D | D |  | D | D | 17 |
|  | Establishments with 1 employee.... | 304 | D | D | D | e | D | D | D |
|  | Establishments with 2 employees... | 193 | 729751 | 17902 | 3485 | 386 | 33446 | 597 | 533 |
|  | Establishments with 3 or 4 employees. | 204 | 1077832 | 32030 | 7103 | 691 | 57813 | 1822 | 1817 |
|  | Establishments with 5 or 6 employees. | 101 | D | D | D | f | D | D | D |
|  | Establishments with 7 to 9 employees. | 71 | 956452 | 29919 | 6545 | 557 | 50129 | 1366 | 1218 |
|  | Establishments with 10 to 14 employees. | 44 | 911260 | 23470 | 5548 | 496 | 43248 | 1542 | 1755 |
|  | Establishments with 15 to 19 employees. | 12 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 27 | 1530215 | 34222 | 8288 | 718 | 60560 | 1323 | 2688 |
|  | establishments with $50 \ldots \ldots \ldots \ldots$ | 27 | 1530215 | 34222 |  | 718 | 60560 | 1323 | 2688 |
|  | employees.................... | 4 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 86 | 165026 | 2587 | 441 | 65 | 5459 | 42 | - |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 1152 | 7864360 | 285192 | 63815 | 6330 | 506800 | 30379 | 34251 |
|  | Establishments operated for the entire year | 1070 | 7786690 | 282188 | 63173 | 6245 | 501232 | 30337 | 34248 |
|  | Establishments with no employees.. |  |  | $10-$ |  |  |  |  |  |
|  | Establishments with 1 employee.... | $\begin{aligned} & 215 \\ & 144 \end{aligned}$ | 350657 D | 10285 | 2248 | 215 e | 19566 D | 3128 D | 3077 |
|  | Establishments with 3 or 4 employees. | 254 | 1161914 | 38274 | 8768 | 876 | 70155 | 1934 | 2627 |
|  | Establishments with 5 or 6 employees. | 160 | 993154 | 38976 | 8632 | 875 | 70740 | 4672 | 5297 |
|  | Establishments with 7 to 9 employees. | 117 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees. | 107 | 1380372 | 53975 | 12474 | 1247 | 94969 | 5803 | 6571 |
|  | Establishments with 15 to 19 employees. | 25 | $538263$ | 19477 | 4306 | 409 | 32437 | 1984 |  |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  | 409 |  |  | 2174 |
|  | employees. | 42 | 1609630 | 54852 | 11606 | 1081 | 91280 | 4274 | 4674 |
|  | Establishments with 50 to 99 employees. | 6 | 354331 | 14559 | 3518 | 345 | 27030 | 4263 | 5060 |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 82 | 77670 | 3004 | 642 | 85 | 5568 | 42 | 3 |

[^160]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1152 | 7864360 | 285192 | 63815 | 6330 | 506800 | 30379 | 34251 |
|  | Establishments operated for the entire year | 1070 | 7786690 | 282188 | 63173 | 6245 | 501232 | 30337 | 34248 |
|  | Establishments with no employees.. | 215 | 350657 | 10285 | 2248 | 215 | 19566 | 3128 | 3077 |
|  | Establishments with 2 employees.... | 144 |  |  |  | e | D | D | 30 |
|  | Establishments with 3 or 4 employees. | 254 | 1161914 | 38274 | 8768 | 876 | 70155 | 1934 | 2627 |
|  | Establishments with 5 or 6 employees. | 160 | 993154 | 38976 | 8632 | 875 | 70740 | 4672 | 5297 |
|  | Establishments with 7 to 9 employees. | 117 | D | D | D | f | D | D | D |
|  | Establishments with 10 to 14 employees. | 107 | 1380372 | 53975 | 12474 | 1247 | 94969 | 5803 | 6571 |
|  | Establishments with 15 to 19 employees. | 25 | 538263 | 19477 | 4306 | 409 | 32437 | 1984 | 2174 |
|  | Establishments with 20 to 49 | 42 | 1609630 | 54852 | 11606 | 1081 | 91280 | 4274 | 4674 |
|  | Establishments with 50 to $99 \ldots \ldots$ | 42 |  |  | 11606 |  |  | 4274 | 4674 |
|  | (employees.................. | 6 | 354331 | 14559 | 3518 | 345 | 27030 | 4263 | 5060 |
|  | Establishments with 100 employees or more $\square$ |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 82 | 77670 | 3004 | 642 | 85 | 5568 | 42 | 3 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 559 | 2304902 | 149169 | 35398 | 2705 | 249424 | 8045 | 7518 |
|  | Establishments operated for the entire year | 503 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | $12 \overline{3}$ |  |  |  | c | - | D |  |
|  | Establishments with 2 employees. . | 94 | 166849 | 8570 | 2022 | 188 | 15450 | 52 | 64 |
|  | Establishments with 3 or 4 employees. | 128 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 55 | 298506 | 15977 | 3571 | 295 | 27135 | 818 | 924 |
|  | Establishments with 7 to 9 employees. | 48 | 326671 | 22983 | 5089 | 376 | 37991 | 364 | 406 |
|  | Establishments with 10 to 14 employees. | 23 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 12 | 150659 | 10484 | 2459 | 200 | 17172 | 642 | 695 |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees................... | 16 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 3 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 56 | D | D | D | b | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | 559 | 2304902 | 149169 | 35398 | 2705 | 249424 | 8045 | 7518 |
|  | Establishments operated for the entire year | 503 | D | D | D | h | D | D | D |
|  | Establishments with no employees. <br> Establishments with 1 employee. | ${ }_{12}{ }^{-}$ |  | - | - | - | - | - | D |
|  |  | 123 94 | 166849 | D 8570 |  | c 188 | D 15450 | D 52 | D 64 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 94 | 166849 | 8570 | 2022 | 188 | 15450 | 52 | 64 |
|  | employees. <br> Establishments with 5 or 6 employees. | 128 | D | D | D | e | D | D | D |
|  |  | 55 | 298506 | 15977 | 3571 | 295 | 27135 | 818 | 924 |
|  | Establishments with 7 to 9 employees. | 48 | 326671 | 22983 | 5089 | 376 | 37991 | 364 | 406 |
|  | Establishments with 10 to 14 employees. | 23 | D | - | D | e | D | 364 D | D |
|  | employees. <br> Establishments with 15 to 19 employees. | 23 | D | D | D | e | D | D | D |
|  |  | 12 | 150659 | 10484 | 2459 | 200 | 17172 | 642 | 695 |
|  | Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 employees. <br> Establishments with 100 employees or more | 16 | D | D | D | e | D | D | D |
|  |  |  |  |  |  |  |  |  |  |
|  |  | 3 | D | D | D | c | D | D | D |
|  |  | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year. |  | D | D |  |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 277 | 1251107 | 46195 | 10150 | 1107 | 91948 | 10454 | 11080 |
|  | Establishments operated for the entire year | 241 | 1217728 | 44833 | 9993 | 1071 | 89070 | 10454 | 11020 |
|  | Establishments with no employees.. Establishments with 1 employee... | $7{ }^{-}$ | 105456 | 2608 | 533 | 73 | 6236 | 157 |  |
|  | Establishments with | 53 | 105456 93 | 2608 3679 | 533 832 | 106 | 63 8309 | 157 1121 | 151 913 |
|  | Establishments with 3 or 4 employees. | 52 | 172848 | 6793 | 1455 | 177 | 14503 | 1746 | 1920 |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to 9 | 23 | 137537 | 5379 | 1490 | 122 | 9913 | 1187 | 1097 |
|  | Establishments with 7 to 9 <br> employees. | 20 | 189437 | 7715 | 1587 | 155 | 13068 | 3178 | 3515 |
|  | Establishments with 10 to 14 employees. | 10 | 101395 | 4842 | 998 | 131 | 9154 | 1047 | 1310 |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ |  |  | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 36 | 33379 | 1362 | 157 | 36 | 2878 | - | 60 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 277 | 1251107 | 46195 | 10150 | 1107 | 91948 | 10454 | 11080 |
|  | Establishments operated for the entire year | 241 | 1217728 | 44833 | 9993 | 1071 | 89070 | 10454 | 11020 |
|  | Establishments with no employees.. <br> Establishments with 1 employee | $7{ }_{7}$ | $10545 \overline{6}$ | 2608 | 533 | 73 | 6236 | 157 | 151 |
|  | Establishments with 2 employee.... | 53 | 105456 93428 | 3679 | 832 | 106 | 8309 | 1121 | 151 913 |
|  | Establishments with 3 or 4 employees. | 52 | 172848 | 6793 | 1455 | 177 | 14503 | 1746 | 1920 |
|  | Establishments with 5 or 6 employees. | 23 | 137537 | 5379 | 1490 | 122 | 9913 | 1187 | 1097 |
|  | Establishments with 7 to 9 employees. | 20 | 189437 | 7715 | 1587 | 155 | 13068 | 3178 | 3515 |
|  | Establishments with 10 to 14 employees. | 10 | 101395 | 4842 | 998 | 131 | 9154 | 1047 | 1310 |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 36 | 33379 | 1362 | 157 | 36 | 2878 | - | 60 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 338 | 1352959 | 43977 | 9492 | 1329 | 86902 | 17297 | 17377 |
|  | Establishments operated for the entire year | 311 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. | 95 |  | 3648 | ${ }_{815}$ | $\bigcirc$ | $9-$ | 1 - | 1551 |
|  | Establishments with 1 employee.... Establishments with 2 employees. | $\begin{aligned} & 95 \\ & 61 \end{aligned}$ | $\begin{aligned} & 137248 \\ & 144670 \end{aligned}$ | 3648 4473 | 815 825 | 95 122 | 9069 8901 | 1495 432 |  |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 61 | 144670 | 4473 | 825 | 122 | 8901 | 432 | 439 |
|  | employees................... | 64 | 224777 | 7700 | 1653 | 211 | 14215 | 1371 | 1439 |
|  | employees..................... | 32 | 233554 | 6393 | 1591 | 175 | 14079 | 1646 | 1702 |
|  | Establishments with 7 to 9 employees. | 25 | 183011 | 6663 | 1465 | 197 | 12241 | 3065 | 2491 |
|  | Establishments with 10 to 14 employees. | 20 | 230890 | 6776 | 1438 | 228 | 13170 | 3411 | 5036 |
|  | Establishments with 15 to 19 employees. | 8 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 6 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 27 | D | D | D |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 77 | 616615 | 16241 | 3555 | 329 | 29311 | 5162 | 4156 |
|  | Establishments operated for the entire year | 74 | 614402 | 16147 | 3555 | 329 | 29120 | 5162 | 4156 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | 25 | 64193 | 1595 | 319 | 25 | 3010 | $130 \overline{6}$ | $134 \overline{6}$ |
|  | Establishments with 2 employees... | 12 | 38738 | 963 | 196 | 24 | 1986 | 1 |  |
|  | employees. | 15 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | 50018 | 3696 | 725 | 76 | 5606 | 3727 | 2531 |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 3 | 2213 | 94 | - | - | 191 | - | - |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Establishments operated for the entire year | 4610 | 17113219 | 830965 | 183428 | 16694 | 1459280 | 81117 | 92899 |
|  | Establishments with no employees.. Establishments with 1 employee... | $149 \overline{7}$ |  | $83846$ | $1812{ }^{-}$ |  | 155097 |  |  |
|  | Establishments with 2 employees.... | 1951 | 2050844 | 80461 | 18176 | 1902 | 152078 | 2789 3 | 2 3827 |
|  | Establishments with 3 or 4 employees. | 1067 | 3838279 | 171908 | 36962 | 3638 | 310338 | 7038 | 7446 |
|  | Establishments with 5 or 6 employees. | 487 | 2631917 | 132281 | 29282 | 2625 | 232237 | 5403 | 6002 |
|  | Establishments with 7 to 9 employees. | 335 | 2437149 | 133351 | 29113 | 2623 | 234879 | 12011 | 13063 |
|  | Establishments with 10 to 14 employees. | 170 | 1880721 | 102428 | 22095 | 1951 | 174193 | 15215 | 15460 |
|  | Establishments with 15 to 19 employees. | 56 | 537367 | 46103 | 11936 | 916 | 72628 | 3870 | 3606 |
|  | Establishments with 20 to 49 employees. | 41 | 1284084 | 60633 | 13083 | 1156 | 96625 | 14899 | 15773 |
|  | Establishments with 50 to 99 employees. | 6 | 400801 | 19954 | 4659 | 386 | 31205 | 16010 | 25084 |
|  | Establishments with 100 employees or more $\qquad$ |  | - | - | - | - | - | - | _ |
|  | Establishments not operated for the entire year | 411 | 479916 | 19667 | 3954 | 422 | 39426 | 15 | 485 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Establishments operated for the entire year | 4610 | 17113219 | 830965 | 183428 | 16694 | 1459280 | 81117 | 92899 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 1497 | 2052057 |  | 18122 | 1497 | 155097 | 2779 | 2638 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 951 | 2050844 | 80461 | 18176 | 1902 | 152078 | 3892 | 3827 |
|  | employees.................. | 1067 | 3838279 | 171908 | 36962 | 3638 | 310338 | 7038 | 7446 |
|  | Establishments with 5 or 6 employees. | 487 | 2631917 | 132281 | 29282 | 2625 | 232237 | 5403 | 6002 |
|  | Establishments with 7 to 9 employees. <br> Establishments ....................... | 335 | 2437149 | 133351 | 29113 | 2623 | 234879 | 12011 | 13063 |
|  | employees. <br> Establishments with 15 to 19 | 170 | 1880721 | 102428 | 22095 | 1951 | 174193 | 15215 | 15460 |
|  | Establishments with 15 to 19 employees. <br> Establishments with 20 to 49 | 56 | 537367 | 46103 | 11936 | 916 | 72628 | 3870 | 3606 |
|  | employees. | 41 | 1284084 | 60633 | 13083 | 1156 | 96625 | 14899 | 15773 |
|  | Establishments with 50 to 99 employees. <br> Establishments with 100 employees | 6 | 400801 | 19954 | 4659 | 386 | 31205 | 16010 | 25084 |
|  | or more . ..................... | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 411 | 479916 | 19667 | 3954 | 422 | 39426 | 15 | 485 |

[^161]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 244 | 977042 | 54490 | 12039 | 1054 | 95597 | 5387 | 5036 |
|  | Establishments operated for the entire year | 223 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. |  | - | - | $-$ | $\frac{9}{7}$ | - | - |  |
|  | Establishments with 1 employee.... | 67 | 101680 | 3910 | 915 | 67 | 7009 | 17 | 36 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 44 | D | D | D | b | D | D | D |
|  | employees..................... | 49 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 19 | 110122 | 5353 | 1194 | 103 | 10170 | 10 | 25 |
|  | Establishments with 7 to 9 employees. | 21 | 145806 | 8174 | 1827 | 169 | 13574 | 1600 | 1392 |
|  | Establishments with 10 to 14 employees. | 15 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 5 | 73793 | 8690 | 2064 | 175 | 13918 | 1635 | 1564 |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - |  | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 21 | D | D | D | a | D | D | D |
| 4218302 | Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 308 | 1007357 | 54300 | 11892 | 1150 | 94743 | 7983 | 7513 |
|  | Establishments operated for the entire year $\qquad$ | 278 | 959797 | 53224 | 11699 | 1127 | 92639 | 7982 | 7511 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 82 | $\overline{\mathrm{D}}$ | - | - | b | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 57 | D | D | D | c | D | D | D |
|  | Establishments with ${ }^{\text {employees. } \ldots \ldots \ldots \ldots \ldots \ldots . . .}$ | 54 | 179645 | 7947 | 1597 | 187 | 15157 | 477 | 447 |
|  | Establishments with 5 or 6 employees. | 41 | 164699 | 9850 | 2139 | 219 | 17296 | 1115 | 1007 |
|  | Establishments with 7 to 9 employees. | 25 | 148766 | 9092 | 2343 | 199 | 15708 | 1713 | 1370 |
|  | Establishments with 10 to 14 employees. | 12 | 117203 | 6146 | 1338 | 134 | 10671 | 1881 | 2034 |
|  | Establishments with 15 to 19 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 4 | 91804 | 9080 | 1650 | 144 | 13159 | 2635 | 2474 |
|  | Establishments with 50 to $99 \cdots \cdots$ | 4 | 91804 |  | 1650 | 144 | 13 | 2635 |  |
|  | employees.......................... <br> Establishments with 100 employees | - | - | - | - | - | - | - | - |
|  | or more ........................ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 30 | 47560 | 1076 | 193 | 23 | 2104 | 1 | 2 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 157 | 531948 | 28432 | 6507 | 633 | 49175 | 3426 | 3575 |
|  | Establishments operated for the entire year | 142 | 510332 | 27921 | 6382 | 620 | 48121 | 3426 | 3574 |
|  | Establishments with no employees.. | 40 |  | 2013 | ${ }_{445}$ | 40 | 3808 | - | - |
|  | Establishments with 1 employee.... | 40 22 |  |  | 445 | 40 b |  | $\overline{\text { D }}$ | $\overline{\text { D }}$ |
|  | Establishments with 3 or 4 employees. | 32 | 82176 | 4986 | 1010 | 112 | 8561 | 164 | 128 |
|  | Establishments with 5 or 6 employees. | 21 | 101940 | 4578 | 1066 | 111 | 8418 | 114 | 131 |
|  | Establishments with 7 to 9 employees. | 17 | 82943 | 5619 | 1597 | 133 | 10120 | 605 | 742 |
|  | Establishments with 10 to 14 employees | 6 | 79950 | 3304 | 732 | 68 | 6274 | 1121 | 1097 |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees..................... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to $99 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 15 | 21616 | 511 | 125 | 13 | 1054 | - | 1 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsleCon. |  |  |  |  |  |  |  |  |
|  | All establishments | 151 | 475409 | 25868 | 5385 | 517 | 45568 | 4557 | 3938 |
|  | Establishments operated for the entire year | 136 | 449465 | 25303 | 5317 | 507 | 44518 | 4556 | 3937 |
|  | Establishments with no employees.. |  |  | ${ }^{7} \mathrm{~B}^{-}$ |  | - |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 42 35 | 48678 D | 1704 D | 418 D | 42 b | 3602 D | 99 D | 108 D |
|  | Establishments with 3 or 4 employees. | 22 | 97469 | 2961 | 587 | 75 | 6596 | 313 | 319 |
|  | Establishments with 5 or 6 employees. | 20 | 62759 | 5272 | 1073 | 108 | 8878 | 1001 | 876 |
|  | Establishments with 7 to 9 employees. | 8 | 65823 | 3473 | 746 | 66 | 5588 | 1108 | 628 |
|  | Establishments with 10 to 14 employees. | 6 | 37253 | 2842 | 606 | 66 | 4397 | 760 | 937 |
|  | Establishments with 15 to 19 | 2 | D | - | D | b | D | D | D |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | _ | _ | - | - | _ | - | _ | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 15 | 25944 | 565 | 68 | 10 | 1050 | 1 | 1 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 1962 | 6670352 | 333989 | 75475 | 6726 | 582533 | 19974 | 22076 |
|  | Establishments operated for the entire year | 1868 | 6553004 | 329393 | 74476 | 6604 | 573607 | 19974 | 22059 |
|  | Establishments with no employees.. Establishments with 1 employee.... |  | $80659 \overline{-}$ | 31835 | 7195 | 582 | 57971 | 1594 |  |
|  | Establishments with 2 employees... | 374 | 812597 | 318111 | 7867 | 748 | 62680 | + 967 | 1133 |
|  | Establishments with 3 or 4 employees. | 461 | 1493318 | 70870 | 15217 | 1571 | 125357 | 3088 | 3654 |
|  | Establishments with 5 or 6 employees. | 216 | 1140474 | 58551 | 12888 | 1157 | 99458 | 2154 | 2644 |
|  | Establishments with 7 to 9 employees. | 137 | 910179 | 56794 | 12773 | 1066 | 98302 | 3688 | 3926 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees.................. | 63 | 515722 | 33442 | 7633 | 713 | 57116 | 3563 | 4665 |
|  | employees..................... | 21 | 211276 | 19778 | 5501 | 342 | 30720 | 1683 | 1585 |
|  | Establishments with 20 to 49 employees. | 13 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | $b$ | D | D | D |
|  | Establishments not operated for the entire year. | 94 | 117348 | 4596 | 999 | 122 | 8926 | - | 17 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 727 | 2696380 | 119589 | 26645 | 2500 | 211159 | 10994 | 14783 |
|  | Establishments operated for the entire year | 659 | 2631275 | 116952 | 26087 | 2431 | 206237 | 10982 | 14773 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 238 | 292955 | $13 \quad \overline{245}$ | 2753 | 238 | 25718 | 371 | 367 |
|  | Establishments with 2 employees... | 134 | 326915 | 11760 | 2600 | 268 | 23834 | 1196 | 826 |
|  | Establishments with 3 or 4 employees. | 133 | 475013 | 21094 | 4442 | 452 | 40471 | 389 | 428 |
|  | Establishments with 5 or 6 employees. | 68 | 319874 | 15799 | 4080 | 369 | 28456 | 690 | 729 |
|  | Establishments with 7 to 9 employees. | 44 | 301004 | 15711 | 3475 | 347 | 29352 | 1381 | 2093 |
|  | Establishments with 10 to 14 employees. | 24 | 303099 | 16225 | 3462 | 278 | 25815 | 2780 | 2695 |
|  | Establishments with 15 to 19 employees. | 8 | 85403 | 6106 | 1483 | 131 | 9693 | 639 | 557 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees.................... | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 3 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | D | - | - | D | - |
|  | Establishments not operated for the entire year $\qquad$ | 68 | 65105 | 2637 | 558 | 69 | 4922 | 12 | 10 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218305 | Materials handling equipment whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 412 | 982086 | 57984 | 13292 | 1305 | 99437 | 5211 | 5280 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year ............................. | 364 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | 145 | D | D | D | c | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 72 | D | D | D | c | D | D | D |
|  | employees..................... | 69 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 28 | 111886 | 8255 | 1823 | 154 | 12707 | 84 | 98 |
|  | Establishments with 7 to 9 employees. | 26 | 136794 | 9135 | 1916 | 202 | 15362 | 626 | 635 |
|  | Establishments with 10 to 14 employees. | 15 | 105853 | 6798 | 1835 | 174 | 13517 | 1155 | 1179 |
|  | Establishments with 15 to 19 employees. | 6 | 21938 | 3674 | 1096 | 96 | 6264 | 510 | 453 |
|  | Establishments with 20 to 49 | 3 | 21938 5165 |  | + 458 | 86 | 3024 | 984 | 2061 |
|  | Establishmenents with $50 \ldots \ldots \ldots \ldots$ | 3 | 51165 |  | 458 | 86 | 3024 | 1984 | 2061 |
|  | employees................. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 48 | D | D | D | b | D | D | D |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 249 | 1070405 | 41706 | 7785 | 793 | 75723 | 3341 | 3601 |
|  | Establishments operated for the entire year | 220 | 1032462 | 40570 | 7580 | 761 | 73260 | 3341 | 3554 |
|  | Establishments with no employees.. | 66- | $126 \quad 35 \overline{7}$ | $349 \overline{7}$ | 671 | $6 \overline{-}$ | 6824 |  |  |
|  | Establishments with 2 employee.... | 66 46 | 119839 | 3497 3379 | 671 | 66 92 | 6824 6744 | 452 | 458 673 |
|  | Establishments with 3 or 4 employees. | 52 | 245626 | 9138 | 1765 | 176 | 18537 | 218 | 274 |
|  | Establishments with 5 or 6 employees. | 27 | 203254 | 8194 | 1506 | 144 | 14467 | 236 | 287 |
|  | Establishments with 7 to 9 employees. | 22 | 295701 | 10317 | 1789 | 175 | 16940 | 1524 | 1510 |
|  | Establishments with 10 to 14 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  | b |  |  | D |
|  | employees................... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 29 | 37943 | 1136 | 205 | 32 | 2463 | - | 47 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1119 | 4189513 | 188574 | 40254 | 3588 | 339514 | 28242 | 35095 |
|  | Establishments operated for the entire year | 998 | 4072558 | 183168 | 39144 | 3503 | 326905 | 28240 | 34687 |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | 317 | $451518$ | $1911 \overline{6}$ | 3 873 | 317 | 35484 | 201 | ${ }_{151}$ |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 224 | 479565 | 18526 | 3897 | 448 | 33707 | 417 | 426 |
|  | employees.................. | 249 | 1040549 | 43444 | 9632 | 852 | 76246 | 2136 | 1949 |
|  | Establishments with 5 or 6 employees. | 88 | 581608 | 26279 | 5652 | 479 | 49683 | 1114 | 1212 |
|  | Establishments with 7 to 9 employees. | 60 | 498899 | 24128 | 4990 | 465 | 45641 | 1479 | 2137 |
|  | Establishments with 10 to 14 employees. | 37 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 15 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 121 | 116955 | 5406 | 1110 | 85 | 12609 | 2 | 408 |

[^162]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^163]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^164]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 175 | 873594 | 52884 | 12139 | 1080 | 99155 | 6563 | 7804 |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year ............................ | 167 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 30 | D | D | D | b | D | D | D |
|  | Establishments with 2 employees... | 24 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 41 | 120474 | 5894 | 1347 | 141 | 10339 | 351 | 392 |
|  | Establishments with 5 or 6 employees. | 24 | 111895 | 6321 | 1391 | 129 | 12255 | 123 | 199 |
|  | Establishments with 7 to 9 employees. | 10 | 103030 | 3942 | 971 | 76 | 7697 | 551 | 659 |
|  | Establishments with 10 to 14 employees. | 23 | 190999 | 13692 | 3261 | 271 | 24643 | 2290 | 2556 |
|  | Establishments with 15 to 19 employees. | 6 | 50444 | 3684 | 839 | 96 | 6795 | 1180 | 1272 |
|  | Establishments with 20 to 49 | 7 |  | 10709 | 8804 | 215 |  |  |  |
|  | employees................ | 7 | 179057 | 10709 | 2804 | 215 | 23668 | 1872 | 2556 |
|  | employees.................... | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\square$ |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. | 8 | D | D | D | a | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 355 | 1246861 | 46519 | 11139 | 1102 | 83935 | 7908 | 11906 |
|  | Establishments operated for the entire year | 326 | 1215146 | 45726 | 11054 | 1089 | 82426 | 7908 | 11906 |
|  | Establishments with no employees. . Establishments with 1 employee. | - 140 | - |  |  | - | - | D | D |
|  | Establishments with 1 employee.... | 140 65 | D | D | D | c c | D | D | D |
|  | Establishments with 3 or 4 employees. | 58 | 207640 | 8449 | 1878 | 193 | 14690 | 274 | 381 |
|  | Establishments with 5 or 6 employees. | 25 | 184178 | 6217 | 1206 | 135 | 11745 | 524 | 793 |
|  | Establishments with 7 to $9 \times \ldots \ldots$ |  |  |  |  |  | 11745 |  |  |
|  | employees.................... | 25 | 235013 | 8800 | 2557 | 192 | 15092 | 3863 | 7152 |
|  | Establishments with 10 to 14 employees. | 6 | 44454 | 2850 | 577 | 68 | 4920 | 563 | 711 |
|  | Establishments with 15 to 19 employees. | 4 | 42387 | 2682 | 576 | 68 | 4325 | 920 | 979 |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees..................... | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more |  | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 29 | 31715 | 793 | 85 | 13 | 1509 | - | - |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Establishments operated for the entire year | 347 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | $\underline{9}$ | - | - | - |
|  | Establishments with 1 employee.... | 93 | D | D | D | b | D | D | D |
|  | Establishments with 2 employees... | 78 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 87 | 328407 | 13649 | 2783 | 299 | 28026 | 206 | 195 |
|  | Establishments with 5 or 6 employees. | 33 | 229328 | 7901 | 1549 | 181 | 16411 | 495 | 537 |
|  | Establishments with 7 to 9 . ${ }^{\text {a }}$. |  |  |  |  | 181 |  |  | 537 |
|  | employees.................... | 33 | 341160 | 12632 | 2677 | 252 | 23287 | 609 | 757 |
|  | Establishments with 10 to 14 employees. | 11 | 53031 | 3983 | 948 | 121 | 6483 | 64 | 239 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees. $\qquad$ <br> Establishments with 20 to 49 | 8 | 166251 | 4623 | 1130 | 127 | 8635 | 951 | 893 |
|  | Establishments with 20 to 49 employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - |  |  |  |
|  | employees. Establishments with 100 employees | - | - | - | - | - | - | - | - |
|  | or more ......................... | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year . $\qquad$ | 46 | D | D | D | b | D | D | D |

[^165]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Establishments operated for the entire year | 347 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. <br> Establishments with 1 employee.. | 93- | D | $\overline{\text { D }}$ | D | $\frac{\mathrm{g}}{\text { b }}$ | D | D | D |
|  | Establishments with 2 employees... | 78 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 87 | 328407 | 13649 | 2783 | 299 | 28026 | 206 | 195 |
|  | Establishments with 5 or $6 \ldots \ldots \ldots$. | 33 | 229328 | 7901 | 1549 | 181 | 16411 | 495 | 537 |
|  | Establishments with 7 to 9 employees. | 33 | 341160 | 12632 | 2677 | 252 | 23287 | 609 | 757 |
|  | Establishments with 10 to 14 employees. | 11 | 53031 | 3983 | 948 | 121 | 6483 | 64 | 239 |
|  | Establishments with 15 to 19 employees. | 8 | 166251 | 4623 | 1130 | 127 | 8635 | 951 | 893 |
|  | Establishments with 20 to 49 employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 46 | D | D | D | b | D | D | D |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 53 | D | D | D | c | D | D | D |
|  | Establishments operated for the entire year | 46 | D | D | D | c | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | D |
|  | Establishments with 1 employee.... | 13 7 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 7 | D | D | D | a | D | D | D |
|  | employees. | 16 | D | D | D | b | D | D | D |
|  | employees..................... | 3 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees..................... | - | - | - | - | - | - | - |  |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | _ | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 7 | D | D | D | a | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 155 | 645361 | 23339 | 5232 | 540 | 42849 | 919 | 832 |
|  | Establishments operated for the entire year | 138 | D | D | D | f | D | D | D |
|  | Establishments with no employees. Establishments with 1 employee.. | $3 \overline{7}$ | D | $\overline{\text { D }}$ | D | b | $\overline{\text { D }}$ | D | D |
|  | Establishments with 2 employees... | 37 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 28 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 16 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 14 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  | D | D | D |
|  | employees.................. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 17 |  | D | D |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^166]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2．Employment Size of Establishments：1997－Con．
 see Appendix C］

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establish－ ments （number） | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | First－ quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 （number） | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End－of－1996 inventories $(\$ 1,000)$ | End－of－1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS，BROKERS，AND COMMISSION MERCHANTS－ Con． <br> Wholesale trade，durable goods－Con． |  |  |  |  |  |  |  |  |
| 4218603 | Other transportation equipment \＆ supplies whsle－Con． |  |  |  |  |  |  |  |  |
|  | All establishments | 79 | D | D | D | c | D | D | D |
|  | Establishments operated for the entire year | 73 | D | D | D | c | D | D | D |
|  | Establishments with no employees． Establishments with 1 employee． | 27 | D | $\overline{\text { D }}$ | D | b | － | D | D |
|  | Establishments with 2 employees．．． | 18 | D | D | D | b | D | D | D |
|  | employees．．．．．．．．．．．．．．．．．．．．． | 20 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees． | 2 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees． | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees． | 3 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees． | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees． | － | － | － | － | － | － | － | － |
|  | Establishments with 50 to 99 employees． | － | － | － | － | － | － | － | － |
|  | Establishments with 100 employees or more | － | － | － | － | － | － | － | － |
|  | Establishments not operated for the entire year $\qquad$ | 6 | D | D | D | b | D | D | D |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ． | r3 564 | D | D | D | j | D | D | D |
|  | Establishments operated for the entire |  |  |  |  |  |  |  |  |
|  | year Establishments with no employees． | $\text { r2 } 921$ | D | D | D | j | D | D | D |
|  | Establishments with 1 employee．．．． | $\text { r1 } 181$ | D | D | D | g | D | D | D |
|  | Establishments with 2 employees．．． Establishments with 3 or 4 | 「656 | D | D | D | g | D | D |  |
|  | employees． | ＇534 | D | D | D | g | D | D | D |
|  | employees．．．．．．．．．．．．． | ＇242 | D | D | D | g | D | D | D |
|  | Establishments with 7 to 9 employees． | r152 | D | D | D | g | D | D | D |
|  | Establishments with 10 to 14 employees． | ＇89 | D | D | D | g | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  | D |  | 9 |  |  |  |
|  | employees．．．．．．．．．．．．．．．．．． | ＇25 | D | D | D | e | D | D | D |
|  | employees．．．．．．．．．．．．．．．．．．． | 「33 | D | D | D | $f$ | D | D | D |
|  | Estabishments with 50 to $99 . . . .$. ． | r5 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | ＇3 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | ＇643 | D | D | D | e | D | D | D |
| 42191 | Sporting \＆recreational goods \＆ supplies whsle <br> All establishments |  |  |  |  |  |  |  |  |
|  |  | r1 066 | ＇7 396183 | r179 242 | 「38 225 | r3 495 | 358894 | 30078 | 33795 |
|  | Establishments operated for the entire year |  |  |  |  |  |  |  |  |
|  | Establishments with no employees．． Establishments with 1 employee．．． Establishments with 2 employees．． | 937 1 | D | D | D | h a | D | D | D |
|  |  | 352 | D | D | D | e | D | D | D |
|  |  | 195 | D | D | D | e | D | D | D |
|  | Establishments with 2 employees．．． Establishments with 3 or 4 employees． | 184 | D | D | D | $f$ | D | D | D |
|  | Establishments with 5 or 6 employees． | 80 | 846678 | 19738 | 4879 | 430 |  | 301 | 428 |
|  | Establishments with 7 to 9 employees． | 80 | 846 |  |  |  |  |  |  |
|  |  | 58 | 941382 | 25453 | 5601 | 456 | 44676 | 4672 | 4910 |
|  | Establishments with 10 to 14 employees | 44 | 983958 | 27695 | 5776 | 504 | 46441 | 6464 | 6698 |
|  | Establishments with 15 to 19 employees． | 14 | 604198 | 14097 | 3363 | 225 | 25726 | 236 | 507 |
|  | ```Establishments with 20 to 49 employees. Establishments with 50 to 99 employees. Establishments with 100 employees or more ............................ . .``` | 7 | 529724 | 9631 | 1996 | 209 | 18114 | 360 | 355 |
|  |  | 1 | D | D | D | b | D | D | D |
|  |  | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year | 129 | D | D | D |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | r1 066 | '7 396183 | '179 242 | '38 225 | '3495 | 358894 | 30078 | 33795 |
|  | Establishments operated for the entire | 937 | D |  | D |  |  |  |  |
|  | year $\quad$ Establishments with no employees.. | ${ }_{1} 93$ | ${ }_{\text {D }}$ | ${ }_{\text {D }}$ | ${ }_{\text {D }}$ | h | ${ }_{\text {D }}^{\text {D }}$ | ${ }_{\text {D }}$ | ${ }_{\text {D }}^{\text {D }}$ |
|  | Establishments with 1 employee.... | 352 | D | D | D | e | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 195 | D | D | D | e | D | D | D |
|  | employees. | 184 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 80 | 846678 | 19738 | 4879 | 430 | 37579 | 301 | 428 |
|  | Establishments with 7 to 9 employees. | 58 | 941382 | 25453 | 5601 | 456 | 44676 | 4672 | 4910 |
|  | Establishments with 10 to 14 employees. | 44 | 983958 | 27695 | 5776 | 504 | 46441 | 6464 | 6698 |
|  | Establishments with 15 to 19 employees. | 14 | 604198 | 14097 | 3363 | 225 | 25726 | 236 | 507 |
|  | Establishments with 20 to 49 employees. | 7 | 529724 | 9631 | 1996 | 209 | 18114 | 360 | 355 |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 129 | D | D | D | b | D | D | D |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 413 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year |  | D | D | D |  | D | D | D |
|  | Establishments with no employees.. | ${ }^{363}$ | - | - | - | $\underline{\mathrm{g}}$ | - | $\bigcirc$ | D |
|  | Establishments with 1 employee.... | 110 87 | D | D | D | c | D | D | D |
|  | Establishments with 2 employees... |  | D | D | D | c | D | D | D |
|  | employees................... | 68 | D | D | D | c | D | D | D |
|  | employees. ................... | 48 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 27 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 16 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 | 1 | D | D | D | a | D | D |  |
|  | Establishments with $20 . \ldots \ldots \ldots \ldots$ |  | D | D | D | a | D | D | D |
|  | employees.................. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | _ | - | - | - | _ |
|  | Establishments not operated for the entire year $\qquad$ | 50 | D | D | D | b | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 413 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year $\qquad$ | 363 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. | ${ }^{-3}$ | - | - | - | $\underline{9}$ | - | - | - |
|  | Establishments with 1 employee.... | 110 87 | D | D | D | c | D | D | D |
|  | Establishments with 2 employees... | 87 | D | D | D | c | D | D | D |
|  | $\underset{\text { employees.................. }}{ }$ | 68 | D | D | D | c | D | D | D |
|  | employees.................... | 48 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 27 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 16 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with $20 \ldots \ldots \ldots \ldots$ | 1 | D | D | D | a | D | D | D |
|  | employees.................. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 50 | D | D | D | b | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^167]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 40 | 227474 | 7170 | 1855 | 202 | 15749 | 1221 | 824 |
|  | Establishments operated for the entire year $\qquad$ | 37 | 217347 | 7067 | 1840 | 201 | 15407 | 1221 | 824 |
|  | Establishments with no employees... | - | - $10-$ | - | - |  | - |  | , |
|  | Establishments with 1 employee.... | 13 | 10276 | 822 | 194 | 13 | 1784 | 78 | 81 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 8 | 17817 | 622 | 218 | 16 | 1123 |  |  |
|  | Establishments with 3 or 4 employees. | 4 | 15438 | 541 | 112 | 14 | 1336 | - | - |
|  | Establishments with 5 or 6 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 3 | 40688 | 950 | 174 | 36 | 1946 | 785 | 266 |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees................... | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. | 3 | 10127 | 103 | 15 | 1 | 342 | - | - |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |
|  | All establishments .... | 37 | 548012 | 6455 | 1935 | 217 | 15489 | 45 | - |
|  | Establishments operated for the entire year | 33 | 546311 | 6339 | 1923 | 216 | 15208 | 45 | - |
|  | Establishments with no employees.. | 10 | $1285{ }^{-}$ |  | $9{ }^{-}$ | 10 |  | - | - |
|  | Establishments with 2 employee.... | 10 7 | 46881 | 465 | 130 | 14 | 753 934 | - | - |
|  | Establishments with 3 or 4 employees. | 5 | 138679 | 1118 | 408 | 19 | 2796 | 45 | - |
|  | Establishments with 5 or 6 employees. | 3 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 5 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  |  | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 4 | 1701 | 116 | 12 | 1 | 281 | - | - |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 49 | 207845 | 6689 | 1595 | 191 | 11867 | 162 | 187 |
|  | Establishments operated for the entire year | 42 | 203646 | 6376 | 1548 | 186 | 11117 | 162 | 187 |
|  | Establishments with no employees. . | - |  | ${ }^{-}$ |  | - | 1814 | 31 | - |
|  | Establishments with 1 employee.... | 19 10 | 23641 D | 951 | 251 D | 19 b | 1814 D | 31 D | 24 |
|  | Establishments with 3 or 4 | 10 |  |  | D | b |  | D | D |
|  | employees. <br> Establishments with 5 or 6 | 9 | 75732 | 2268 | 466 | 33 | 3938 | 5 | 5 |
|  | Establishments with 5 or 6 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | $\xrightarrow{\text { employees................... }}$ | - | - | - | - | - | - | - | - |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to $99 \ldots \ldots$ | - | - | - |  |  |  |  |  |
|  | employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\square$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 7 | 4199 | 313 | 47 | 5 | 750 | - | - |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219303 | Other recyclable material whsle -Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 129 | 407181 | 11787 | 2342 | 285 | 22332 | 1859 | 1304 |
|  | Establishments operated for the entire year | 99 | 361776 | 10468 | 2264 | 261 | 19670 | 1859 | 1064 |
|  | Establishments with no employees.. | 40 |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 40 27 | 94997 D | 1968 | 416 D | 40 b | 4139 D | 1154 D | 698 D |
|  | Establishments with 3 or 4 employees. | 19 | 137044 | 3591 | 657 | 59 | 5631 | 624 | 224 |
|  | Establishments with 5 or 6 employees. | 7 | 72215 | 1426 | 378 | 38 | 2536 | 8 | 12 |
|  | Establishments with 7 to 9 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | - | _ | _ | _ | _ | - | - | - |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 | 1 | D |  | D | b |  |  |  |
|  | employees. Establishments with 50 to 99 | 1 | D | D | D | b | D | D | D |
|  | employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 100 employees or more $\square$ | - | - | - | - | - | - | - |  |
|  | Establishments not operated for the entire year | 30 | 45405 | 1319 | 78 | 24 | 2662 | - | 240 |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 451 | 904350 | 37942 | 8646 | 998 | 79046 | 10225 | 10366 |
|  | Establishments operated for the entire year | 375 | D | D | D | f | D | D | D |
|  | Establishments with no employees.. | - | - |  | - | - |  |  |  |
|  | Establishments with 1 employee.... | 174 | 244008 | 7263 | 1626 | 174 | 16827 | 716 | 943 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 92 | 162589 | 6175 | 1503 | 184 | 13477 | 240 | 288 |
|  | employees............. | 59 | 130271 | 6815 | 1699 | 189 | 15159 | 648 | 696 |
|  | employees............. | 28 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 13 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees................ | 1 | D | D | D | a | D | D | D |
|  | employees..................... | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 | - | - | - | - | - | - |  |  |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 76 | D | D | D | b | D | D | D |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 451 | 904350 | 37942 | 8646 | 998 | 79046 | 10225 | 10366 |
|  | Establishments operated for the entire year | 375 | D | D | D | f | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - | - |
|  | Establishments with 1 employee.... | $174$ |  | 7263 | 1626 | 174 | 16827 | 716 | 943 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 92 | 162589 | 6175 | 1503 | 184 | 13477 | 240 | 288 |
|  | employees..................... | 59 | 130271 | 6815 | 1699 | 189 | 15159 | 648 | 696 |
|  | Establishments with 5 or 6 employees. | 28 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 13 | D | D | D | c | D | D | D |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  | D | D | c | D | D | D |
|  | employees.................... | 6 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees | 2 | D | D | D | b |  |  |  |
|  | employees................... | 2 | D | D | D | b | D | D | D |
|  | employees.................... | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 76 |  | D | D |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 514 | D | D | D | g | D | D | D |
|  | Establishments operated for the entire year | 402 | D | D | D |  | D |  | D |
|  |  | 402 | - | - | - | g | D | D | D |
|  | Establishments with 1 employee.... | 184 | D | D | D | c | D | D | D |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 94 | D | D | D | c | D | D | D |
|  | employees. | 66 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 25 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 20 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots$ | 1 | D | D | D | a | D | D | D |
|  | employees | 3 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 112 | D | D | D | b | D | D | D |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 140 | 321738 | 11830 | 3438 | 416 | 28590 | 511 | 615 |
|  | Establishments operated for the entire year $\qquad$ | 102 | D | D | D | e | D | D | D |
|  | Establishments with no employees.. | - | 45115 |  | - | $-$ |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 46 18 | $\begin{aligned} & 45115 \\ & 22819 \end{aligned}$ | 1736 690 | 360 163 | 46 36 | 4207 1494 | 62 19 | 72 27 |
|  | Establishments with 2 employees... Establishments with 3 or 4 employees. | 18 14 | $\begin{aligned} & 22819 \\ & 42070 \end{aligned}$ | $\begin{array}{r} 690 \\ 1651 \end{array}$ | 163 307 | 36 50 | 1494 3567 | 19 29 | 27 15 |
|  | Establishments with 5 or 6 employees. | 11 | 52852 | 2886 | 1406 | 59 | 8602 | 1 | 1 |
|  | Establishments with 7 to 9 | 6 | - | D | D | b |  | D |  |
|  | Establishments with $10 \ldots \ldots \ldots \ldots$ | 6 | D | D | D | b | D | D | D |
|  | employees..................... | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 5 | D | D | D | c | D | D | D |
|  | Establishments with 50 to $99 .$. | 5 | D | D | D | c | D | D | D |
|  | employees..................... | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. $\qquad$ | 38 | D | D | D | b | D | D | D |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 124 | D | D | D | e | D | D | D |
|  | Establishments operated for the entire year | 86 | D | D | D | e | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee.... | 39 | - | - | - | - | $\overline{\text { D }}$ | - | $\overline{\text { D }}$ |
|  | Establishments with 2 employees... | 17 | D | ${ }_{\text {D }}$ | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees | 2 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 5 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 38 | D | D | D | b | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^168]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |
|  | All establishments | 15813 | '210 280732 | 3860234 | 881785 | 121102 | 7159777 | 146688 | 171062 |
|  | Establishments operated for the entire year . . . . . . . . . . . . . . . . . . . . . . . . . . . . . Establishments with no employees. . | 13426 13 4 | $\begin{array}{r}198184360 \\ 24890 \\ \hline 18858\end{array}$ | 3648870 216 | 838585 | 113724 | 6727928 504 4 | 145990 | 162521 |
|  | Establishments with 1 employee.... | 4487 | 9468984 | 214579 | 46706 | 4487 | 447724 | 7047 | 7885 |
|  | Establishments with 2 employees. . . Establishments with 3 or 4 | 2605 | 11602632 | 205959 | 46950 | 5210 | 417871 | 5387 | 4867 |
|  | employees. <br> Establishments with 5 or 6 | 2356 | 15158013 | 331527 | 75734 | 7978 | 664945 | 17481 | 23480 |
|  | employees. <br> Establishments with 7 to 9 | 1098 | 12707583 | 259923 | 58012 | 5947 | 506059 | 16389 | 15403 |
|  | employees. <br> Establishments with 10 to 14 | 696 | 10903407 | 230989 | 51632 | 5496 | 428951 | 10756 | 10968 |
|  | employees. | 622 | 15527160 | 287211 | 62155 | 7249 | 531681 | 17515 | 19978 |
|  | employees. <br> Establishments with 20 to 49 | 390 | 19427506 | 209308 | 48967 | 6480 | 364130 | 10866 | 11455 |
|  | employees. <br> Establishments with 50 to 99 | 832 | 34535243 | 609116 | 137864 | 24875 | 1108083 | 22844 | 28477 |
|  | employees. Establishments with 100 employees | 193 | 18133197 | 345398 | 80816 | 12732 | 660954 | 17882 | 20438 |
|  | or more ........................ | 134 | 50695745 | 954644 | 229749 | 33270 | 1597026 | 19823 | 19570 |
|  | Establishments not operated for the entire year $\qquad$ | 2387 | 12096372 | 211364 | 43200 | 7378 | 431849 | 698 | 8541 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 1566 | 7602771 | 242505 | 56581 | 5335 | 452024 | 17175 | 18681 |
|  | Establishments operated for the entire year | 1392 | 7338641 | 234835 | 54873 | 5170 | 436385 | 17166 | 18679 |
|  | Establishments with no employees.. Establishments with 1 employee.... | [4 | 2191 817904 | 28 27448 | 6187 | 514 | 70 55411 | $74 \overline{7}$ | 833 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 321 | 799841 | 26440 | 6199 | 642 | 50810 | 465 | 799 |
|  | employees. <br> Establishments with 5 or 6 | 275 | 1310061 | 39475 | 8980 | 933 | 79239 | 1517 | 1771 |
|  | employees. <br> Establishments with 7 to 9 | 129 | 836542 | 30096 | 6823 | 702 | 55662 | 1277 | 1220 |
|  | Establishments with 7 to 9 employees. | 67 | 698867 | 26320 | 6327 | 521 | 45204 | 421 | 467 |
|  | Establishments with 10 to 14 employees. | 41 | 760654 | 26661 | 5870 | 463 | 48866 | 717 | 649 |
|  | Establishments with 15 to 19 employees. <br> Establishments with 20 to 49 | 14 | 211332 | 10336 | 2220 | 233 | 16530 | 424 | 498 |
|  | employees. <br> Establishments with 50 to 99 | 22 | 734064 | 24612 | 5524 | 562 | 40877 | - | - |
|  | employees. | 3 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\square$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 174 | 264130 | 7670 | 1708 | 165 | 15639 | 9 | 2 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 177 | 1378150 | 33353 | 7722 | 616 | 69098 | 12457 | 13426 |
|  | Establishments operated for the entire year | 154 | 1317314 | 32487 | 7675 | 603 | 66069 | 12457 | 13426 |
|  | Establishments with no employees.. | 63 | 196949 | 5153 | $116 \bar{\square}$ | 63 | 8329 | 357 | 364 |
|  | Establishments with 2 employees... | 34 | 121012 | 3576 | 727 | 68 | 6515 | 20 | 78 |
|  | Establishments with 3 or 4 employees. | 26 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 14 | 92885 | 2941 | 693 | 75 | 7990 | 226 | 252 |
|  | Establishments with 7 to 9 employees. | 6 | 82146 | 1945 | 412 | 45 | 3484 | 87 | 135 |
|  | Establishments with 10 to 14 employees. | 6 | 115500 | 3778 | 983 | 71 | 10137 | 59 | 50 |
|  | Establishments with 15 to 19 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 23 | 60836 | 866 | 47 | 13 | 3029 | - | - |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 177 | 1378150 | 33353 | 7722 | 616 | 69098 | 12457 | 13426 |
|  | Establishments operated for the entire year | 154 | 1317314 | 32487 | 7675 | 603 | 66069 | 12457 | 13426 |
|  | Establishments with no employees.. | 63- | $19694 \overline{9}$ | 5153 | 1166 | 63 | 8329 | 357 | 364 |
|  | Establishments with 1 employee.... | 34 | 121012 | - 3576 | 727 | 68 | ¢ 8515 | 20 | 364 78 |
|  | Establishments with 3 or 4 employees. | 26 | D |  | D | b | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^169]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4223 | Apparel, piece goods, \& notions whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 2565 | 15970930 | 473114 | 106426 | 9054 | 924388 | 30510 | 29657 |
|  | Establishments with no employees.. | 2 1 | 15070 D | - ${ }^{\text {D }}$ | D | a | D | - ${ }^{\text {D }}$ | D |
|  | Establishments with 1 employee.... | 1111 | 2722451 | 62695 | 13987 | 1111 | 135990 | -996 | 974 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 597 | 2230910 | 51847 | 12271 | 1194 | 110658 | 1937 | 952 |
|  | employees..................... | 464 | 2783927 | 70563 | 16650 | 1546 | 146678 | 2730 | 3550 |
|  | Establishments with 5 or 6 employees. | 167 | 1514629 | 42698 | 9639 | 895 | 84505 | 5503 | 3434 |
|  | Establishments with 7 to 9 employees. | 95 | 1002077 | 33155 | 7197 | 759 | 66993 | 2437 | 2108 |
|  | Establishments with 10 to 14 employees. | 56 | 943709 | 34728 | 7738 | 630 | 66216 | 1469 | 1670 |
|  | Establishments with 15 to 19 employees. | 26 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 employees. | 33 | 1457097 | 53380 | 12341 | 960 | 97095 | 3871 | 4566 |
|  | Establishments with 50 to 99 employees. | 11 | 1453068 | 48237 | 8417 | 727 | 98928 | 3277 | 4595 |
|  | Establishments with 100 employees or more $\qquad$ | 4 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year. | 469 | 967045 | 26705 | 3141 | 278 | 52861 | - | 319 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 793 | 5032811 | 133335 | 29237 | 2562 | 249219 | 9009 | 5708 |
|  | Establishments operated for the entire year | 688 | D | D | D | h | D | D | D |
|  | Establishments with no employees. . Establishments with 1 employee. | $27 \overline{6}$ | 645759 | 14981 |  | $27 \overline{6}^{-}$ | 30771 | 364 | 228 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 146 | 742070 | 13997 | 2735 | 292 | 26158 | 1094 | 235 |
|  | employees. | 127 | 882715 | 20524 | 5143 | 425 | 39254 | 235 | 109 |
|  | Establishments with 5 or 6 employees. | 64 | 831851 | 19654 | 4255 | 348 | 37399 | 4615 | 2674 |
|  | Establishments with 7 to 9 employees. | 29 | 295420 | 9466 | 2089 | 231 | 17996 | 1121 | 870 |
|  | Establishments with 10 to 14 employees. | 23 | 472455 | 14492 | 3003 | 257 | 26901 | 296 | 270 |
|  | Establishments with 15 to 19 employees. | 10 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 11 | 535837 | 17930 | 4293 | 308 | 29579 | 320 | 378 |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year. | 105 | D | D | D | b | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 793 | 5032811 | 133335 | 29237 | 2562 | 249219 | 9009 | 5708 |
|  | Establishments operated for the entire year | 688 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee... | $27 \overline{6}$ | 645759 | 14981 | 3513 | $27 \overline{6}^{-}$ | 30771 | 364 | 228 |
|  | Establishments with 2 employees... | 146 | 742070 | 13997 | 2735 | 292 | 26158 | 1094 | 235 |
|  | Establishments with 3 or 4 employees. | 127 | 882715 | 20524 | 5143 | 425 | 39254 | 235 | 109 |
|  | Establishments with 5 or 6 employees. | 64 | 831851 | 19654 | 4255 | 348 | 37399 | 4615 | 2674 |
|  | Establishments with 7 to 9 employees. | 29 | 295420 | 9466 | 2089 | 231 | 17996 | 1121 | 870 |
|  | Establishments with 10 to 14 employees. | 23 | 472455 | 14492 | 3003 | 257 | 26901 | 296 | 270 |
|  | Establishments with 15 to 19 employees. | 10 | D | D | D | c | D | D | D |
|  | Establishments with 20 to $49 \cdots \cdots$. |  | D |  | D | c |  |  |  |
|  | employees................... | 11 | 535837 | 17930 | 4293 | 308 | 29579 | 320 | 378 |
|  | employees. . . . . . . . . . . . . . . . . . | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 105 | D | D | D | b | D | D | D |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |
|  | All establishments | 652 | 4499955 | 110080 | 24467 | 2138 | 207094 | 8494 | 5442 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4223101 | Piece goods-jobbers-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year Establishments with no employees. | 578 | 576 ${ }^{\text {D }}$ | D |  | $\underline{9}$ | D | D | D |
|  | Establishments with 1 employee.... | 225 | 576537 | 12657 | 2969 | 225 | 25089 | 339 | 192 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 126 | 705382 | 12690 | 2471 | 252 | 23624 | 1054 | 206 |
|  | employees...................... | 108 | 792540 | 17668 | 4324 | 363 | 34437 | 233 | 86 |
|  | Establishments with 5 or 6 employees. | 58 | 768208 | 17963 | 3852 | 316 | 34333 | 4536 | 2612 |
|  | Establishments with 7 to 9 employees. | 23 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 17 | 382755 | 10619 | 2283 | 189 | 20522 | 296 | 270 |
|  | Establishments with 15 to 19 employees. | 9 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 11 | 535837 | 17930 | 4293 | 308 | 29579 | 320 | 378 |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | D | D | c | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 74 | D | D | D | b | D | D | D |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 141 | 532856 | 23255 | 4770 | 424 | 42125 | 515 | 266 |
|  | Establishments operated for the entire year | 110 | D | D | D | e | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee.... | 51 | 69222 | 2324 | 544 | 51 | 5682 | 25 | 36 |
|  | Establishments with 2 employees... | 20 | 36688 | 1307 | 264 | 40 | 2534 | 40 | 29 |
|  | Establishments with 3 or 4 employees. | 19 | 90175 | 2856 | 819 | 62 | 4817 | 2 | 23 |
|  | Establishments with 5 or 6 employees. | 6 | 63643 | 1691 | 403 | 32 | 3066 | 79 | 62 |
|  | Establishments with 7 to 9 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 6 | 89700 | 3873 | 720 | 68 | 6379 | - | - |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - |  | - | - | - | - | - | _ |
|  | Establishments not operated for the entire year $\qquad$ | 31 | D | D | D | a | D | D | D |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 660 | 2927495 | 76803 | 17588 | 1606 | 167770 | 3932 | 4655 |
|  | Establishments operated for the entire year | 588 | 2789388 | 74054 | 17039 | 1550 | 161206 | 3932 | 4399 |
|  | Establishments with no employees.. <br> Establishments with 1 employee.... | 256 | $718 \quad 13 \overline{6}$ | $14 \quad 233$ | 3268 | 256 | 29600 | 84 | 132 |
|  | Establishments with 2 employees.... | 145 | 527651 | 12117 | 3062 | 290 | 25766 | 407 | 344 |
|  | employees. | 117 | 670902 | 18186 | 4001 | 388 | 39933 | 944 | 1316 |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to 9 | 27 | 217610 | 6245 | 1471 | 145 | 13947 | 280 | 199 |
|  | employees.................. | 25 | 277726 | 8546 | 2011 | 196 | 20260 | 736 | 598 |
|  | Establishments with 10 to 14 employees. | 9 | 117999 | 5159 | 1112 | 97 | 11971 | 1133 | 1349 |
|  | Establishments with 15 to 19 employees. | 5 | 86952 | 4017 | 805 | 80 | 7926 | 348 | 461 |
|  | Establishments with 20 to 49 employees. | 4 | 172412 | 5551 | 1309 | 98 | 11803 | - | - |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 72 | 138107 | 2749 | 549 | 56 | 6564 | - | 256 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 660 | 2927495 | 76803 | 17588 | 1606 | 167770 | 3932 | 4655 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422320 | Men's \& boys' clothing \& furnishings whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 588 | 2789388 | 74054 | 17039 | 1550 | 161206 | 3932 | 4399 |
|  | Establishments with no employees.. Establishments with 1 employee... | 256 | 718136 | 14233 | 3268 | 256 | 29600 | 84 | 132 |
|  | Establishments with 2 employees... | 145 | 527651 | 12117 | 3062 | 290 | 25766 | 407 | 344 |
|  | employees. <br> Establishments with 5 or 6 | 117 | 670902 | 18186 | 4001 | 388 | 39933 | 944 | 1316 |
|  |  | 27 | 217610 | 6245 | 1471 | 145 | 13947 | 280 | 199 |
|  | Establishments with 7 to 9 employees. | 25 | 277726 | 8546 | 2011 | 196 | 20260 | 736 | 598 |
|  | Establishments with 10 to 14 employees. | 9 | 117999 | 5159 | 1112 | 97 | 11971 | 1133 | 1349 |
|  | Establishments with 15 to 19 employees. | 5 | 86952 | 4017 | 805 | 80 | 7926 | 348 | 461 |
|  | Establishments with 20 to 49 employees. | 4 | 172412 | 5551 | 1309 | 98 | 11803 | - | - |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | _ | _ | - |
|  | Establishments not operated for the entire year | 72 | 138107 | 2749 | 549 | 56 | 6564 | - | 256 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1203 | 4735312 | 147928 | 31213 | 3132 | 289901 | 6423 | 7722 |
|  | Establishments operated for the entire year | 967 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 431 | 989036 | 23386 | 4954 | 431 | 54058 | 537 | 591 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 234 | 668580 | 18642 | 4874 | 468 | 43023 | 307 | 235 |
|  | Employees..................... | 174 | D | D | D | $f$ | D | D | D |
|  | Establishments with 5 or 6 employees. | 54 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 33 | D | D | D | e | D | D | D |
|  | Establishments with 10 to 14 employees. | 16 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 13 | 521406 | 20539 | 4294 | 402 | 34463 | 3551 | 4188 |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | e | D | D | - |
|  | Establishments not operated for the entire year | 236 | D | D | D | c | D | D | D |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1203 | 4735312 | 147928 | 31213 | 3132 | 289901 | 6423 | 7722 |
|  | Establishments operated for the entire year |  |  | D | D | h | D | D | D |
|  | Establishments with no employees. . | 1 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 431 | 989036 | 23386 | 4954 | 431 | 54058 | 537 | 591 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 234 | 668580 | 18642 | 4874 | 468 | 43023 | 307 | 235 |
|  | Establishments with 3 or 4 employees. | 174 | D | D | D | f | D | D | D |
|  | Establishments with 5 or 6 employees. | 54 | D | D | D | e | D | D | D |
|  | Establishments with 7 to 9 employees. | 33 | D | D | D | e | D | D | D |
|  | Establishments with 10 to 14 employees. | 16 | D | D | D | c | D | D | D |
|  | Establishments with 15 to $19 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 13 | 521406 | 20539 | 4294 | 402 | 34463 | 3551 | 4188 |
|  | Establishments with 50 to 99 employees. | 4 | D | D | D | e | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 236 | D | D | D | c | D | D | D |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 378 | 4242357 | 141753 | 31529 | 2032 | 270359 | 11146 | 11891 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42241 | General-line grocery whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 624 | 47480626 | 799086 | 186436 | 26594 | 1337037 | 19548 | 20161 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 88 | 220645 | 3247 |  | 88 | 6715 | 57 | 62 |
|  | Establishments with 1 employee.... | 88 56 | 278681 | 3647 4682 | 689 1051 | 112 | 6715 9266 | 57 130 | 62 137 |
|  | Establishments with 3 or 4 employees. | 65 | 556896 | 8002 | 1679 | 221 | 15600 | 67 | 70 |
|  | employees. | 56 | 622213 | 10449 | 2210 | 312 | 18869 | 106 | 94 |
|  | Establishments with 7 to 9 employees. | 56 | 1102508 | 16496 | 3908 | 440 | 30484 | 685 | 760 |
|  | Establishments with 10 to 14 employees. | 39 | 1018407 | 16830 | 3864 | 463 | 28363 | - | - |
|  | Establishments with 15 to 19 employees. | 39 | 1536423 | 21776 | 5047 | 647 | 40349 | 4183 | 4312 |
|  | employees. | 111 | 6726523 | 125245 | 28157 | 3638 | 210248 | 3224 | 3324 |
|  | Establishments with 50 to 99 employees. | 47 | 5191171 | 88165 | 21442 | 3279 | 154905 | - | - |
|  | Establishments with 100 employees or more $\square$ | 67 | 30227159 | 504194 | 118389 | 17394 | 822238 | 11096 | 11402 |
|  | Establishments not operated for the entire year | 124 | 5267136 | 59114 | 14376 | 2003 | 121094 | - | - |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Establishments operated for the entire year | 624 | 47480626 | 799086 | 186436 | 26594 | 1337037 | 19548 | 20161 |
|  | Establishments with no employees. . Establishments with 1 employee.... | $\stackrel{-}{88}$ | 220645 | 3247 | 689 | $8{ }_{8}$ | 6715 | 57 | 62 |
|  | Establishments with 2 employees.... | 56 | 278681 | 4682 | 1051 | 112 | 9266 | 130 | 137 |
|  | Establishments with 3 or 4 employees. | 65 | 556896 | 8002 | 1679 | 221 | 15600 | 67 | 70 |
|  | Establishments with 5 or 6 employees. | 56 | 622213 | 10449 | 2210 | 312 | 18869 | 106 | 94 |
|  | Establishments with 7 to 9 employees. | 56 | 1102508 | 16496 | 3908 | 440 | 30484 | 685 | 760 |
|  | Establishments with 10 to 14 employees. | 39 | 1018407 | 16830 | 3864 | 463 | 28363 | - | - |
|  | Establishments with 15 to 19 employees. | 39 | 1536423 | 21776 | 5047 | 647 | 40349 | 4183 | 4312 |
|  | Establishments with 20 to 49 employees. | 111 | 6726523 | 125245 | 28157 | 3638 | 210248 | 3224 | 3324 |
|  | Establishments with 50 to 99 employees. | 47 | 5191171 | 88165 | 21442 | 3279 | 154905 | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 67 | 30227159 | 504194 | 118389 | 17394 | 822238 | 11096 | 11402 |
|  | Establishments not operated for the entire year | 124 | 5267136 | 59114 | 14376 | 2003 | 121094 | - | - |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Establishments operated for the entire year | 624 | 47480626 | 799086 | 186436 | 26594 | 1337037 | 19548 | 20161 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 88 | 220645 | 3247 | 689 | $8 \stackrel{-}{8}$ | 6715 | $5 \overline{5}$ | 62 |
|  | Establishments with 2 employees... | 56 | 278681 | 4682 | 1051 | 112 | 9266 | 130 | 137 |
|  | Establishments with 3 or 4 employees. | 65 | 556896 | 8002 | 1679 | 221 | 15600 | 67 | 70 |
|  | Establishments with 5 or 6 employees. | 56 | 622213 | 10449 | 2210 | 312 | 18869 | 106 | 94 |
|  | Establishments with 7 to 9 employees. | 56 | 1102508 | 16496 | 3908 | 440 | 30484 | 685 | 760 |
|  | Establishments with 10 to 14 employees. | 39 | 1018407 | 16830 | 3864 | 463 | 28363 | - | - |
|  | Establishments with 15 to 19 employees. | 39 | 1536423 | 21776 | 5047 | 647 | 40349 | 4183 | 4312 |
|  | Establishments with 20 to 49 employees. | 111 | 6726523 | 125245 | 28157 | 3638 | 210248 | 3224 | 3324 |
|  | Establishments with 50 to $99 \ldots \ldots$ | 11 | 6726523 | 125 | 28157 |  | 210248 |  |  |
|  | employees................. | 47 | 5191171 | 88165 | 21442 | 3279 | 154905 | - | - |
|  | or more | 67 | 30227159 | 504194 | 118389 | 17394 | 822238 | 11096 | 11402 |
|  | Establishments not operated for the entire year | 124 | 5267136 | 59114 | 14376 | 2003 | 121094 | - | - |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 295 |

[^170]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42242 | Packaged frozen food whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 630 | 16590176 | 270134 | 61529 | 7075 | 467839 | 2632 | 2944 |
|  | Establishments with no employees.. | - |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees.. | 122 85 | 348319 414385 | 4386 5355 | 902 1262 | 122 170 | 8684 10325 | 100 24 | 109 42 |
|  | Establishments with 3 or 4 employees. | 99 | 796034 | 12656 | 2842 | 341 | 23650 | 511 | 942 |
|  | Establishments with 5 or 6 | 67 | 912404 | 13671 | 2675 | 363 | 24078 | 302 | 391 |
|  | Establishments with 7 to 9 employees. | 58 | 1146898 | 19526 | 4409 | 463 | 36051 | 289 | 351 |
|  | Establishments with 10 to 14 employees. | 66 | 1715065 | 30690 | 6999 | 776 | 52186 | - | - |
|  | Establishments with 15 to 19 employees. | 49 | 1896105 | 32199 | 7601 | 821 | 54287 | 10 | 10 |
|  | Establishments with 20 to 49 employees. | 63 | 4837038 | 74713 | 16351 | 1731 | 125877 | - | - |
|  | Establishments with 50 to 99 employees. | 12 | 1625123 | 26742 | 6500 | 816 | 43478 | 1 | 75 |
|  | Establishments with 100 employees or more $\qquad$ | 9 | 2898805 | 50196 | 11988 | 1472 | 89223 | 1395 | 1024 |
|  | Establishments not operated for the entire year | 49 | 292680 | 4946 | 2519 | 293 | 8625 | - | 15 |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 2959 |
|  | Establishments operated for the entire year | 630 | 16590176 | 270134 | 61529 | 7075 | 467839 | 2632 | 2944 |
|  | Establishments with no employees.. |  |  |  |  |  |  |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 122 85 | 348319 414385 | 4386 5355 | 902 1262 | 122 170 | 8684 10325 | 100 24 | 109 42 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 employees. | 85 99 | 414385 796034 | 5355 12656 | 1262 2842 | 170 | 10325 23650 | 24 511 | 42 942 |
|  | Establishments with 5 or 6 employees. | 67 | 912404 | 13671 | 2675 | 363 | 24078 | 302 | 391 |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.................... | 58 | 1146898 | 19526 | 4409 | 463 | 36051 | 289 | 351 |
|  | employees.............. | 66 | 1715065 | 30690 | 6999 | 776 | 52186 | - | - |
|  | Establishments with 15 to 19 employees. | 49 | 1896105 | 32199 | 7601 | 821 | 54287 | 10 | 10 |
|  | Establishments with 20 to 49 employees. | 63 | 4837038 | 74713 | 16351 | 1731 | 125877 | - | - |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees | 12 | 1625123 | 26742 | 6500 | 816 | 43478 | 1 | 75 |
|  | Establishments with 100 employees or more $\square$ | 9 | 2898805 | 50196 | 11988 | 1472 | 89223 | 1395 | 1024 |
|  | Establishments not operated for the entire year | 49 | 292680 | 4946 | 2519 | 293 | 8625 | - | 15 |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 181 | 1474278 | 30193 | 7844 | 737 | 61064 | 700 | 799 |
|  | Establishments operated for the entire year $\qquad$ | 161 |  |  |  | f |  | D |  |
|  | Establishments with no employees.. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 51 | 77937 | 1781 | 475 | 51 | 3521 | 170 | 141 |
|  | Establishments with 2 employees... | 27 | D | D | D | b | D | D | D |
|  | Establishments with 3 or $4 \ldots \ldots . . . . .$. | 40 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees | 21 | D | D | D | c | D | D | D |
|  | Employees.................... | 21 | D | D | D | c | D | D | D |
|  | employees. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees.................. | 2 | D | D | D | b | D | D | D |
|  | employees.................... | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | D |
|  | Establishments not operated for the entire year. $\qquad$ | 20 | D | D | D | b | D | D | D |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 181 | 1474278 | 30193 | 7844 | 737 | 61064 | 700 | 799 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224402 | Poultry \& poultry product (except live) whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 98 |  | D |  |  | D | D |  |
|  | Establishments with no employees.. | - | - | - | - | - | - | D |  |
|  | Establishments with 1 employee.... | 32 | D | D | D | b | D | D | D |
|  | Establishments with 2 employees... | 18 | D | D | D | b | D | D |  |
|  | Establishments with 3 or 4 employees. | 17 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 17 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 4 | D | D | D | b | D | D |  |
|  | Establishments with 10 to 14 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D |  |
|  | Establishments with 20 to 49 employees. | 4 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. |  | - | - | - | - | - | - |  |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - |  |
|  | Establishments not operated for the entire year | 10 | D | D | D | a | D | D | D |
| 42245 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 357 | 3037847 | 69013 | 16381 | 2286 | 122608 | 731 | 931 |
|  | Establishments operated for the entire year | 307 | 2757643 | 62217 | 13619 | 1898 | 111697 | 731 | 931 |
|  | Establishments with no employees. . Establishments with 1 employee.... | $9{ }^{-}$ | 122171 | 2751 | 565 | $9{ }^{-}$ | 5726 | 86 | 107 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 55 | 166079 | 3038 | 598 | 110 | 6226 | 220 | 250 |
|  |  | 51 | 366079 | 5834 | 1333 | 184 | 11172 | 194 | 312 |
|  | Establishments with 5 or 6 employees. | 25 | 284322 | 5269 | 1152 | 133 | 10021 | - | - |
|  | Establishments with 7 to 9 employees. | 24 | 413685 | 8362 | 1510 | 184 | 16111 | - | - |
|  | Establishments with 10 to 14 employees. | 24 | 374170 | 9906 | 2047 | 278 | 18916 | 168 | 204 |
|  | Establishments with 15 to 19 employees | 13 | 270504 | 6338 | 1553 | 211 | 10430 | - | - |
|  | Establishments with 20 to $49 \cdots \cdots$ |  |  |  |  |  |  |  |  |
|  | employees................ | 19 | 514120 | 15378 | 3331 | 504 | 24813 | 63 | 58 |
|  | employees. | 3 | 246513 | 5341 | 1530 | 201 | 8282 | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | _ | - |
|  | Establishments not operated for the entire year | 50 | 280204 | 6796 | 2762 | 388 | 10911 | - | - |
| 422450 | Confectionery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 357 | 3037847 | 69013 | 16381 | 2286 | 122608 | 731 | 931 |
|  | Establishments operated for the entire year | 307 | 2757643 | 62217 | 13619 | 1898 | 111697 | 731 | 931 |
|  | Establishments with no employees. . Establishments with 1 employee | 93 |  | 2751 | ${ }_{565}$ | 93 | $572 \overline{6}$ | $8{ }^{-}$ | 107 |
|  | Establishments with 2 employees... | 55 | 166079 | 3038 | 598 | 110 | 6226 | 220 | 250 |
|  | Employees.................... | 51 | 366079 | 5834 | 1333 | 184 | 11172 | 194 | 312 |
|  | Establishments with 5 or 6 employees. | 25 | 284322 | 5269 | 1152 | 133 | 10021 | - | - |
|  | Establishments with 7 to 9 employees. | 24 | 413685 | 8362 | 1510 | 184 | 16111 | - | - |
|  | Establishments with 10 to 14 employees. | 24 |  | 9906 | 2047 | 278 | 18916 | 168 | 204 |
|  | Establishments with 15 to $19 \ldots \ldots$ | 24 | 374170 | 9906 | 2047 | 278 |  | 168 | 204 |
|  | employees.................. | 13 | 270504 | 6338 | 1553 | 211 | 10430 | - | - |
|  | Establishments with 20 to 49 employees. | 19 | 514120 | 15378 | 3331 | 504 | 24813 | 63 | 58 |
|  | Establishments with 50 to 99 employees | 3 |  | 5341 | 1530 | 201 | 8282 | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 3 | 246513 | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 50 | 280204 | 6796 | 2762 | 388 | 10911 | - | - |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 108 | 832985 | 16294 | 3402 | 444 | 30039 | 472 | 1129 |

See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422470 | Meat \& meat product whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 262 | 4012303 | 62984 | 15397 | 1576 | 112561 | 2865 | 3441 |
|  | Establishments with no employees. . Establishments with 1 employee. | $7{ }_{70}$ |  |  |  | - | $\overline{\text { D }}$ |  | D |
|  | Establishments with 2 employees... | 42 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 51 | 411457 | 6397 | 1405 | 176 | 11561 | 883 | 979 |
|  | Establishments with 5 or 6 employees. | 35 | 695063 | 9003 | 2093 | 191 | 16897 | 1690 | 2094 |
|  | Establishments with 7 to 9 employees. | 22 | 346032 | 6242 | 1243 | 177 | 10624 | 84 | 183 |
|  | Establishments with 10 to 14 employees. | 19 | 563790 | 10107 | 2376 | 232 | 18215 | 110 | 121 |
|  | Establishments with 15 to 19 employees. | 8 | 296018 | 5045 | 1243 | 130 | 7756 | - | - |
|  | Establishments with 20 to 49 employees. | 14 | 841863 | 15210 | 3649 | 396 | 26073 | - |  |
|  | Establishments with 50 to 99 |  |  | - | - | - | - | - |  |
|  | Establishments with 100 employees or more $\qquad$ | 1 | D | - | D | - | - | - | D |
|  | Establishments not operated for the entire year | 36 | 141710 | 2005 | 519 | 65 | 4086 | 52 | 3 |
| 42248 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 647 | 5923035 | 180830 | 41516 | 4960 | 370545 | 6688 | 7855 |
|  | Establishments operated for the entire year | 510 | 5501513 | 167855 | 39318 | 4651 | 338555 | 6476 | 7601 |
|  | Establishments with no employees.. Establishments with 1 employee.... |  |  |  | - | c | $\overline{\text { D }}$ | - | D |
|  | Establishments with 2 employees... | 82 | D | D | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 120 | 727659 | 16828 | 3763 | 399 | 36928 | 147 | 110 |
|  | Establishments with 5 or 6 employees. | 63 | 588915 | 18042 | 4299 | 343 | 31853 | 373 | 334 |
|  | Establishments with 7 to 9 employees. | 44 | 583854 | 17628 | 4076 | 359 | 32607 | 833 | 834 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees................ | 39 | 547218 | 21033 | 4262 | 445 | 40486 | 713 | 948 |
|  | employees. | 9 | 278909 | 6148 | 1656 | 152 | 12168 | 215 | 209 |
|  | Establishments with 20 to 49 employees. | 34 | 1153042 | 36999 | 9028 | 960 | 71955 | 1809 | 2554 |
|  | Establishments with 50 to 99 employees. | 10 | 708293 | 25431 | 6721 | 697 | 58455 | 1182 | 1048 |
|  | Establishments with 100 employees or more $\qquad$ | 10 5 | 431855 | 13389 | 3048 | 1028 | 26002 | 896 | 1182 |
|  | Establishments not operated for the entire year $\qquad$ | 137 | 421522 | 12975 | 2198 | 309 | 31990 | 212 | 254 |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 647 | 5923035 | 180830 | 41516 | 4960 | 370545 | 6688 | 7855 |
|  | Establishments operated for the entire year | 510 | 5501513 | 167855 | 39318 | 4651 | 338555 | 6476 | 7601 |
|  | Establishments with no employees. . Establishments with 1 employee | 104 | $\overline{\mathrm{D}}$ |  | - | - | D | $\overline{\text { D }}$ | D |
|  | Establishments with 2 employees... | - 82 |  |  | D | c | D | D | D |
|  | Establishments with 3 or 4 employees. | 120 | 727659 | 16828 | 3763 | 399 | 36928 | 147 | 110 |
|  | Establishments with 5 or 6 employees. | 63 | 588915 | 18042 | 4299 | 343 | 31853 | 373 | 334 |
|  | Establishments with 7 to 9 employees. | 44 | 583854 | 17628 | 4076 | 359 | 32607 | 833 | 834 |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 39 | 547218 | 21033 | 4262 | 445 | 40486 | 713 | 948 |
|  | employees..................... | 9 | 278909 | 6148 | 1656 | 152 | 12168 | 215 | 209 |
|  | Establishments with 20 to 49 employees. | 34 | 1153042 | 36999 | 9028 | 960 | 71955 | 1809 | 2554 |
|  | Establishments with 50 to 99 |  | 708293 |  |  |  |  |  |  |
|  | employees................ | 10 | 708293 | 25431 | 6721 | 697 | 58455 | 1182 | 1048 |
|  | or more ........................ | 5 | 431855 | 13389 | 3048 | 1028 | 26002 | 896 | 1182 |
|  | Establishments not operated for the entire year | 137 | 421522 | 12975 | 2198 | 309 | 31990 | 212 | 254 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1521 | D | D | D |  | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224902 | Bread \& baked goods whsleCon. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 316 | 1657000 | 45233 | 10436 | 1344 | 79026 | 309 | 346 |
|  | Establishments with no employees.. |  |  |  | 979 |  |  | 78 |  |
|  | Establishments with 1 employee.... | 145 76 | 102986 88 | 4 3769 | 979 831 | 145 152 | 8172 7347 | 78 68 | 75 140 |
|  | Establishments with 3 or 4 employees. | 43 | 154760 | 3986 | 955 | 143 | 7308 | 19 | 38 |
|  | Establishments with 5 or 6 employees. | 13 | 83226 | 2929 | 673 | 70 | 5066 | - | - |
|  | Establishments with 7 to 9 employees. | 12 | 137504 | 2813 | 653 | 94 | 5307 | 105 | 51 |
|  | Establishments with 10 to 14 employees. | 16 | 151908 | 6129 | 1345 | 184 | 10219 | 21 | 23 |
|  | Establishments with 15 to 19 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 |  | D |  |  |  |  |  |  |
|  | Employees........................ 100 employees or more | 2 | D | - | - | - | - | D | - |
|  | Establishments not operated for the entire year. | 35 | 33138 | 1019 | 88 | 33 | 2214 | - | 8 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 90 | 423591 | 9289 | 1942 | 280 | 16377 | 65 | 66 |
|  | Establishments operated for the entire year | 75 | 419515 | 9048 | 1814 | 264 | 15957 | 65 | 66 |
|  | Establishments with no employees.. Establishments with 1 employee... | 28 | 18077 |  |  | 28 | 2275 |  | 56 |
|  | Establishments with 2 employees... | 18 |  | D | - | - | - D | D | D |
|  | Establishments with 3 or 4 employees. | 18 | 45371 | 1810 | 358 | 60 | 3904 | _ | - |
|  | Establishments with 5 or 6 | 18 |  |  |  |  |  |  |  |
|  | employees............. | 4 | 66880 | 1780 | 323 | 23 | 2576 | - | - |
|  | employees............. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | _ | - |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year. | 15 | 4076 | 241 | 128 | 16 | 420 | - | - |
| 4224904 | Canned goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 238 | 6882311 | 126819 | 27953 | 3166 | 217916 | 4580 | 6395 |
|  | Establishments operated for the entire year | 208 | 6745174 | 118933 | 27406 | 3088 | 204523 | 4580 | 6395 |
|  | Establishments with no employees.. | 49 | 101774 | 270 | - | $\overline{-}$ |  | - |  |
|  | Establishments with 1 employee.... <br> Establishments with 2 employees | 49 31 |  | $\begin{aligned} & 2270 \\ & 2658 \end{aligned}$ | 458 539 | 49 62 | $\begin{aligned} & 4331 \\ & 4756 \end{aligned}$ | - | - |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 31 | $135151$ | $2658$ | 539 | 62 | $4756$ | - |  |
|  | employees.................... | 43 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 . . . . . . | 22 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees.................. | 16 | D | D | D | c | D | D | D |
|  | employees.................... | 19 | 538664 | 8307 | 1671 | 215 | 13725 | 216 | 179 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees................. | 7 | 214187 | 4252 | 1050 | 112 | 6907 | - | - |
|  | employees. Establishments with 50 to 99 | 11 | 1418488 | 28098 | 6488 | 327 | 47119 | 2388 | 2990 |
|  | Establishments with 50 to 99 employees. | 5 | 737794 | 13439 | 2996 | 381 | 20571 | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 5 | 2244415 | 43227 | 10422 | 1550 | 66685 | - | - |
|  | Establishments not operated for the entire year | 30 | 137137 | 7886 | 547 | 78 | 13393 | - | - |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 139 | 2320600 | 43807 | 9758 | 1120 | 77455 | 190 | 330 |

[^171]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224905 | Food \& beverage basic materials whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year |  |  |  |  |  |  |  |  |
|  | year Establishments with no.............. | 136 1 | D |  | D | g |  | ${ }^{\text {D }}$ |  |
|  | Establishments with 1 employee... | 34 | 57923 | 1406 | 319 | 34 | 2948 | 7 | 7 |
|  | Establishments with 2 employees... | 25 |  |  | D | b | - D | D |  |
|  | Establishments enthe.......... | 33 | 274744 | 4940 | 1010 | 114 | 8726 | 10 | 45 |
|  | Establishments with 5 or 6 employees. | 21 | 329766 | 5540 | 1197 | 111 | 9515 | - |  |
|  | Establishments with 7 to 9 employees. | 8 | 206292 | 4519 | 676 | 63 | 6775 | - |  |
|  | Establishments with 10 to 14 employees. | 6 | 263583 | 4149 | 896 | 72 | 6924 | 155 | 245 |
|  | Establishments with 15 to 19 employees. | 3 | 214869 | 2697 | 545 | 50 | 4250 | - |  |
|  | Establishments with 20 to 49 employees. | 4 | 376208 | 6754 | 1506 | 109 | 11048 | - |  |
|  | Establishments with 50 to 99. |  |  |  |  | 100 | 11 |  |  |
|  | employees....... ${ }^{\text {ent.......... }}$ | - | - | - | - | - | - | - |  |
|  | or more ........................ | 1 | D | D | D | f | D | D | D |
|  | Establishments not operated for the entire year | 3 | D | D | D | a | D | D | D |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |
|  | All establishments .. | 588 | D | D | D | i | D | D | D |
|  | Establishments operated for the entire year $\qquad$ | 517 | D | D | D | i | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | - | - | - |  |
|  | Establishments with 1 employee.... | 160 | D | D | D | c | D | D | D |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 88 | D | D | D | c | D | D | D |
|  | employees. | 86 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 40 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 30 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 23 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees. | 17 | D | D | D | e | D | D | D |
|  | Establishments with 20 to 49 | 31 | D | D | D | f | D | D |  |
|  | Establishments with 50 to $99 . \ldots$ |  | D | D |  |  |  | D | D |
|  | employees. | 23 | D | D | D | g | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 19 | D | D | D | h | D | D | D |
|  | Establishments not operated for the entire year | 71 | D | D | D | f | D | D | D |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1494 | 33902691 | 209654 | 49221 | 23425 | 489969 | 13057 | 25131 |
|  | Establishments operated for the entire year | 1203 | 32203935 | 191812 | 44640 | 21203 | 440449 | 13047 | 17653 |
|  | Establishments with no employees. . Establishments with 1 employee.... | 144 | $746052$ | $5682$ | $121 \overline{6}^{-}$ | 144 | 13393 | 514 | 685 |
|  | Establishments with 2 employees... | 98 | 1002849 | 6794 | 1286 | 196 | 12339 | 221 | 242 |
|  | Establishments with 3 or 4 employees. | 139 | 1499764 | 14472 | 3702 | 474 | 33056 | 2515 | 3998 |
|  | Establishments with 5 or 6 employees. | 67 | 1149848 | 8165 | 1854 | 358 | 18209 | 857 | 640 |
|  | Establishments with 7 to 9 employees. | 73 | 715516 | 10011 | 2189 | 583 | 21311 | 410 | 358 |
|  | Establishments with 10 to 14 employees. | 108 | 1416079 | 11211 | 2889 | 1321 |  | 216 | 243 |
|  | Establishments with 15 to $19 \times \ldots$ |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 20 to 49 | 120 | 11321538 | 15594 | 3698 | 2015 | 37274 | 539 | 422 |
|  | employees. | 390 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 62 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 291 | 1698756 | 17842 | 4581 | 2222 | 49520 | 10 | 7478 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 135 | 15045234 | 22566 | 4323 | 478 | 44921 | 1739 | 2541 |

[^172]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422520 | Livestock whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 882 | 15092864 | 142434 | 33398 | 19351 | 334851 | 9653 | 13130 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 53 | 229095 | 1151 | 262 | 53 | 3261 | 4 | 5 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 36 | 189778 | 1479 | 250 | 72 | 3199 | 36 | 29 |
|  | Establishments with 3 or 4 <br> employees. <br> Establishments with 5 or 6 | 60 | 369980 | 3133 | 1074 | 209 | 7652 | 1518 | 1973 |
|  | employees.................... | 42 | D | D | D | c | D | D | D |
|  | Establishments with 7 to 9 employees. | 48 | 399813 | 3940 | 751 | 385 | 8738 | 173 | 128 |
|  | Establishments with 10 to 14 employees. | 98 | D | D | D | g | D | D | D |
|  | Establishments with 15 to 19 employees. | 113 | D | D | D | g | D | D | D |
|  | Establishments with 20 to 49 employees. | 372 | D | D | D | j | D | D | D |
|  | Establishments with 50 to 99 employees. | 58 | D | D | D | h | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 75 | 375152 | 2293 | 731 | 509 | 5843 | 10 | 5 |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 402 | 3389441 | 42361 | 10769 | 3087 | 104354 | 1655 | 9455 |
|  | Establishments operated for the entire year | 198 | 2081130 | 26970 | 6944 | 1385 | 61066 | 1655 | 1982 |
|  | Establishments with no employees. . Establishments with 1 employee. | 55 | $316792$ | 2541 | 475 | 55 | 5418 | ${ }_{16}$ | 170 |
|  | Establishments with 2 employees... | 34 | 381239 | 2653 | 468 | 68 | 4604 | 174 | 164 |
|  | Establishments with 3 or 4 employees. | 48 | 729521 | 7778 | 1826 | 163 | 16664 | 887 | 1113 |
|  | Establishments with 5 or 6 employees. | 13 | 161995 | 1485 | 346 | 68 | 4632 | 398 | 420 |
|  | Establishments with 7 to 9 employees. | 16 | 102731 | 2799 | 895 | 129 | 6737 | 109 | 100 |
|  | Establishments with 10 to 14 employees. | 8 | 39148 | 568 | 164 | 93 | 975 | - | - |
|  | Establishments with 15 to 19 | 5 | 12124 | 311 | 53 | 88 | 955 | - | - |
|  | Establishments with 20 to $49 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................... | 15 | 258457 | 4252 | 1252 | 429 | 11908 | 57 | 1 |
|  | Establishments with 50 to 99 employees. | 4 | 79123 | 4583 | 1465 | 292 | 9173 | 14 | 14 |
|  | Establishments with 100 employees or more $\qquad$ | - |  | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 204 | 1308311 | 15391 | 3825 | 1702 | 43288 | - | 7473 |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 402 | 3389441 | 42361 | 10769 | 3087 | 104354 | 1655 | 9455 |
|  | Establishments operated for the entire year | 198 | 2081130 | 26970 | 6944 | 1385 | 61066 | 1655 | 1982 |
|  | Establishments with no employees.. Establishments with 1 employee.... | 55 | $31679 \overline{2}$ | 2541 | 475 | 55 | $541 \overline{8}$ | $1{ }_{1}{ }^{-}$ | 170 |
|  | Establishments with 2 employees... <br> Establishments with 3 or 4 | 34 | 381239 | 2653 | 468 | 68 | 4604 | 174 | 164 |
|  | Establishments with 3 or $4 \ldots \ldots \ldots .$. | 48 | 729521 | 7778 | 1826 | 163 | 16664 | 887 | 1113 |
|  | Establishments with 5 or 6 employees. | 13 | 161995 | 1485 | 346 | 68 | 4632 | 398 | 420 |
|  | Establishments with 7 to 9 employees. | 16 | 102731 | 2799 | 895 | 129 | 6737 | 109 | 100 |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  |  | 8 | 39148 | 568 | 164 | 93 | 975 | - |  |
|  | employees..................... | 5 | 12124 | 311 | 53 | 88 | 955 | - | - |
|  | Establishments with 20 to 49 employees. | 15 | 258457 | 4252 | 1252 | 429 | 11908 | 57 | 1 |
|  | Establishments with 50 to 99. |  | 258457 |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | 4 | 79123 | 4583 | 1465 | 292 | 9173 | 14 | 14 |
|  | Establishments with 100 employees or more $\qquad$ | - |  | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 204 | 1308311 | 15391 | 3825 | 1702 | 43288 | - | 7473 |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |  |  |
|  | All establishments. | 26 | 184450 | 5826 | 1825 | 323 | 12694 | 318 | 236 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


See footnotes at end of table.

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4225904 | Cotton whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year | 43 | 664057 | 3099 | 456 | 88 | 5368 | 32 | 88 |
|  | Establishments with no employees.. | 20 | 142068 |  | ${ }_{125}{ }^{-}$ | 20 | 1588 | - | 55 |
|  | Establishments with 2 employees... | 15 | 259682 | 1125 | 140 | 30 | 1780 | - | 55 |
|  | Establishments with 3 or 4 employees. | 6 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | - | - | _ | - | - | _ | - | - |
|  | Establishments with 10 to 14 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | - | _ | - | - | - | - | - | - |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 10 | 31903 | 394 | 79 | 10 | 975 | - | 7 |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 94 | 887015 | 12266 | 2834 | 491 | 29598 | 132 | 138 |
|  | Establishments operated for the entire year | 83 | 863873 | 11847 | 2809 | 478 | 28819 | 132 | 138 |
|  | Establishments with no employees.. | - |  | - |  | - |  | - |  |
|  | Establishments with 1 employee... | 19 | $\begin{array}{r}89 \\ \hline 1019\end{array}$ | ${ }^{831}$ | 133 | 19 | 1873 | 9 | 2 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 12 | 101316 | 1046 | 231 | 24 | 2077 | 10 |  |
|  | Establishments with 3 or 4 employees. | 25 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 9 | 28993 | 1590 | 349 | 71 | 2967 | 97 | 86 |
|  | Establishments with 10 to 14 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \ldots$ |  |  |  |  |  |  |  |  |
|  | employees..................... | 2 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 6 | 169008 |  | 789 | 157 | 8971 | - |  |
|  | Establishments with 50 to $99 \ldots \ldots$ | 6 | 169008 | 2913 | 789 | 157 | 8971 | - | - |
|  | employees.................... | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 11 | 23142 | 419 | 25 | 13 | 779 | - | - |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1390 | 6509052 | 194592 | 41323 | 3687 | 354566 | 22043 | 26585 |
|  | Establishments operated for the entire year | 1246 | 6198943 | 188360 | 40299 | 3593 | 341353 |  | 26566 |
|  | Establishments with no employees.... |  | $\bigcirc 198$ | 188 | 4029 | - | 341 D | 22038 | 26 D |
|  | Establishments with 1 employee.... | 525 307 |  |  |  | f f |  | D | D |
|  | Establishments with 3 or 4 employees. | 227 | 1234773 | 37645 | 8832 | 764 | 70351 | 1655 | 2071 |
|  | Establishments with 5 or 6 employees. | 86 | 924154 | 25331 | 4974 | 462 | 46373 | 2329 | 3555 |
|  | Establishments with 7 to 9 . ${ }^{\text {a }}$. | 86 |  |  |  |  |  |  |  |
|  | employees................... | 42 | 607998 | 20975 | 4327 | 325 | 34215 | 1889 | 2169 |
|  | Establishments with 10 to 14 employees. | 36 | 675612 | 21800 | 5076 | 417 | 41285 | 11200 | 12022 |
|  | Establishments with 15 to 19 employees. | 13 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 |  | D | D |  |  |  |  |  |
|  | employees................... | 7 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 144 | 310109 | 6232 | 1024 | 94 | 13213 | 5 | 19 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 654 | 3770919 | 99796 | 21450 | 1741 | 180912 | 3978 | 6095 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of establishments by type of operation and kind of business \({ }^{1}\) \& 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 \({ }^{2}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 422 \& \begin{tabular}{l}
AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. \\
Wholesale trade, nondurable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 42261 \& Plastics materials \& basic forms \& shapes whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& Establishments operated for the entire year Establishments with no employees. . Establishments with 1 employee.... Establishments with 2 employees. . . \& \[
\begin{array}{r}
594 \\
1 \\
240 \\
146
\end{array}
\] \& 3566946
D
D
D \& 96342
D
D
D \& 20965
D
D
D \& 1711
a
c
e \& 173024
D
D
D \& 3978
D
D

D \& 6095
D
D
D <br>

\hline \& | Establishments with 3 or 4 |
| :--- |
| employees. |
| Establishments with 5 or 6 $\qquad$ | \& 115 \& 821575 \& 22481 \& 5324 \& 392 \& 40149 \& 275 \& 319 <br>

\hline \& employees..................... \& 44 \& 478586 \& 11982 \& 2583 \& 236 \& 23521 \& 829 \& 1553 <br>
\hline \& Establishments with 7 to 9 employees. \& 22 \& 474553 \& 13173 \& 2637 \& 169 \& 21849 \& 661 \& 711 <br>

\hline \& | Establishments with 10 to 14 employees. |
| :--- |
| Establishments with 15 to 19 | \& 13 \& 156711 \& 5792 \& 1344 \& 155 \& 11901 \& 696 \& 713 <br>

\hline \& employees................... \& 10 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 3 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 60 \& 203973 \& 3454 \& 485 \& 30 \& 7888 \& - \& - <br>
\hline 422610 \& Plastics materials \& basic forms \& shapes whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 654 \& 3770919 \& 99796 \& 21450 \& 1741 \& 180912 \& 3978 \& 6095 <br>
\hline \& Establishments operated for the entire year \& 594 \& 3566946 \& 96342 \& 20965 \& 1711 \& 173024 \& 3978 \& <br>
\hline \& Establishments with no employees. . \& 1 \& D \& 96 \& 20 D \& - \& 173 \& - ${ }^{\text {D }}$ \& D <br>
\hline \& Establishments with 1 employee.... Establishments with 2 employees. . . \& 240
146 \& \& D \& \& c \& D \& D \& D <br>
\hline \& Establishments with 3 or 4 employees. \& 115 \& 821575 \& 22481 \& 5324 \& 392 \& 40149 \& 275 \& 319 <br>
\hline \& Establishments with 5 or 6 employees. \& 44 \& 478586 \& 11982 \& 2583 \& 236 \& 23521 \& 829 \& 1553 <br>
\hline \& Establishments with 7 to 9 employees. \& 22 \& 474553 \& 13173 \& 2637 \& 169 \& 21849 \& 661 \& 711 <br>
\hline \& Establishments with 10 to 14 employees. \& 13 \& 156711 \& 5792 \& 1344 \& 155 \& 11901 \& 696 \& 713 <br>
\hline \& Establishments with 15 to 19 employees. \& 10 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 3 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Establishments with 50 to 99 employees. \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Establishments with 100 employees or more \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Establishments not operated for the entire year $\qquad$ \& 60 \& 203973 \& 3454 \& 485 \& 30 \& 7888 \& - \& - <br>
\hline \multirow[t]{15}{*}{42269} \& Other chemical \& allied products whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ........ \& 736 \& 2738133 \& 94796 \& 19873 \& 1946 \& 173654 \& 18065 \& 20490 <br>
\hline \& Establishments operated for the entire year \& 652 \& 2631997 \& 92018 \& 19334 \& 1882 \& 168329 \& \& <br>
\hline \& Establishments with no employees. . \& 1 \&  \&  \& D \& - \& 168 D \& 18 D \& 20 D <br>
\hline \& Establishments with 1 employee.... \& 285 \& 428055 \& \& 3056 \& 285 \& 26716 \& 1182 \& 1226 <br>
\hline \& Establishments with 2 employees... Establishments with 3 or 4 \& 161 \& 345316 \& 12554 \& 2661 \& 322 \& 24203 \& 287 \& 133 <br>
\hline \& employees. \& 112 \& 413198 \& 15164 \& 3508 \& 372 \& 30202 \& 1380 \& 1752 <br>

\hline \& | Establishments with 5 or 6 employees. |
| :--- |
| emplishm.......................... | \& 42 \& 445568 \& 13349 \& 2391 \& 226 \& 22852 \& 1500 \& 2002 <br>

\hline \& Establishments with 7 to 9 employees. \& 20 \& 133445 \& 7802 \& 1690 \& 156 \& 12366 \& 1228 \& 1458 <br>
\hline \& Establishments with 10 to 14 employees. \& 23 \& 518901 \& 16008 \& 3732 \& 262 \& 29384 \& 10504 \& 11309 <br>
\hline \& Establishments with 15 to 19 employees. \& 3 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Establishments with 20 to 49 employees. \& 4 \& 113777 \& 7777 \& 1365 \& 113 \& 12970 \& 810 \& 1049 <br>
\hline \& Establishments with 50 to 99 employees. \& 1 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Establishments with 100 employees or more $\qquad$ \& - \& - \& - \& - \& - \& - \& - \& - <br>

\hline \& Establishments not operated for the entire year \& 84 \& 106136 \& 2778 \& $$
539
$$ \& 64 \& 5325 \& 5 \& 19 <br>

\hline
\end{tabular}

[^173]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 employees for pay period including March 12 (number) | Operating expenses ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 736 | 2738133 | 94796 | 19873 | 1946 | 173654 | 18065 | 20490 |
|  | Establishments operated for the entire year | 652 | 2631997 | 92018 | 19334 | 1882 | 168329 | 18060 | 20471 |
|  | Establishments with no employees.. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 1 employee.... | 285 | 428055 | 13855 | 3056 | 285 | 26716 | 1182 | 1226 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 161 | 345316 | 12554 | 2661 | 322 | 24203 | 287 | 133 |
|  | employees. <br> Establishments with 5 or 6 | 112 | 413198 | 15164 | 3508 | 372 | 30202 | 1380 | 1752 |
|  | Establishments with 5 or 6 <br> employees. | 42 | 445568 | 13349 | 2391 | 226 | 22852 | 1500 | 2002 |
|  | Establishments with 7 to 9 employees. | 20 | 133445 | 7802 | 1690 | 156 | 12366 | 1228 | 1458 |
|  | Establishments with 10 to 14 employees. | 23 | 518901 | 16008 | 3732 | 262 | 29384 | 10504 | 11309 |
|  | employees. | 3 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. <br> Establishments with 50 to 99 | 4 | 113777 | 7777 | 1365 | 113 | 12970 | 810 | 1049 |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 84 | 106136 | 2778 | 539 | 64 | 5325 | 5 | 19 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 11 | 71241 | 2852 | 489 | 48 | 4830 | - | - |
|  | Establishments operated for the entire year | 8 | 67783 | 2717 | 426 | 43 | 4550 | - |  |
|  | Establishments with no employees... | $\frac{8}{2}$ | - | - | - | - | - | $\overline{\mathrm{D}}$ |  |
|  | Establishments with 2 employees... | 2 | D | D | D | a | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Establishments with 3 or 4 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 5 or 6 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 7 to 9 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 15 to 19 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | _ |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees.................. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\square$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 3 | 3458 | 135 | 63 | 5 | 280 | - | - |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 725 | 2666892 | 91944 | 19384 | 1898 | 168824 | 18065 | 20490 |
|  | Establishments operated for the entire year | 644 | 2564214 | 89301 | 18908 | 1839 | 163779 | 18060 |  |
|  | Establishments with no employees... | 1 1 283 1 |  | D |  | a | - ${ }^{\text {D }}$ | D | D |
|  | Establishments with 1 employee.... | 283 159 |  | D |  | e | D | D | D |
|  | Establishments with 3 or 4 employees. | 111 | D | D | D | e | D | D | D |
|  | Establishments with 5 or 6 employees. | 42 | 445568 | 13349 | 2391 | 226 | 22852 | 1500 | 2002 |
|  | Establishments with 7 to 9 employees. | 19 | D | D | D | c | D | D | D |
|  | Establishments with 10 to 14 employees. | 22 | D | D | D | e | D | D | D |
|  | Establishments with 15 to 19 employees | 2 | D | D | D |  | D |  |  |
|  | employees. Establishments with 20 to 49 | 2 | D | D | D | b | D | D | D |
|  | employees. | 4 | 113777 | 7777 | 1365 | 113 | 12970 | 810 | 1049 |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 81 | 102678 | 2643 | 476 | 59 | 5045 | 5 | 19 |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS— Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 256 | r11953186 | 97236 | 20671 | 2655 | 184534 | 1191 | 1178 |
|  | Establishments operated for the entire year | 235 | 11909281 | 96488 | 20571 | 2636 | 182895 | 1100 | 1178 |
|  | Establishments with no employees.. | 85 | 320778 | 2999 |  |  | 6 374 |  |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 85 55 | 320778 1159849 | 2999 4938 | 577 1203 | r 85 | 6374 8982 | 358 96 | 356 99 |
|  | Establishments with 3 or 4 employees. | 41 | 1593124 | 7444 | 1954 | 138 | 12419 | 67 | 72 |
|  | Establishments with 5 or 6 employees. | 21 | 912622 | 4278 | 1280 | 114 | 8122 | 295 | 371 |
|  | Establishments with 7 to 9 employees. | 9 | 1173352 | 3010 | 833 | 70 | 5788 | 264 | 260 |
|  | Establishments with 10 to 14 employees. | 12 | 3747256 | 9905 | 1959 | 133 | 17167 | 20 | 20 |
|  | Establishments with 15 to 19 employees. | 3 | 283700 | 8319 | 1073 | 48 | 9073 | - | _ |
|  | Establishments with 20 to 49 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | 2 | D | D | D | c | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 5 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 21 | 43905 | 748 | 100 | 19 | 1639 | 91 | - |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments . | 69 | 331386 | 12025 | 3033 | 266 | 33642 | 527 | 548 |
|  | Establishments operated for the entire year | 63 | D | D | D | e | D | D | D |
|  |  | 19 | 80623 |  |  |  |  | 30 |  |
|  | Establishments with 1 employee.... Establishments with 2 employees... | 19 14 | 80623 | 586 | 115 D | 19 b | 1819 D | 30 D | 31 D |
|  | Establishments with 3 or 4 employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 12 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 | 4 | D | D | D | b | D | D | D |
|  | employees.................. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 6 | D | D | D | a | D | D | D |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 69 | 331386 | 12025 | 3033 | 266 | 33642 | 527 | 548 |
|  | Establishments operated for the entire year | 63 | D | D | D | e | D | D | D |
|  | Establishments with no employees.. | - |  | ${ }_{58}{ }^{-}$ | 115 | - | 1819 | - | 31 |
|  | Establishments with 1 employee.... | 19 | 80623 | 586 | 115 | 19 | 1819 | 30 | 31 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 14 |  | D | D | b | D | D | D |
|  | employees. | 11 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 12 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 2 | D | D | D | a | D | D | D |
|  | Establishments with 10 to 14 employees. | 4 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 |  |  |  |  | b |  |  |  |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ |  | D |  | D | a | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 1 | D | D | D | a | D | D | D |
|  | Establishments operated for the entire year | 1 | D |  |  |  | D |  |  |
|  | Establishments with no employees... | - | - | - | D | a | - | D | D |
|  | Establishments with 1 employee.... | 1 | D | D | D | a | D | D | D |
|  | Establishments with 2 employees... |  |  |  |  |  |  |  |  |
|  | Establishments with 3 or 4 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 5 or 6 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 7 to 9 |  |  |  |  |  |  |  |  |
|  | employees............. | - | - | - | - | - | - | - |  |
|  | Establishments with 10 to 14 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees.................. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - |  |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | Employees................................................ |  |  | - |  | - | - | - |  |
|  | or more ........................ | - | - | - | - | - | - | - |  |
|  | Establishments not operated for the entire year $\qquad$ |  | - | - | - | - | - | - | - |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments | 187 | r11 621800 | 85211 | 17638 | 2389 | 150892 | 664 | 630 |
|  | Establishments operated for the entire year | 172 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. | , | - | - | - | $\underline{9}$ | - |  | D |
|  | Establishments with 1 employee.... | 66 | 240155 | 2413 | 462 | 66 | 4555 | 328 | 325 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 41 | D | D | D | b | D | D | D |
|  | employees.............. | 30 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 8 | D | D | D | b | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees............... | 3 | 283700 | 8319 | 1073 | 48 | 9073 | - | - |
|  | Establishments with 20 to 49 employees. | 2 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees................ | 1 | D | D | D | b | D | D | D |
|  | or more .......... | 5 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 15 | D | D | D | a | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments ... | 187 | '11621800 | 85211 | 17638 | 2389 | 150892 | 664 | 630 |
|  | Establishments operated for the entire year | 172 | D | D | D | g | D | D | D |
|  | Establishments with no employees... | - | - | - | - | $\bigcirc$ | ${ }_{5}{ }^{\text {- }}$ | - | ${ }^{-}$ |
|  | Establishments with 1 employee.... | 66 | 240155 | 2413 | 462 | 66 | 4555 | 328 | 325 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 41 |  |  | D | b | D | D | D |
|  | employees. . . . . . . . . . . . . . . . . . | 30 | D | D | D | c | D | D | D |
|  | Establishments with 5 or 6 employees. | 9 | D | D | D | b | D | D | D |
|  | Establishments with 7 to 9 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 10 to $14 \ldots \ldots$ |  |  | D |  | b | D | D | D |
|  | employees.................... | 8 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees. | 3 | 283700 | 8319 | 1073 | 48 | 9073 | - | - |
|  | Establishments with 20 to 49 employees. | 2 | D | D | D | b |  | D |  |
|  | Establishments with $50 \ldots \ldots \ldots \ldots$. | 2 | D | D | D | b | D | D | D |
|  | employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 5 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 15 | D | D | D | a | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^174]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Establishments operated for the entire year | 155 | D | D | D | g | D | D | D |
|  | Establishments with no employees. Establishments with 1 employee. | 52 | D | $\overline{\text { D }}$ | D | $\frac{\mathrm{g}}{\text { b }}$ | - | D | D |
|  | Establishments with 2 employees... | 31 | D | D | D | b | D | D | D |
|  | employees. <br> Establishments with 5 or 6 | 24 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 16 | 154411 | 5063 | 1250 | 89 | 8213 | 193 | 323 |
|  | Establishments with 7 to 9 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 10 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 8 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 18 | D | D | D | a | D | D | D |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Establishments operated for the entire year | 155 | D | D | D | g | D | D | D |
|  | Establishments with no employees.. | - | - | - | - | $\underline{-}$ | - | - | D |
|  | Establishments with 1 employee.... | 52 | D | D | D | b | D | D | D |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 31 | D | D | D | b | D | D | D |
|  | employees. | 24 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 16 | 154411 | 5063 | 1250 | 89 | 8213 | 193 | 323 |
|  | Establishments with 7 to 9 employees. | 7 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 10 | D | D | D | c | D | D | D |
|  | Establishments with 15 to 19 employees. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to 49 employees. | 8 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 employees | - | - | - | - | - | - | - |  |
|  | Establishments with 100 employees or more $\qquad$ | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year | 18 | D | D | D | a | D | D | D |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ........ | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Establishments operated for the entire year | 155 | D | D | D | g | D | D | D |
|  | Establishments with no employees. . <br> Establishments with 1 employee. | 52 | $\overline{\text { D }}$ | D | $\overline{\text { D }}$ | $\frac{-}{\text { b }}$ | - | D | D |
|  | Establishments with 2 employees... | 51 31 | D | D | D | b | D | D | D |
|  | Establishments with 3 or 4 employees. | 24 | D | D | D | b | D | D | D |
|  | Establishments with 5 or 6 employees. | 16 | $154411$ | 5063 | 1250 | 89 | 8213 | 193 | 323 |
|  | Establishments with 7 to 9 employees | 7 | D |  | D | b |  |  |  |
|  | employees. Establishments with 10 to 14 | 7 | D | D | D | b | D | D | D |
|  | employees.................... | 10 | D | D | D | c | D | D | D |
|  | Establishments with 15 to $19 \ldots \ldots .$. | 5 | D | D | D | b | D | D | D |
|  | Establishments with 20 to $49 \ldots \ldots . .$. | 8 | D | D | D | c | D | D | D |
|  | Establishments with 50 to 99 | - | _ | - | - | - | _ | - | _ |
|  | employees...... | - |  | - | - | - | - | - | - |
|  | or more . . . . . . . . . . . . . . . . . . . | 2 | D | D | D | e | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 18 | D | D | D | a | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^175]Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |
|  | All establishments | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Establishments operated for the entire year | 183 | 2178457 | 26201 | 5910 | 541 | 51021 | 1523 | 1091 |
|  | Establishments with no employees.. |  |  |  | - | - |  |  | 1 |
|  | Establishments with 1 employee.... | 62 | 80454 | 2263 | 530 | 62 | 4536 | 115 | 107 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 47 | 1298865 | 4794 | 1610 | 94 | 12220 | 226 | 11 |
|  |  | 52 | 277185 | 6819 | 1357 | 172 | 12881 | 408 | 476 |
|  | Establishments with 5 or 6 employees. | 5 | 34498 | 1176 | 273 | 25 | 2369 | 83 | 72 |
|  | Establishments with 7 to 9 employees. | 12 | D | D | D | b | D | D | D |
|  | Establishments with 10 to 14 employees. | 3 | 133464 | 2719 | 392 | 35 | 3547 | - | - |
|  | Establishments with 15 to 19 | 1 |  |  |  |  |  |  |  |
|  | employees. Establishments with 20 to 49 | 1 | D | D | D | a | D | D | D |
|  | employees................ | 1 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | _ | - | - | - | - | - | _ |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 40 | 59785 | 1120 | 75 | 13 | 2360 | - | - |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 334 | 2583212 | 103022 | 25474 | 3173 | 195343 | 1806 | 1834 |
|  | Establishments operated for the entire year | 300 | D | D | D | h | D | D | D |
|  | Establishments with no employees.. | 1 | D | D | D | a | D | D | D |
|  |  | 110 | 128258 | 4498 | 980 | 110 | 9576 | 180 | 211 |
|  | Establishments with 2 employees... Establishments with 3 or 4 | 53 | 90729 | 4268 | 915 | 106 | 8632 | 134 | 159 |
|  | employees..................... | 53 | 123344 | 7156 | 1559 | 179 | 15942 | 6 | 18 |
|  | Establishments with 5 or 6 employees. | 24 | 84964 | 5726 | 1266 | 133 | 11028 | 92 | 99 |
|  | Establishments with 7 to 9 | 13 |  |  |  |  |  |  |  |
|  | employees............... | 13 | 61592 | 2786 | 654 | 101 | 5483 | 197 | 257 |
|  | employees. | 19 | 223464 | 7389 | 1846 | 220 | 14573 | 106 | 12 |
|  | Establishments with 15 to 19 employees. | 8 | D | D | D | c | D | D | D |
|  | Establishments with 20 to 49 employees. | 13 | D | D | D | e | D | D | D |
|  | Establishments with 50 to $99 \ldots \ldots$ |  |  |  |  |  |  |  |  |
|  | employees.................. | 1 | D | D | D | b | D | D | D |
|  | or more $\square$ | 5 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year $\qquad$ | 34 | D | D | D | b | D | D | D |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |
|  | All establishments ....... | 334 | 2583212 | 103022 | 25474 | 3173 | 195343 | 1806 | 1834 |
|  | Establishments operated for the entire year | 300 | D |  | D | h | D | D | D |
|  | Establishments with no employees.. <br> Establishments with 1 employee | 1 110 | $\begin{array}{r} \text { D } \\ 128 \quad 258 \end{array}$ | D 4498 | D 980 | a 110 | D 9576 | $\begin{array}{r}\text { D } \\ 180 \\ \hline\end{array}$ | - ${ }_{211}$ |
|  | Establishments with 2 employees... | 53 | 90729 | 4268 | 915 | 106 | 8632 | 134 | 159 |
|  | Establishments with 3 or 4 employees. | 53 | 123344 | 7156 | 1559 | 179 | 15942 | 6 | 18 |
|  | Establishments with 5 or 6 employees. | 24 | 84964 | 5726 | 1266 | 133 | 11028 | 92 | 99 |
|  | Establishments with 7 to 9 employees. | 13 | 61592 | 2786 | 654 | 101 | 5483 | 197 | 257 |
|  | Establishments with 10 to 14 employees. | 19 | 223464 | 7389 | 1846 | 220 | 14573 | 106 | 12 |
|  | Establishments with 15 to 19 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 20 to 49 | 8 | D | D | D | c | D | D | D |
|  | employees. | 13 | D | D | D | e | D | D | D |
|  | Establishments with 50 to 99 employees. | 1 | D | D | D | b | D | D | D |
|  | Establishments with 100 employees or more $\qquad$ | 5 | D | D | D | g | D | D | D |
|  | Establishments not operated for the entire year | 34 | D | D | D | b | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]

| NAICS code | Employment sizes of establishments by type of operation and kind of business ${ }^{1}$ | 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 ${ }^{2}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTSCon. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4229901 | Art goods whsle-Con. |  |  |  |  |  |  |  |  |
|  | Establishments operated for the entire year Establishments with no employees. | 481 | 1362585 | 66371 | 14991 | 1841 | 149312 | 1122 | 1072 |
|  | Establishments with 1 employee.... | 191 | 131311 | 6849 | 1436 | 191 | 17503 | 245 | 265 |
|  | Establishments with 2 employees... | 105 | 193531 | 5627 | 1279 | 210 | 15895 | 214 | 236 |
|  | employees.................... | 87 | 226677 | 9945 | 2168 | 292 | 24705 | 109 | 78 |
|  | Establishments with 5 or 6 employees. <br> Establishments with 7 to 9 | 35 | 137428 | 5941 | 1476 | 190 | 17072 | 309 | 311 |
|  | employees. <br> Establishments with 10 to 14 | 20 | 138429 | 5139 | 1300 | 158 | 12819 | 201 | 146 |
|  | employees................. | 15 | 156939 | 11462 | 1854 | 176 | 26500 | - | - |
|  | Establishments with 15 to 19 employees. | 15 | 130432 | 7625 | 1864 | 256 | 12606 | 39 | 26 |
|  | Establishments with 20 to 49 employees. | 13 | 247838 | 13783 | 3614 | 368 | 22212 | 5 | 10 |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year | 110 | 155261 | 3066 | 316 | 55 | 7193 | - | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 398 | 785925 | 36541 | 7747 | 988 | 67179 | 1235 | 1634 |
|  | Establishments operated for the entire year | 290 | D | D | D | f | D | D | D |
|  | Establishments with no employees.. Establishments with 1 employee.... | 134 | 77597 | 4259 | 924 | 134 |  | 92 | 121 |
|  | Establishments with 2 employees... | 62 | 91961 | 4105 | 997 | 124 | 8152 | 668 | 680 |
|  | Establishments with 3 or 4 employees. | 57 | 199604 | 7044 | 1554 | 194 | 15477 | 304 | 632 |
|  | Establishments with 5 or 6 employees. | 22 | 87129 | 3484 | 875 | 119 | 6488 | - | - |
|  | Establishments with 7 to 9 employees. | 3 | 11368 | 575 | 96 | 25 | 1475 | - | - |
|  | Establishments with 10 to 14 employees. | 6 | D | D | D | b | D | D | D |
|  | Establishments with 15 to 19 employees | 3 | 21445 | 4089 | 964 | 47 | 4871 | - | - |
|  | Establishments with 20 to 49 |  |  |  |  |  |  |  |  |
|  | employees. $\qquad$ <br> Establishments with 50 to 99 | 3 | D | D | D | b | D | D | D |
|  | Establishments with 50 to 99 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 100 employees or more $\qquad$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 108 | D | D | D | c | D | D | D |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |
|  | All establishments ... | 40 | 54043 | 2311 | 419 | 50 | 4934 | 38 | 39 |
|  | Establishments operated for the entire year | 26 | 42218 | 1877 | 412 | 46 | 3922 | 38 | 39 |
|  | Establishments with no employees. . Establishments with 1 employee.... | $1{ }^{-}$ | 20311 |  | 112 | $1{ }^{-}$ | $147 \overline{2^{-}}$ | - | $\overline{6}$ |
|  | Establishments with 2 employees... | 4 |  | D | D | a |  | D | D |
|  | Establishments with 3 or 4 employees. | 5 | 11593 | 900 | 201 | 17 | 1662 | 10 | 12 |
|  | Establishments with 5 or 6 employees. | 1 | D | D | D | a | D | D | D |
|  | Establishments with 7 to 9 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 10 to 14 |  |  |  |  |  |  |  |  |
|  | employees. <br> Establishments with 15 to 19 | - | - | - | - | - | - | - | - |
|  | employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 20 to 49 employees. | - | - | - | - | - | - | - | - |
|  | Establishments with 50 to 99 |  |  |  |  |  |  |  |  |
|  | employees. Establishments with 100 employees | - | - | - | - | - | - | - | - |
|  | or more $\square$ | - | - | - | - | - | - | - | - |
|  | Establishments not operated for the entire year $\qquad$ | 14 | 11825 | 434 | 7 | 4 | 1012 | - | - |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments .... | 704 | D | D | D | g | D | D | D |

Table 2. Employment Size of Establishments: 1997-Con.
 see Appendix C]


[^176]Table 3. Single Units and Multiunits: 1997




[^177]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211101 | Automobile \& motorcycle whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms . . | 140 | 545 | 211965911 | 1238381 | 305636 | 45016 | 5283001 | 5000227 | 4780394 |
|  | Firms with 1 establishment ... | 85 | 85 | 20611592 | 164677 | 39043 | 3204 | 1057789 | 844323 | 984008 |
|  | Firms with 2 establishments .. | 24 | 48 | 1393925 | 36956 | 8723 | 1387 | 73629 | 100941 | 111824 |
|  | Firms with 3 or 4 $\qquad$ | 10 | 32 | 4405528 | 76865 | 19240 | 1307 | 408612 | 255486 | 245240 |
|  | Firms with 5 to 9 establishments | 8 | 44 | 15794830 | 151805 | 41248 | 2473 | 655685 | 621802 | 682111 |
|  | Firms with 10 to 24 establishments . | 9 | 152 | 87135221 | 372155 | 87900 | 9473 | 2140992 | 3153278 | 2731819 |
|  | Firms with 25 establishments or more $\qquad$ | 4 | 184 | 82624815 | 435923 | 109482 | 27172 | 946294 | 24397 | 25392 |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 364 | 387 | 3059157 | 152468 | 33148 | 5047 | 296287 | 314572 | 330134 |
|  | Single unit firms. | 314 | 314 | 1892214 | 107701 | 23229 | 3744 | 207894 | 200168 | 184539 |
|  | Multiunit firms... | 50 | 73 | 1166943 | 44767 | 9919 | 1303 | 88393 | 114404 | 145595 |
|  | Firms with 1 establishment ... | 33 | 33 | 369150 | 18445 | 4198 | 546 | 35782 | 43696 | 45050 |
|  | Firms with 2 establishments .. | 13 | 26 | 208556 | 15594 | 3405 | 537 | 29877 | 37256 | 42557 |
|  | Firms with 3 or 4 establishments .......... | 3 | 9 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  | 5 |  |  | D | c |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - |  |
|  | or more | - | - | - | - | - | - | - | - | - |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 441 | 548 | 159991093 | 427702 | 115721 | 9552 | 1084059 | 639350 | 693992 |
|  | Single unit firms . . . . . . . . . . . . | 401 | 401 | 2727161 | 154416 | 36279 | 5094 | 269113 | 274151 | 319187 |
|  | Multiunit firms . . . . . . . . . . . . . . | 40 | 147 | 157263932 | 273286 | 79442 | 4458 | 814946 | 365199 | 374805 |
|  | Firms with 1 establishment ... | 30 | 30 | 2319012 | 59966 | 12532 | 1426 | 198758 | 178182 | 143820 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 |  | D | D | e | D | D | D |
|  | $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments .......... | 1 | 7 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments... | 1 | 18 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more ....................... | 2 | 80 | D | D | D | g | D | D | D |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 463 | 516 | 4375397 | 275806 | 66215 | 7929 | 527348 | 515487 | 561016 |
|  | Single unit firms . . . . . . . . . . . . | 391 | 391 | 1761824 | 161510 | 37292 | 4846 | 289155 | 273777 | 295742 |
|  | Multiunit firms................ | 72 | 125 | 2613573 | 114296 | 28923 | 3083 | 238193 | 241710 | 265274 |
|  | Firms with 1 establishment ... Firms with 2 establishments | 48 19 | 48 38 | 1034179 | 54593 | 12740 | 1389 | 130320 | 155960 | 182926 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 19 | 38 | D |  | D |  | D | D | D |
|  | establishments . . . . . . . . . . | 2 | 7 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 | 2 | 14 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | 1 | 18 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1763 | 2261 | 28150000 | 2015097 | 473874 | 57744 | 3263227 | 3636691 | 3839766 |
|  | Single unit firms . . . . . . . . . . . . | 1398 | 1398 | 9871414 | 785298 | 179194 | 23670 | 1300666 | 1331909 | 1492443 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 365 | 863 | 18278586 | 1229799 | 294680 | 34074 | 1962561 | 2304782 | 2347323 |
|  | Firms with 1 establishment ... | 149 | 149 | 3428791 | 256458 | 62752 | 6762 | 419004 | 487366 | 496158 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 130 | 260 | 3984782 | 341285 | 80345 | 9575 | 539816 | 566070 | 595652 |
|  | establishments ............. | 59 | 196 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments | 22 | 137 | 3878723 | 200589 | 47407 | 5584 | 330771 | 544798 | 522876 |
|  | Firms with 10 to 24 |  |  | - | D |  |  | D | D |  |
|  | establishments............ | 2 | 30 | D | D | D | g | D | D | D |
|  | Firms with 25 estabishme.......... |  | 91 |  |  | D | h | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9564 | r12 620 | r83 214728 | r5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Single unit firms | 8309 | 8309 | 27663091 | 1889669 | 421695 | 62191 | 3627333 | 2175150 | 2406761 |
|  | Multiunit firms . . | 1255 | 4311 | 55551637 | 3175395 | 772389 | 93847 | 6725050 | 7117720 | 7190232 |
|  | Firms with 1 establishment. | 606 | 606 | 8855167 | 503904 | 121351 | 14807 | 1041384 | 970393 | 1000357 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 278 | 556 | 4537174 | 349116 | 81950 | 10914 | 697184 | 477220 | 498140 |
|  | establishments........... | 196 | 650 | 9636993 | 464401 | 111647 | 13603 | 1037052 | 1130560 | 1098163 |
|  | establishments. | 112 | 679 | 8362715 | 390966 | 93946 | 13002 | 904099 | 1258631 | 1233472 |
|  | Firms with 10 to 24 establishments .......... | 45 | 685 | 18238611 | 1057789 | 259326 | 24576 | 2060079 | 2270984 | 2350936 |
|  | Firms with 25 establishments or more $\qquad$ | 18 | 1135 | 5920977 | 409219 | 104169 | 16945 | 985252 | 1009932 | 1009164 |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9564 | r12 620 | r83 214728 | '5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Single unit firms . | 8309 | 8309 | 27663091 | 1889669 | 421695 | 62191 | 3627333 | 2175150 | 2406761 |
|  | Multiunit firms ............ | 1255 | 4311 | 55551637 | 3175395 | 772389 | 93847 | 6725050 | 7117720 | 7190232 |
|  | Firms with 1 establishment ... | 606 278 | 606 | 8855167 4537174 | $\begin{array}{r}503904 \\ 349 \\ \hline 116\end{array}$ | 121351 | 14887 10 | 1041384 | 970393 | 1000357 |
|  | Firms with 2 establishments .. | 278 | 556 | 4537174 | 349116 | 81950 | 10914 | 697184 | 477220 | 498140 |
|  | establishments. | 196 | 650 | 9636993 | 464401 | 111647 | 13603 | 1037052 | 1130560 | 1098163 |
|  | Firms with 5 to 9 establishments... | 112 | 679 | 8362715 | 390966 | 93946 | 13002 | 904099 | 1258631 | 1233472 |
|  | Firms with 10 to 24 | 45 | 685 | 18238611 | 1057789 | 259326 | 24576 | 2060079 | 2270984 | 2350936 |
|  | Firms with 25 establishments or more $\qquad$ | 18 | 1135 | 5920977 | 409219 | 104169 | 16945 | 985252 | 1009932 | 1009164 |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3762 | r5 095 | r30 313120 | '2 002699 | '463 650 | r67 362 | 4263504 | 3664092 | 3782062 |
|  | Single unit firms . | 3195 | 3195 | 9997884 | 855034 | 189481 | 29061 | 1662529 | 1120133 | 1248950 |
|  | Multiunit firms.................. | 567 | 1900 | 20315236 | 1147665 | 274169 | 38301 | 2600975 | 2543959 | 2533112 |
|  | Firms with 1 establishment ... | 285 | 285 | 4834229 | 264820 | 62968 | 7851 | 599469 | 548213 | 562254 |
|  | Firms with 2 establishments .. | 123 | 246 | 2618738 | 199147 | 47331 | 6461 | 411212 | 354713 | 352859 |
|  | establishments ............ | 73 | 244 | 4262348 | 184917 | 41092 | 5014 | 477888 | 511856 | 466284 |
|  | Firms with 5 to 9 establishments | 53 | 314 | 3419782 | 179151 | 44272 | 6349 | 373826 | 334698 | 352740 |
|  | Firms with 10 to 24 |  |  | 011084 | 117150 | 27764 |  |  |  |  |
|  |  | 24 | 355 | 2011084 | 117150 | 27764 | 4175 | 255229 | 244624 | 249638 |
|  | or more ................. | 9 | 456 | 3169055 | 202480 | 50742 | 8451 | 483351 | 549855 | 549337 |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms | 5423 | 6942 | 51468506 | 2905299 | 693404 | 84003 | 5811842 | 5501479 | 5674111 |
|  | Single unit firms . . . . . . . . | 4664 | 4664 | 16848254 | 939497 | 210717 | 30188 | 1793450 | 992554 | 1083901 |
|  | Multiunit firms . . . . . . . . . . . . | 759 | 2278 | 34620252 | 1965802 | 482687 | 53815 | 4018392 | 4508925 | 4590210 |
|  | Firms with 1 establishment ... | 417 | 417 | 7692574 | 366902 | 90332 | 10225 | 735423 | 660158 | 690117 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 156 | 312 | 2612481 | 152305 | 34452 | 4611 | 298181 | 215678 | 222368 |
|  | Firms with 3 or 4 | 100 | 331 | 2996196 | 211013 | 52245 | 6762 | 437888 | 722930 | 740080 |
|  | Firms with 5 to 9 establishments | 58 | 358 | 4175703 | 175828 | 42923 | 6075 | 465807 | 626241 | 588325 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | 20 | 297 |  |  | 220794 | 19269 | 1724591 | 1983261 |  |
|  | or more .................. | 8 | 563 | 1719220 | 159249 | 41941 | 6873 | 356502 | 300657 | 290107 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 508 | 583 | 1433102 | 157066 | 37030 | 4673 | 277037 | 127299 | 140820 |
|  | Single unit firms . . . . . . . . . . . . | 450 |  | 816953 |  | 21497 | 2942 | 171354 |  |  |
|  | Multiunit firms . . . . . . . . . . . . | 58 | 133 | 616149 | 61928 | 15533 | 1731 | 105683 | 64836 | 66910 |
|  | Firms with 1 establishment ... | 22 | 22 | 133066 | 14213 | 3387 | 403 | 26560 | 21618 | 21817 |
|  | Firms with 2 establishments .. | 16 | 32 | 104609 | 13385 | 3696 | 383 | 24153 | 14482 | 15088 |
|  |  | 12 | 38 | 112213 | 13603 | 3705 | 420 | 22713 | 10809 | 10465 |
|  | Firms with 5 to 9 establishments | 8 | 41 | 266261 | 20727 | 4745 | 525 | 32257 | 17927 | 19540 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  |  |  |  | - | - | _ | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42113 | Tire \& tube whsle <br> All firms | 1406 |  |  |  |  |  |  |  |  |
|  |  |  | 1939 | 16508934 | 782893 | 183257 | 22939 | 1640693 | 1087205 | 1166572 |
|  | Single unit firms . | 1120 | 1120 | 2517398 | 241789 | 53774 | 8449 | 488546 | 284405 | 323464 |
|  | Multiunit firms... | 286 | 819 | 13991536 | 541104 | 129483 | 14490 | 1152147 | 802800 | 843108 |
|  | Firms with 1 establishment . | 151 | 151 | 2068898 | 95381 | 21492 | 2751 | 213888 | 141551 | 147517 |
|  | Firms with 2 establishments . | 57 | 114 | 690828 | 62554 | 14193 | 1872 | 118800 | 103150 | 107596 |
|  | Firms with establishments. | 44 | 143 | 1204995 | 70475 | 16055 | 2104 | 163858 | 147261 | 157289 |
|  | Firms with 5 to 9 establishments | 24 | 150 | 5709919 | 125450 | 28525 | 3059 | 273929 | 175460 | 181521 |
|  | Firms with 10 to 24 | 8 | 123 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 138 | D | D | D | h | D | D | D |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1406 | 1939 | 16508934 | 782893 | 183257 | 22939 | 1640693 | 1087205 | 1166572 |
|  | Single unit firms . | 1120 | 1120 | 2517398 | 241789 | 53774 | 8449 | 488546 | 284405 | 323464 |
|  | Multiunit firms . . . | 286 | 819 | 13991536 | 541104 | 129483 | 14490 | 1152147 | 802800 | 843108 |
|  | Firms with 1 establishment ... | 151 | 151 | 2068898 | 95381 | 21492 | 2751 | 213888 | 141551 | 147517 |
|  | Firms with 2 establishments .. | 57 | 114 | 690828 | 62554 | 14193 | 1872 | 118800 | 103150 | 107596 |
|  | establishments. | 44 | 143 | 1204995 | 70475 | 16055 | 2104 | 163858 | 147261 | 157289 |
|  | Firms with 5 to 9 establishments. | 24 | 150 | 5709919 | 125450 | 28525 | 3059 | 273929 | 175460 | 181521 |
|  | Firms with 10 to 24 | 8 | 123 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more | 2 | 138 | D | D | D | h | D | D | D |
| 42114 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6877 | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Single unit firms .. | 6595 | 6595 | 4208781 | 782552 | 183462 | 38430 | 1602482 | 581571 | 648844 |
|  | Multiunit firms . . . . . . . . . . . | 282 | 510 | 1063326 | 189224 | 44684 | 7377 | 371377 | 163379 | 145301 |
|  | Firms with 1 establishment . . | 149 | 149 | 319892 | 49866 | 12806 | 2037 | 95714 | 74954 | 50964 |
|  | Firms with 2 establishments ... | 89 | 178 | 283413 | 67027 | 15318 | 2398 | 126338 | 34427 | 36594 |
|  | Firms with 3 or 4 establishments | 36 | 113 | 242234 | 35772 | 7950 | 1514 | 71224 | 41331 | 44864 |
|  | Firms with 5 to 9 establishments | 5 | 29 | 117753 | 18881 | 4226 | 551 | 32319 | 6942 | 7052 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 3 | 41 | 100034 | 17678 | 4384 | 877 | 45782 | 5725 | 5827 |
|  | Firms with 25 establishments or more ....................... | - | - | - | - | - | - | - | - | - |
| 421140 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6877 | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Single unit firms . . . . . . . . . . . . . | 6595 | 6595 | 4208781 | 782552 | 183462 | 38430 | 1602482 | 581571 | 648844 |
|  |  | 282 | 510 | 1063326 | 189224 | 44684 | 7377 | 371377 | $\begin{array}{r}163 \\ 74 \\ 74 \\ \hline 194\end{array}$ | 145301 |
|  | Firms with 1 establishment . . . | 149 | 149 | 319892 | 49866 | 12806 | 2037 | 95714 | 74954 | 50964 |
|  | Firms with 2 establishments .. | 89 | 178 | 283413 | 67027 | 15318 | 2398 | 126338 | 34427 | 36594 |
|  | Firms with 3 or 4 establishments | 36 | 113 | 242234 | 35772 | 7950 | 1514 | 71224 | 41331 | 44864 |
|  | Firms with 5 to 9 establishments | 5 | 29 | 117753 | 18881 | 4226 | 551 | 32319 | 6942 | 7052 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  | 7052 |
|  | establishments............ | 3 | 41 | 100034 | 17678 | 4384 | 877 | 45782 | 5725 | 5827 |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 13831 | 15246 | 75006478 | 5316976 | 1225440 | 157465 | 11697560 | 5472358 | 6007773 |
|  | Single unit firms . . . . . . . . . . . . . | 12770 | 12770 | 36738659 | 2978358 | 665713 | 93598 | 6312252 | 2833252 | 3179029 |
|  | Multiunit firms ............... |  | 2476 | 38267819 | 2338618 | 559727 | 63867 | 5385308 | 2639106 | 2828744 |
|  | Firms with 1 establishment... | 541 | 541 | 8688511 | 696912 | 166123 | 18397 | 1673826 | 894842 | 999224 |
|  | Firms with 2 establishments .. | 285 | 570 | 6652913 | 524089 | 124518 | 16588 | 1244169 | 692362 | 754274 |
|  | establishments............ | 149 | 493 | 4877138 | 416396 | 94839 | 10995 | 772534 | 421903 | 428589 |
|  | Firms with 5 to 9 establishments | 57 | 361 | 3377975 | 240613 | 59769 | 6421 | 538494 | 273158 | 282211 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 26 | 389 | 12508405 | 379443 | 95242 | 9797 | 828663 | 297126 | 307110 |
|  | or more ................... | 3 | 122 | 2162877 | 81165 | 19236 | 1669 | 327622 | 59715 | 57336 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 6059 | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Single unit firms . . . . . . . . . . . . | 5591 | 5591 | 17093384 | 1363471 | 307107 | 39742 | 2673854 | 902926 | 1037259 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42121 | Furniture whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms . . . . . . . | 468 | 1106 | 14805199 | 1051852 | 248824 | 26188 | 2257713 | 802532 | 829671 |
|  | Firms with 1 establishment . | 231 | 231 | 2908445 | 249134 | 59275 | 6828 | 487516 | 249133 | 249187 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 130 | 260 | 2986927 | 257007 | 60373 | 6684 | 588381 | 187191 | 203122 |
|  | establishments ............ | 73 | 234 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments | 20 | 129 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments | 13 | 218 | 3767065 | 146626 | 37086 | 3507 | 285548 | 90270 | 93773 |
|  | Firms with 25 establishments or more | 1 | 34 | D | D | D | f | D | D | D |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6059 | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Single unit firms . | 5591 | 5591 | 17093384 | 1363471 | 307107 | 39742 | 2673854 | 902926 | 1037259 |
|  | Multiunit firms . . . . . . . . . . . . . | 468 | 1106 | 14805199 | 1051852 | 248824 | 26188 | 2257713 | 802532 | 829671 |
|  | Firms with 1 establishment ... | 231 | 231 | 2908445 | 249134 | 59275 | 6828 | 487516 | 249133 | 249187 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 130 | 260 | 2986927 | 257007 | 60373 | 6684 | 588381 | 187191 | 203122 |
|  | establishments ........ | 73 | 234 | D | D | D | i | D | D | D |
|  | establishments. | 20 | 129 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments. | 13 | 218 | 3767065 | 146626 | 37086 | 3507 | 285548 | 90270 | 93773 |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 34 | D | D | D | f | D | D | D |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3123 | 3304 | 12079496 | 698636 | 166690 | 23346 | 1597351 | 918762 | 995971 |
|  | Single unit firms . | 2971 | 2971 | 9027378 | 507337 | 119072 | 17118 | 1149373 | 571824 | 645225 |
|  | Multiunit firms . . . . . . . . . . | 152 | 333 | 3052118 | 191299 | 47618 | 6228 | 447978 | 346938 | 350746 |
|  | Firms with 1 establishment ... | 88 | 88 | 1395663 | 62287 | 15125 | 1931 | 140900 | 156152 | 147684 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 37 | 74 | 767989 | 58503 | 14393 | 2104 | 136907 | 76232 | 85207 |
|  | establishments........ | 17 | 55 | 482012 | 35258 | 9204 | 1228 | 80866 | 66456 | 67406 |
|  | Firms with 5 to 9 establishments | 5 | 32 | 49542 | 5856 | 1349 | 183 | 15712 | 8086 | 8831 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 5 |  |  |  | 1349 | 183 | 15712 | 8086 | 8831 |
|  | establishments ............ Firms with 25 establishments | 5 | 84 | 356912 | 29395 | 7547 | 782 | 73593 | 40012 | 41618 |
|  | or more ....................... | - | - | - | - | - | - | - | - | - |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2940 | 3393 | 19819087 | 1716687 | 389241 | 42584 | 3334216 | 786696 | 870959 |
|  | Single unit firms | 2620 | 2620 | 8066006 | 856134 | 188035 | 22624 | 1524481 | 331102 | 392034 |
|  | Multiunit firms . . . . . . . . . . . . . | 320 | 773 | 11753081 | 860553 | 201206 | 19960 | 1809735 | 455594 | 478925 |
|  | Firms with 1 establishment ... | 148 | 148 | 2051063 | 220722 | 52121 | 5595 | 495131 | 125594 | 135430 |
|  | Firms with 2 establishments .. | 92 | 184 | 1684470 | 165349 | 38180 | 3901 | 304240 | 79326 | 84748 |
|  | Firms with $\begin{aligned} & \text { establishments } . . . . . . . . . . . . . . . ~\end{aligned}$ | 56 | 179 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments. | 15 | 97 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments | 8 | 131 | 3364903 | 115413 | 29099 | 2656 | 208051 | 43926 | 45638 |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 34 | D | D | D | f | D | D | D |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7787 | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Single unit firms . . . . . . . . . . . . | 7179 | 7179 | 19645275 | 1614887 | 358606 | 53856 | 3638398 | 1930326 | 2141770 |
|  | Multiunit firms................ | 608 | 1370 | 23462620 | 1286766 | 310903 | 37679 | 3127595 | 1836574 | 1999073 |
|  | Firms with 1 establishment ... | 327 | 327 | 5855908 | 455814 | 108484 | 11851 | 1202851 | 655507 | 761480 |
|  | Firms with 2 establishments .. | 154 | 308 | 3684224 | 269947 | 64970 | 10067 | 659873 | 504330 | 548578 |
|  | establishments | 76 | 256 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments . $\ldots$.......... | 37 | 235 | D | D | D | h | D | D | D |
|  | establishments ............ | 12 | 156 | 8366326 | 186579 | 47703 | 4964 | 460442 | 188720 | 192481 |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 88 | D | D | D | f | D | D | D |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 7787 | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Single unit firms . . . . . . . . . . . . | 7179 | 7179 | 19645275 | 1614887 | 358606 | 53856 | 3638398 | 1930326 | 2141770 |
|  | Multiunit firms . . . . . . . . . . . . . . | 608 | 1370 | 23462620 | 1286766 | 310903 | 37679 | 3127595 | 1836574 | 1999073 |
|  | Firms with 1 establishment . . | 327 | 327 | 5855908 | 455814 | 108484 | 11851 | 1202851 | 655507 | 761480 |
|  | Firms with 2 establishments .. | 154 | 308 | 3684224 | 269947 | 64970 | 10067 | 659873 | 504330 | 548578 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 76 | 256 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments | 37 | 235 | D | D | D | h | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213 | Lumber \& other construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms-Con. <br> Firms with 25 establishments or more . . . . . . . . . . . . . . . . . . | 17 | 1146 | 11308192 | 548430 | 135955 | 15750 | 1180148 | 1025930 | 1051325 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5531 | 6767 | 60455924 | 3126436 | 736657 | 88905 | 6133048 | 4373481 | 4600369 |
|  | Single unit firms . | 4903 | 4903 | 24195063 | 1385314 | 306107 | 42682 | 2645541 | 1576497 | 1744356 |
|  | Multiunit firms... | 628 | 1864 | 36260861 | 1741122 | 430550 | 46223 | 3487507 | 2796984 | 2856013 |
|  | Firms with 1 establishment ... | 330 | 330 | 9059892 |  |  | 10278 | 795524 |  |  |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 129 | 258 | 2780452 | 202667 | 47356 | 5972 | 379997 | 267556 | 280758 |
|  | establishments........... Firms with 5 to 9 | 94 | 312 | 4122531 | 250130 | 58264 | 6744 | 482026 | 462137 | 487886 |
|  | establishments ............ | 43 | 261 | 3258979 | 218853 | 52367 | 6332 | 439915 | 300578 | 300294 |
|  | Firms with 10 to 24 establishments . | 25 | 359 | 9672181 | 349307 | 104539 | 8463 | 762194 | 592880 | 606813 |
|  | Firms with 25 establishments or more | 7 | 344 | 7366826 | 319503 | 81116 | 8434 | 627851 | 706860 | 689767 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5531 | 6767 | 60455924 | 3126436 | 736657 | 88905 | 6133048 | 4373481 | 4600369 |
|  | Single unit firms . | 4903 | 4903 | 24195063 | 1385314 | 306107 | 42682 | 2645541 | 1576497 | 1744356 |
|  | Multiunit firms . . . . . . . . . . . | 628 | 1864 | 36260861 | 1741122 | 430550 | 46223 | 3487507 | 2796984 | 2856013 |
|  | Firms with 1 establishment ... | 330 | 330 | 9059892 | 400662 | 86908 | 10278 | 795524 | 466973 | 490495 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 129 | 258 | 2780452 | 202667 | 47356 | 5972 | 379997 | 267556 | 280758 |
|  | establishments... | 94 | 312 | 4122531 | 250130 | 58264 | 6744 | 482026 | 462137 | 487886 |
|  | Firms with 5 to 9 establishments . | 43 | 261 | 3258979 | 218853 | 52367 | 6332 | 439915 | 300578 | 300294 |
|  | Firms with 10 to 24 establishments | 25 | 359 | 9672181 | 349307 | 104539 | 8463 | 762194 | 592880 | 606813 |
|  | Firms with 25 establishments or more $\qquad$ | 7 | 344 | 7366826 | 319503 | 81116 | 8434 | 627851 | 706860 | 689767 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1504 | 1627 | 17143755 | 529208 | 131340 | 12611 | 991480 | 614336 | 636263 |
|  | Single unit firms. | 1359 | 1359 | 8792052 | 280249 | 62572 | 7525 | 538242 | 244648 | 268276 |
|  | Multiunit firms ................ | 145 | 268 | 8351703 | 248959 | 68768 | 5086 | 453238 | 369688 | 367987 |
|  | Firms with 1 establishment ... | 96 | 96 | 2904806 | 106705 | 24857 | 2169 | 213098 | 85095 | 93650 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 32 | 64 | 754000 | 29473 | 8755 | 757 | 55171 | 49053 | 51655 |
|  | establishments........... Firms with 5 to 9. | 14 | 46 | 1205045 | 31868 | 7738 | 636 | 55088 | 63671 | 62088 |
|  | establishments... | 1 | 9 | D | D | D | e | D | D | D |
|  | Firms with establishments ............ | 1 | 16 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 37 | D | D | D | g | D | D | D |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1328 | 1599 | 15464304 | 890605 | 203841 | 27481 | 1801201 | 1603086 | 1728437 |
|  | Single unit firms . . . . . . . . . . . . | 1112 | 1112 | 6332259 | 450919 | 98377 | 14764 | 881659 | 708126 | 784765 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 216 | 487 | 9132045 | 439686 | 105464 | 12717 | 919542 | 894960 | 943672 |
|  | Firms with 1 establishment ... | 116 | 116 | 2779988 | 138456 | 34159 <br> 18 <br> 11 | 4168 | 279458 | 246194 | 263049 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 48 | 96 | 1493956 | 82386 | 18811 | 2339 | 152768 | 126243 | 139549 |
|  | Firms with establishments $\ldots$........... | 33 | 109 | 1612181 | 95730 | 22170 | 2682 | 185184 | 244375 | 255177 |
|  | Firms with 5 to 9 establishments | 13 | 84 | 1577119 | 58732 | 14749 | 1762 | 129012 | 133200 | 134879 |
|  | Firms with 10 to 24 establishments | 6 | 82 | 1668801 | 64382 | 15575 | 1766 | 173120 | 144948 | 151018 |
|  | Firms with 25 establishments or more $\qquad$ | 6 |  |  |  |  |  |  | - - | - |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  | - | - |  |  |  |
|  | All firms ......... | 2779 | 3541 | 27847865 | 1706623 | 401476 | 48813 | 3340367 | 2156059 | 2235669 |
|  | Single unit firms . . . . . . . . . . . . | 2432 | 2432 | 9070752 | 654146 | 145158 | 20393 | 1225640 | 623723 | 691315 |
|  | Multiunit firms . . . . . . . . . . . . . . | 347 |  | 18777113 | 1052477 | 256318 | 28420 | 2114727 | 1532336 | 1544354 |
|  | Firms with 1 establishment ... | 196 | 196 | $4898410$ | $245668$ | $49991$ | 6487 | 473981 | $267131$ | 274887 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 51 | 102 | 1081511 | $77416$ | 17971 | $2319$ | 149971 | $93482$ | 92271 |
|  | Firms with 3 or 4 establishments | 49 | 166 | 2155169 | 137589 | 31830 | 3704 | 279617 | 181993 | 188260 |
|  | Firms with 5 to 9 establishments | 30 | 187 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 |  |  |  | D |  |  |  | D |  |
|  | establishments $\ldots$.ablio...... Firms with 25 establisments | 15 |  |  | D | D | i | D | D | D |
|  | or more |  | 256 |  |  | D |  | D | D | D |

Table 3. Single Units and Multiunits: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Number of establishments by type of operation and specified kind of business \& \[
\begin{array}{r}
\text { Firms } \\
\text { (number) }
\end{array}
\] \& 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{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses (\$1,000) \& End-of-1996
inventories
\((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline 42 \& WHOLESALE TRADE— Con. \& \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goods-Con. \& \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{11}{*}{42132} \& Brick, stone, \& related construction materials whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms . \& 2126 \& 3026 \& 10711750 \& 761681 \& 168106 \& 23753 \& 1692184 \& 775319 \& 846315 \\
\hline \& Single unit firms . \& 1848 \& 1848 \& 2893581 \& 355352 \& 71513 \& 11860 \& 751070 \& 251346 \& 303387 \\
\hline \& Multiunit firms... \& 278 \& 1178 \& 7818169 \& 406329 \& 96593 \& 11893 \& 941114 \& 523973 \& 542928 \\
\hline \& Firms with 1 establishment ... \& 145 \& 145 \& 923615 \& 86663 \& 18178 \& 2206 \& 184291 \& 107058 \& 103807 \\
\hline \& Firms with 2 establishments ..
Firms with 3 or 4 \& 52 \& 104 \& 437122 \& 40490 \& 9779 \& 1116 \& 86185 \& 51255 \& 55608 \\
\hline \& Firms with 3 or 4 \& 38 \& 124 \& 603588 \& 46504 \& 10371 \& 1150 \& 104157 \& 51133 \& 55139 \\
\hline \& Firms with 5 to 9 establishments \& 26 \& 174 \& 1490426 \& 61564 \& 14835 \& 1657 \& 159210 \& 63622 \& 65416 \\
\hline \& Firms with 10 to \(24 . \ldots \ldots \ldots\) \& 13 \& 223 \& 2 435530 \& 61 \& 19 \& 2080 \& \& \& \\
\hline \& establishments .............
Firms with 25 establishments \& 13 \& 223 \& 2435530 \& 82098 \& 19937 \& 2080 \& 183765 \& 86610 \& 91572 \\
\hline \& or more \(\ldots \ldots \ldots \ldots \ldots \ldots \ldots\). \& 4 \& 408 \& 1927888 \& 89010 \& 23493 \& 3684 \& 223506 \& 164295 \& 171386 \\
\hline \multirow[t]{10}{*}{421320} \& Brick, stone, \& related construction materials whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms .... \& 2126 \& 3026 \& 10711750 \& 761681 \& 168106 \& 23753 \& 1692184 \& 775319 \& 846315 \\
\hline \& Single unit firms \& 1848

278
1 \& 1848
1178 \& 2893581
7818169 \& 355352
406329 \& 71513
96593 \& 11860
11893 \& 751070
941114 \& 251346
523973 \& 303387
542928 <br>
\hline \& Firms with 1 establishment .... \& 145 \& 145 \& + 923615 \& 86663 \& 18178 \& 2206 \& 184291 \& 107058 \& 103807 <br>
\hline \& Firms with 2 establishments .. \& 52 \& 104 \& 437122 \& 40490 \& 9779 \& 1116 \& 86185 \& 51255 \& 55608 <br>
\hline \& Firms with 3 or 4 establishments \& 38 \& 124 \& 603588 \& 46504 \& 10371 \& 1150 \& 104157 \& 51133 \& 55139 <br>
\hline \& Firms with 5 to 9
establishments ..... \& 26 \& 174 \& 1490426 \& 61564 \& 14835 \& 1657 \& 159210 \& 63622 \& 65416 <br>
\hline \& Firms with 10 to 24 \& \& \& \& \& \& \& \& \& <br>
\hline \& establishments ............
Firms with 25 establishments \& 13 \& 223 \& 2435530 \& 82098 \& 19937 \& 2080 \& 183765 \& 86610 \& 91572 <br>
\hline \& or more ......... \& 4 \& 408 \& 1927888 \& 89010 \& 23493 \& 3684 \& 223506 \& 164295 \& 171386 <br>
\hline \multirow[t]{11}{*}{4213201} \& Brick, block, tile, clay/ cement sewer pipe whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms . \& 716 \& 1184 \& 3546360 \& 284096 \& 66310 \& 9941 \& 619783 \& 333266 \& 357316 <br>
\hline \& Single unit firms . ...... \& 607 \& 607 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Multiunit firms . . . . . . . . . . . . . \& 109 \& 577 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Firms with 1 establishment ... \& 65 \& 65 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Firms with 2 establishments .. \& 14 \& 28 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& establishments.. \& 14 \& 46 \& 138460 \& 15607 \& 3447 \& 427 \& 31118 \& 16591 \& 17947 <br>
\hline \& Firms with 5 to 9 establishments \& 9 \& 53 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Firms with 10 to 24 \& \& \& \& \& \& \& \& \& <br>
\hline \& establishments............ \& 3 \& 43 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& or more . . . . . . . . . . . . . . \& 4 \& 342 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \multirow[t]{10}{*}{4213202} \& Sand, gravel, \& stone whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms . \& 879 \& 1012 \& 2001239 \& 239974 \& 49004 \& 7775 \& 539309 \& 188511 \& 212072 <br>
\hline \& Single unit firms . . . . . . . . . . . . . \& 783 \& 783 \& \& \& D \& i \& D \& D \& <br>
\hline \& Multiunit firms . $\ldots \ldots \ldots \ldots \ldots$. \& 96 \& 229 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Firms with 1 establishment ...
Firms with 2 establishments. \& 58
17 \& \& \& \& D \& ${ }_{\text {f }}$ \& ${ }_{\text {D }}^{\text {D }}$ \& D \& D <br>
\hline \& Firms with 2 establishments .. Firms with 3 or 4 \& 17 \& \& \& \& \& e \& \& D \& D <br>
\hline \& establishments............ \& 12 \& 40 \& 140074 \& 10794 \& 2136 \& 316 \& 29422 \& 10221 \& 11138 <br>
\hline \& Firms establishments ............ \& 6 \& 42 \& 182195 \& 17275 \& 3386 \& 536 \& 45923 \& 26859 \& 27426 <br>
\hline \& Firms with 10 to 24 establishments . \& 3 \& 55 \& 164451 \& 8345 \& 1856 \& 239 \& 24381 \& 19399 \& 17034 <br>
\hline \& Firms with 25 establishments or more \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \multirow[t]{11}{*}{4213203} \& Cement, lime, \& related products whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ... \& 569 \& 830 \& 5164151 \& 237611 \& 52792 \& 6037 \& 533092 \& 253542 \& 276927 <br>
\hline \& Single unit firms . . . . . . . . . . . . \& 458 \& 458 \& 907374 \& 85992 \& 15951 \& 2551 \& 188112 \& 60409 \& 76202 <br>
\hline \& Multiunit firms. . . . . . . . . . . . . . . . \& 111 \& 372 \& 4256777 \& 151619 \& 36841 \& 3486 \& 344980 \& 193133 \& 200725 <br>
\hline \& Firms with 1 establishment ... \& $\begin{array}{r}57 \\ \hline 23\end{array}$ \& 57

46 \& \& ${ }_{23}$ D ${ }^{\text {D }}$ \& D \& \& 48 \& ${ }_{33} 937$ \& $$
\begin{array}{r}
\text { D } \\
37384
\end{array}
$$ <br>

\hline \& Firms with 2 establishments .. \& 23 \& 46 \& 324330 \& 23438 \& 5972 \& 590 \& 48099 \& 33937 \& 37384 <br>
\hline \& Firms with 3 or 4 establishments . \& 15 \& 49 \& 288700 \& 20207 \& 4595 \& 368 \& 47328 \& 23769 \& 24547 <br>
\hline \& Firms with 5 to 9 establishments \& 8 \& 57 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Firms with 10 to $24 \ldots \ldots \ldots$ \& \& \& \& \& \& e \& D \& D \& <br>
\hline \& establishments............ \& 7 \& 117 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Firms with 25 establishments or more ...................... \& \& \& \& \& \& \& \& \& D <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Single unit firms . | 916 | 916 | 3391375 | 223840 | 46863 | 6248 | 428546 | 150653 | 173636 |
|  | Multiunit firms... | 165 | 668 | 6420170 | 377986 | 86693 | 10154 | 869549 | 444887 | 477588 |
|  | Firms with 1 establishment ... | 80 | 80 | 1169947 | 66358 | 15408 | 1722 | 157332 | 63028 | 62212 |
|  | Firms with 2 establishments .. | 36 | 72 | 372470 | 32509 | 7739 | 953 | 63264 | 33678 | 40334 |
|  | Firms with 3 or 4 establishments | 17 | 57 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments .......... . | 23 | 155 | 2427233 | 125925 | 29409 | 3592 | 289063 | 169623 | 157854 |
|  | Firms with 10 to 24 establishments | 6 | 75 | 742890 | 32298 | 7539 | 900 | 81321 | 38408 | $46167$ |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 229 | D | D | D | g | D | D | D |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Single unit firms . | 916 | 916 | 3391375 | 223840 | 46863 | 6248 | 428546 | 150653 | 173636 |
|  | Multiunit firms . . . . . $\ldots$. $\ldots$. | 165 | 668 | 6420170 | 377986 | 86693 | 10154 | 869549 | 444887 | 477588 |
|  | Firms with 1 establishment ... | 80 | 80 | 1169947 | 66358 | 15408 | 1722 | 157332 | 63028 | 62212 |
|  | Firms with 2 establishments .. | 36 | 72 | 372470 | 32509 | 7739 | 953 | 63264 | 33678 | 40334 |
|  | establishments......... | 17 | 57 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 23 | 155 | 2427233 | 125925 | 29409 | 3592 | 289063 | 169623 | 157854 |
|  | Firms with 10 to 24 | 6 | 75 | 742890 | 32298 | 7539 | 900 | 81321 | 38408 | 46167 |
|  | Firms with 25 establishments |  | 75 | 742890 | 3229 |  | 900 |  | 38408 |  |
|  | or more | 3 | 229 | D | D | D | g | D | D | D |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Single unit firms . | 916 | 916 | 3391375 | 223840 | 46863 | 6248 | 428546 | 150653 | 173636 |
|  | Multiunit firms . . . . . . . . . . . . . . | 165 | 668 | 6420170 | 377986 | 86693 | 10154 | 869549 | 444887 | 477588 |
|  | Firms with 1 establishment ... | 80 | 80 | 1169947 | 66358 | 15408 | 1722 | 157332 | 63028 | 62212 |
|  | Firms with 2 establishments .. | 36 | 72 | 372470 | 32509 | 7739 | 953 | 63264 | 33678 | 40334 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 17 | 57 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 23 | 155 | 2427233 | 125925 | 29409 | 3592 | 289063 | 169623 | 157854 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 6 | 75 | 742890 | 32298 | 7539 | 900 | 81321 | 38408 | 46167 |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 229 | D | D | D | g | D | D | D |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2459 | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Single unit firms . . . . . . . . . . . . | 2196 | 2196 | 3630218 | 390564 | 88959 | 13386 | 752721 | 240461 | 275398 |
|  | Multiunit firms . Firms with 1 establishme..... | 263 153 | 694 | 4566438 | $\begin{array}{r}415669 \\ 137 \\ \hline\end{array}$ | 100 344 33 | $\begin{array}{r}13 \\ 3 \\ 3 \\ \hline\end{array}$ | 841881 | 383061 | 390748 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 153 40 | 153 80 | 1251776 371900 | 137705 35772 | 33261 8842 | 3876 1143 | 280863 69550 | 118008 39096 | 118671 39001 |
|  | Firms with 3 or 4 establishments | 42 | 143 | - | - | - | - ${ }^{\text {g }}$ | D | - | D |
|  | Firms with 5 to 9 establishments | 18 | 117 | 1214895 | 82469 | 18712 | 2578 | 167392 | 62426 | 64558 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 8 | 116 | 646653 | 55701 | 13354 | 2053 | 120189 | 51215 | 53268 |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 85 | D | D | D | f | D | D | D |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2459 | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Single unit firms . . . . . . . . . . . . . | 2196 | 2196 | 3630218 | 390564 | 88959 | 13386 | 752721 | 240461 | 275398 |
|  | Multiunit firms.................. | 263 | 694 | 4566438 | 415669 | 100344 | 13089 | 841881 | 383061 | 390748 |
|  | Firms with 1 establishment ... | 153 | 153 | 1251776 | 137705 | 33261 | 3876 | 280863 | 118008 | 118671 |
|  | Firms with 2 establishments .. | 40 | 80 | 371900 | 35772 | 8842 | 1143 | 69550 | 39096 | 39001 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 42 | 143 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 18 | 117 | 1214895 | 82469 | 18712 | 2578 | 167392 | 62426 | 64558 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  | 1 | 82469 | 18712 | 2578 | 167392 | 62426 | 6455 |
|  | establishments............ Firms with 25 establishments | 8 | 116 | 646653 | 55701 | 13354 | 2053 | 120189 | 51215 | 53268 |
|  | or more ................... |  | 85 |  | D | D |  | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 547 | 669 | 1950805 | 235834 | 57069 | 8197 | 456813 | 130217 | 134854 |
|  | Single unit firms . . | 489 | 489 | 777793 | 98724 | 23824 | 3556 | 180428 | 41810 | 45680 |
|  | Multiunit firms . . . . . . | 58 | 180 | 1173012 | 137110 | 33245 | 4641 | 276385 | 88407 | 89174 |
|  | Firms with 1 establishment ... | 34 | 34 | 307835 | 39386 | 10725 | 1196 | 87742 | 22349 | 20444 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 | 34460 | 6291 | 1678 | 251 | 11684 | 3908 | 3781 |
|  | Firms with 3 or 4 establishments | 9 | 34 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 4 | 23 | 384207 | 22686 | 4964 | 735 | 40667 | 12926 | 13357 |
|  | Firms with 10 to 24 establishments | 2 | 39 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 34 | D | D | D | f | D | D | D |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1915 | 2221 | 6245851 | 570399 | 132234 | 18278 | 1137789 | 493305 | 531292 |
|  | Single unit firms . | 1707 | 1707 | 2852425 | 291840 | 65135 | 9830 | 572293 | 198651 | 229718 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 208 | 514 | 3393426 | 278559 | 67099 | 8448 | 565496 | 294654 | 301574 |
|  | Firms with 1 establishment ... | 119 | 119 | 943941 | 98319 | 22536 | 2680 | 193121 | 95659 | 98227 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 32 | 64 | 337440 | 29481 | 7164 | 892 | 57866 | 35188 | 35220 |
|  | establishments.......... | 36 | 119 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 15 | 97 | 1007002 | 58528 | 13633 | 1714 | 124059 | 46958 | 48581 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ Firms with 25 establishments | 5 | 67 | D | D | D | f | D | D | D |
|  | or more .................. | 1 | 48 | D | D | D | c | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 36848 | 45351 | 367383550 | 33292437 | 8317953 | 716113 | 62642404 | 24912094 | 27009852 |
|  | Single unit firms . | 33962 | 33962 | 109786035 | 11230253 | 2543442 | 289322 | 21170083 | 7150360 | 8226643 |
|  | Multiunit firms . . . . . . . . . . . . . . | 2886 | 11389 | 257597515 | 22062184 | 5774511 | 426791 | 41472321 | 17761734 | 18783209 |
|  | Firms with 1 establishment ... | 1234 |  |  |  | 693267 <br> 384 <br> 103 | $\begin{array}{r}55525 \\ \hline 8\end{array}$ |  |  | 2788821 1 |
|  | Firms with 2 establishments .. | 821 | 1642 | 16040234 | 1586169 | 384103 | 38613 | 3220367 | 1241946 | $1415838$ |
|  | establishments... | 468 | 1560 | 18251983 | 1521477 | 354922 | 34794 | 2999250 | 1631388 | 1673699 |
|  | Firms with 5 to 9 establishments | 199 | 1238 | 22206128 | 1362301 | 323233 | 29379 | 2800131 | 1405895 | 1435256 |
|  | Firms with 10 to 24 establishments. | 99 | 1436 | 55544163 | 2229315 | 534611 | 45307 | 4968899 | 3754098 | 4121784 |
|  | Firms with 25 establishments or more $\qquad$ | 65 | 4279 | 118324036 | 12625048 | 3484375 | 223173 | 21670332 | 7198055 | 7347811 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1126 | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |
|  | Single unit firms . . . . . . . . . . . . | 971 | 971 | 2991492 | 302381 | 65062 | 8074 | 614643 | 292707 | 320996 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 155 | 408 | 13687559 | 627484 | 152138 | 13121 | 1555715 | 907426 | 901359 |
|  |  | 77 31 |  | 989883 | 83416 | 19859 | 2011 | 179949 | 119549 | 120927 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 31 | 62 | 460686 | 44983 | 10338 | 1267 | 97523 | 62051 | 62992 |
|  | Firms with 3 or 4 establishments ............ | 29 | 96 | 896420 | 81929 | 19988 | 2056 | 165117 | 121036 | 124254 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 10 | 63 | 2483508 | 129994 | 30773 | 2497 | 507207 | 253013 | 234382 |
|  | Firms with 10 to 24 |  |  |  | 287162 |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments or more $\qquad$ | 8 | 110 | 8857062 | 287162 | $\begin{array}{r}71180 \\ \\ \hline\end{array}$ | $\begin{array}{r}5 \\ \hline\end{array}$ | 605919 | 351777 | 358804 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1126 | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |
|  | Single unit firms . . . . . . . . . . . . | 971 | 971 | 2991492 | 302381 | 65062 | 8074 | 614643 | 292707 | 320996 |
|  |  | 155 | 408 | 13687559 | 627484 | 152138 | 13121 | 1555715 | 907426 | 901359 |
|  | Firms with 1 establishment ... | 77 | 77 | 989883 | 83416 | 19859 | 2011 | 179949 | 119549 | 120927 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 31 | 62 | 460686 | 44983 | 10338 | 1267 | 97523 | 62051 | 62992 |
|  | establishments........... | 29 | 96 | 896420 | 81929 | 19988 | 2056 | 165117 | 121036 | 124254 |
|  | Firms with 5 to 9 establishments | 10 | 63 | 2483508 | 129994 | 30773 | 2497 | 507207 | 253013 | 234382 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 10 | 63 | 2483508 | 129 | 30773 | 2497 | 507207 | 253013 | 234382 |
|  | establishments Firms with 25 establishments | 8 | 110 | 8857062 | 287162 | 71180 | 5290 | 605919 | 351777 | 358804 |
|  | or more . |  |  |  |  |  |  |  |  |  |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5123 | '7 319 | r36 646598 | r5 421076 | r1 376025 | r143 381 | 9434843 | 2583465 | 2702445 |
|  | Single unit firms | 4638 | 4638 | 6720235 | 1146952 | 265969 | 38288 | 1959800 | 551866 | 607821 |
|  | Multiunit firms... | 485 | 2681 | 29926363 | 4274124 | 1110056 | 105093 | 7475043 | 2031599 | 2094624 |
|  | Firms with 1 establishment | 154 | 154 | 945770 | 143354 | 32917 | 4143 | 247995 | 99817 | 108602 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 169 | 338 | 2073478 | 245357 | 56568 | 6703 | 458273 | 247634 | 249845 |
|  | establishments ........ | 100 | 334 | 1225902 | 225129 | 54613 | 6897 | 382187 | 112912 | 119256 |
|  | Firms with 5 to 9 establishments. | 39 | 232 | 805306 | 183413 | 43540 | 4842 | 290832 | 77958 | 89445 |
|  | Firms with 10 to 24 | 10 | 151 | 5931314 | 317907 | 75275 | 6838 | 894452 | 155584 | 161001 |
|  | Firms with 25 establishments or more $\qquad$ | 13 | 1472 | 18944593 | 3158964 | 847143 | 75670 | 5201304 | 1337694 | 1366475 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5123 | '7 319 | '36 646598 | '5 421076 | r1 376025 | r143 381 | 9434843 | 2583465 | 2702445 |
|  | Single unit firms . | 4638 | 4638 | 6720235 | 1146952 | 265969 | 38288 | 1959800 | 551866 | 607821 |
|  | Multiunit firms... | 485 | 2681 | 29926363 | 4274124 | 1110056 | 105093 | 7475043 | 2031599 | 2094624 |
|  | Firms with 1 establishment ... | 154 | 154 | 945770 | 143354 | 32917 | 4143 | 247995 | 99817 | 108602 |
|  | Firms with 2 establishments .. | 169 | 338 | 2073478 | 245357 | 56568 | 6703 | 458273 | 247634 | 249845 |
|  | establishments. | 100 | 334 | 1225902 | 225129 | 54613 | 6897 | 382187 | 112912 | 119256 |
|  | Firms with 5 to 9 establishments | 39 | 232 | 805306 | 183413 | 43540 | 4842 | 290832 | 77958 | 89445 |
|  | Firms with 10 to 24 | 10 | 151 | 5931314 | 317907 | 75275 | 6838 | 894452 | 155584 | 161001 |
|  | Firms with 25 establishments | 13 | 1472 | 18944593 | 3158964 | 847143 | 75670 | 5201304 | 1337694 | 366 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 13443 | 16929 | 221447412 | 17305512 | 4426859 | 317662 | 31216252 | 12835855 | 13983239 |
|  | Single unit firms | 12427 | 12427 | 64689679 | 5331795 | 1201410 | 121806 | 9784477 | 3369697 | 3957656 |
|  | Multiunit firms.. | 1016 | 4502 | 156757733 | 11973717 | 3225449 | 195856 | 21431775 | 9466158 | 10025583 |
|  | Firms with 1 establishment ... | 443 | 443 | 14919774 | 1368903 | 361988 | 24887 | 2605455 | 1030402 | 903984 |
|  | Firms with 2 establishments .. | 254 | 508 | 8090668 | 530569 | 120056 | 11840 | 1015182 | 341038 | 413807 |
|  | Firms with 3 or 4 establishments..............$~$ | 164 | 557 | 9803551 | 573948 | 129712 | 12514 | 1174633 | 774307 | 801553 |
|  | Firms with 5 to 9 <br> establishments | 77 | 488 | 13309835 | 570438 | 132124 | 10263 | 1047264 | 522262 | 512859 |
|  | Firms with 10 to 24 |  |  |  |  | 5 |  |  |  |  |
|  | establishments $\ldots \ldots . . . . . .$. Firms with 25 establishments | 49 | 700 | 37191264 | 1242804 | 295982 | 25980 | 2468339 | 2623747 | 3131979 |
|  | or more | 29 | 1806 | 73442641 | 7687055 | 2185587 | 110372 | 13120902 | 4174402 | 4261401 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 13443 | 16929 | 221447412 | 17305512 | 4426859 | 317662 | 31216252 | 12835855 | 13983239 |
|  | Single unit firms . . . . . . . . . . . . . | 12427 | 12427 | 64689679 | 5 331795 | 1201410 | 121806 | 9784477 | 3369697 | 3957656 |
|  | Multiunit firms................. | 1016 | 4502 | 156757733 | 11973717 | 3225449 | 195856 | 21431775 | 9466158 | 10025583 |
|  | Firms with 1 establishment ... | 443 | 443 | 14919774 | 1368903 | 361988 | 24887 | 2605455 | 1030402 | 903984 |
|  | Firms with 2 establishments .. | 254 | 508 | 8090668 | 530569 | 120056 | 11840 | 1015182 | 341038 | 413807 |
|  | Firms with 3 or 4 | 164 | 557 | 9803551 | 573948 | 129712 | 12514 | 1174633 | 774307 | 801553 |
|  | Firms with 5 to 9 establishments .............. | 77 | 488 | 13309835 | 570438 | 132124 | 10263 | 1047264 | 522262 | 512859 |
|  | Firms with 10 to $24 . \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 49 | 700 | 37191264 | 1242804 | 295982 | 25980 | 2468339 | 2623747 | 3131979 |
|  | Firms with 25 establishments or more $\qquad$ | 29 | 1806 | 73442641 | 7687055 | 2185587 | 110372 | 13120902 | 4174402 | 4261401 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 10959 | 14080 | 209760805 | 15450012 | 3995317 | 282335 | 27843140 | 12344695 | 13428595 |
|  | Single unit firms . . . . . . . . . . . . | 10124 | 10124 | 58391854 | 4203534 | 937234 | 99295 | 7786162 | 3129925 | 3678162 |
|  | Multiunit firms . . . . . . . . . . . . . . | 835 | 3956 | 151368951 | 11246478 | 3058083 | 183040 | 20056978 | 9214770 | 9750433 |
|  | Firms with 1 establishment ... | 356 | 356 | 13308287 | 1135850 | 304850 | 20726 | 2217249 | 950182 | 803922 |
|  | Firms with 2 establishments .. | 220 | 440 | 7353116 | 458233 | 103344 | 10206 | 901861 | 535373 | 629043 |
|  | Firms with 3 or 4 <br> establishments | 133 | 452 | 8279169 | 395616 | 92398 | 8663 | 773340 | 507274 | 511489 |
|  | Firms with 5 to 9 establishments | 61 | 382 | 12971453 | 479224 | 113115 | 9265 | 875727 | 512758 | 503632 |
|  | Firms with 10 to 24 establishments | 36 | 526 | 36041407 | 1093600 | 259661 | 23900 | 2174906 | 2538936 | 3043106 |
|  | Firms with 25 establishments |  |  |  | 1093 | 25966 |  | 2174 | 2538 | 3 |
|  | or more | 29 | 1800 | 73415519 | 7683955 | 2184715 | 110280 | 13113895 | 4170247 | 4259241 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^178]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2968 | 3165 | 10686971 | 1012146 | 230787 | 30890 | 1942318 | 790577 | 855376 |
|  | Single unit firms . | 2754 | 2754 | 7325487 | 670479 | 150533 | 21475 | 1303271 | 495802 | 546542 |
|  | Multiunit firms . . | 214 | 411 | 3361484 | 341667 | 80254 | 9415 | 639047 | 294775 | 308834 |
|  | Firms with 1 establishment ... | 109 | 109 | 1087226 | 94146 | 22515 | 2597 | 184442 | 87875 | 93187 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 68 | 136 | 1114214 | 118055 | 26402 | 3015 | 218011 | 101683 | 106631 |
|  | establishments........... | 28 | 90 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 7 | 42 | 501596 | 61512 | 14899 | 1717 | 107963 | 38833 | 37818 |
|  | Firms with 10 to 24 establishments | 2 | 34 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | - | - | - |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2055 | '2215 | r5 227764 | 1742 538 | r172 014 | r21 296 | 1439534 | 406962 | 436380 |
|  | Single unit firms | 1876 | 1876 | 3690593 | 522933 | 119909 | 15387 | 1021964 | 273925 | 301682 |
|  | Multiunit firms . . . . . . . . . | 179 | 339 | 1537171 | 219605 | 52105 | 5909 | 417570 | 133037 | 134698 |
|  | Firms with 1 establishment ... | 105 | 105 | 714232 | 109663 | 24830 | 3040 | 208654 | 76886 | 74550 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 48 | 96 | 471871 | 57073 | 14752 | 1484 | 115227 | 30181 | 32684 |
|  | establishments........... | 17 | 56 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 7 | 45 | 91479 | 14699 | 3368 | 421 | 27558 | 10280 | 10746 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 2 | 37 | D | D | D | e | D | D | D |
|  | or more .................. | - | - | - | - | - | - | - | - | - |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8268 | 9782 | 58791711 | 5746165 | 1386809 | 121572 | 11851627 | 5160001 | 5749898 |
|  | Single unit firms . . . . . . . . . . . . . | 7714 | 7714 | 16663294 | 2167687 | 491332 | 52576 | 4277716 | 1323515 | 1551871 |
|  |  | 554 | 2068 | 42128417 |  | 895477 | 68996 | 7573911 | 3836486 | 4198027 |
|  | Firms with 1 establishment ... | 278 | 278 | 8827369 | 874841 | 214840 | 14836 | 2217213 | 1217015 | 1405912 |
|  | Firms with 2 establishments .. | 119 | 238 | 2210009 | 323637 | 85690 | 7077 | 682075 | 219865 | 303895 |
|  | establishments . . . . . . . . . . | 78 | 258 | 4192214 | 394713 | 92566 | 7044 | 751977 | 392775 | 428940 |
|  | Firms with 5 to 9 establishments.............. | 41 | 256 | 5474119 | 374905 | 93215 | 8277 | 1006750 | 514781 | 550932 |
|  | Firms with 10 to 24 establishments $\ldots \ldots \ldots \ldots . .$. | 19 | 275 | 2638676 | 322135 | 81541 | 6732 | 547251 | 284152 | 263094 |
|  | Firms with 25 establishments |  |  |  |  |  |  |  |  |  |
|  | or more ................. | 19 | 763 | 18786030 | 1288247 | 327625 | 25030 | 2368645 | 1207898 | 1245254 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 8268 | 9782 | 58791711 | 5746165 | 1386809 | 121572 | 11851627 | 5160001 | 5749898 |
|  | Single unit firms . . . . . . . . . . . . . | 7714 | 7714 | 16663294 | 2167687 | 491332 | 52576 | 4277716 | 1323515 | 1551871 |
|  | Multiunit firms................ | 554 | 2068 | 42128417 | 3578478 | 895477 | 68996 | 7573911 | 3836486 | 4198027 |
|  | Firms with 1 establishment ... | 278 | 278 | 8827369 | 874841 | 214840 | 14836 | 2217213 | 1217015 | 1405912 |
|  | Firms with 2 establishments .. | 119 | 238 | 2210009 | 323637 | 85690 | 7077 | 682075 | 219865 | 303895 |
|  | Firms with 3 or $4 . . . . . . .$. | 78 | 258 | 4192214 | 394713 | 92566 | 7044 | 751977 | 392775 | 428940 |
|  | Firms with 5 to 9 establishments | 41 | 256 | 5474119 | 374905 | 93215 | 8277 | 1006750 | 514781 | 550932 |
|  | Firms with 10 to 24 establishments | 19 | 275 | 2638676 | 322135 | 81541 | 6732 | 547251 | 284152 | 263094 |
|  | Firms with 25 establishments or more $\qquad$ | 19 | 763 | 18786030 | 1288247 | 327625 | 25030 | 2368645 | 1207898 | 1245254 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ . | 7466 | 8721 | 54484063 | 5125079 | 1243720 | 106502 | 10645826 | 4681500 | 5232071 |
|  | Single unit firms . . . . . . . . . . . . | 6959 | 6959 | 15294663 | 1968875 | 445054 | 47026 | 3858743 | 1160354 | 1376749 |
|  | Multiunit firms . . . . . . . . . . . . | 507 | 1762 | 39189400 | 3156204 | 798666 | 59476 | 6787083 | 3521146 | 3855322 |
|  | Firms with 1 establishment ... | 260 106 | 260 | 8691650 | 868311 | 212770 | 14311 | 2190726 | 1191874 | 1460619 |
|  | Firms with 2 establishments .. | 106 | 212 | D | D | D | i | D | D | D |
|  | Firms with 3 or 4 establishments ................ | 75 | 247 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments ............... | 35 | 217 | 5146947 | 334415 | 84831 | 7300 | 916293 | 489605 | 521473 |
|  | Firms with 10 to 24 establishments | 15 | 227 | 1739973 | 199997 | 54889 | 4034 | 349212 | 181325 | 156710 |
|  | Firms with 25 establishments or more | 16 | 599 | 17637618 | 1114255 | 286188 | 21249 | 2055924 | 1102908 | 1119646 |

[^179]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 811 | 1061 | 4307648 | 621086 | 143089 | 15070 | 1205801 | 478501 | 517827 |
|  | Single unit firms . . . . . . . . . . . . | 755 | 755 | 1368631 | 198812 | 46278 | 5550 | 418973 | 163161 | 175122 |
|  | Multiunit firms . . . . . . . . . . . . . . | 56 | 306 | 2939017 | 422274 | 96811 | 9520 | 786828 | 315340 | 342705 |
|  | Firms with 1 establishment ... | 27 10 | 27 | 307754 | 47428 | 11108 | 1135 |  | 57098 | 57519 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 10 | 20 | D | D | D | f | D | D | D |
|  | Firms with 3 or 4 establishments | 5 | 16 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . | 8 | 50 | 785356 | 117455 | 25281 | 2597 | 184139 | 116905 | 123647 |
|  | Firms with 10 to 24 establishments | 3 | 36 | 239878 | 33689 | 7255 | 718 | 63335 | 11855 | 12725 |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 157 | 1128640 | 170600 | 40699 | 3714 | 307247 | 100354 | 118882 |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1545 | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |
|  | Single unit firms. | 1417 | 1417 | 3189803 | 464706 | 104812 | 14644 | 998635 | 379165 | 436815 |
|  | Multiunit firms . . . | 128 | 364 | 3675462 | 403102 | 101719 | 13616 | 913628 | 378745 | 391874 |
|  | Firms with 1 establishment ... | 64 | 64 | 1481199 | 134304 | 36145 | 4835 | 326090 | 158214 | 172525 |
|  | Firms with 2 establishments .. | 37 | 74 | 769055 | 105245 | 23636 | 3118 | 245255 | 130912 | 136183 |
|  | Firms with establishments ............ | 11 | 35 | 238765 | 25271 | 6620 | 943 | 52987 | 17822 | 16944 |
|  | Firms with 5 to 9 establishments ................ . . | 9 | 50 | 484239 | 67745 | 16777 | 2054 | 130899 | 39941 | 40827 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 5 | 78 | D | D | D | f | D | D | D |
|  | or more . . . . . . . . . . . . . . . | 2 | 63 | D | D | D | g | D | D | D |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 1545 | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |
|  | Single unit firms . | 1417 | 1417 | 3189803 | 464706 | 104812 | 14644 | 998635 | 379165 | 436815 |
|  | Multiunit firms . . . . . . . . . . . | 128 | 364 | 3675462 | 403102 | 101719 | 13616 | 913628 | 378745 | 391874 |
|  | Firms with 1 establishment . . | 64 | 64 | 1481199 | 134304 | 36145 | 4835 | 326090 | 158214 | 172525 |
|  | Firms with 2 establishments .. | 37 | 74 | 769055 | 105245 | 23636 | 3118 | 245255 | 130912 | 136183 |
|  | Firms with ${ }_{\text {establishments }}$ or.......... | 11 | 35 | 238765 | 25271 | 6620 | 943 | 52987 | 17822 | 16944 |
|  | Firms with 5 to 9 establishments | 9 | 50 | 484239 | 67745 | 16777 | 2054 | 130899 | 39941 | 40827 |
|  | Firms with 10 to $24 \times \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 5 | 78 | D | D | D | f | D | D | D |
|  | or more ...................... | 2 | 63 | D | D | D | g | D | D | D |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2447 | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  | Single unit firms . . . . . . . . . . . . | 2165 | 2165 | 4515452 | 623320 | 144415 | 17072 | 1209577 | 463683 | 503260 |
|  | Multiunit firms ................ | 282 141 | 616 | 6523326 | 644007 | 157313 | 14785 | 1465632 | 713508 | 728210 |
|  | Firms with 1 establishment ... | 141 | 141 | 1907527 | 209703 | 52398 | 5309 | 494993 | 228457 | 231945 |
|  | Firms with 2 establishments .. | 78 | 156 | 727482 | 94114 | 23148 | 2629 | 183046 | 80437 | 86109 |
|  | Firms with 3 or 4 establishments | 46 | 150 | 1049833 | 125232 | 30123 | 2533 | 291408 | 75354 | 78836 |
|  | Firms with 5 to 9 establishments | 12 | 77 | 548074 | 74975 | 17197 | 1496 | 137270 | 70812 | 72499 |
|  | Firms with 10 to $24 \times \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 3 | 35 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more ....................... | 2 | 57 | D | D | D | g | D | D | D |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2447 | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms $\qquad$ | 282 141 | 616 141 | $\begin{aligned} & 6523326 \\ & 1907527 \end{aligned}$ | $\begin{aligned} & 644007 \\ & 209703 \end{aligned}$ | $\begin{array}{r}157313 \\ 52398 \\ \hline\end{array}$ | 14785 5309 | 1465632 494993 | 713508 228457 | 728210 231945 |
|  | Firms with 2 establishments ... | 78 | 156 | 727482 | 94114 | 23148 | 2629 | 183046 | 80437 | 86109 |
|  | Firms with 3 or $4 \ldots \ldots . . .$. | 46 | 150 | 1049833 | 125232 | 30123 | 2533 | 291408 | 75354 | 78836 |
|  | Firms with 5 to 9 | 12 | 77 | 548074 | 74975 | 17197 | 1496 | 137270 | 70812 | 72499 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  | 548074 | 74975 | 17197 |  | 137270 | 70812 |  |
|  | establishments............ | 3 | 35 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 57 | D | D | D | g | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 435 | 456 | 1495661 | 175321 | 39860 | 5811 | 383381 | 147111 | 164528 |
|  | Single unit firms . | 395 | 395 | 709632 | 96413 | 21734 | 3119 | 200615 | 90081 | 101018 |
|  | Multiunit firms . . . . . . . . . . . . . . | 40 | 61 | 786029 | 78908 | 18126 | 2692 | 182766 | 57030 | 63510 |
|  | Firms with 1 establishment ... | 27 | 27 | 469322 | 43636 | 10448 | 1551 | 117868 | 37025 | 43565 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 9 | 18 | 171734 | 14963 | 3431 | 514 | 27623 | 10035 | 10305 |
|  | Firms with 3 or 4 establishments | 3 | 9 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 7 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2015 | 2325 | 9543117 | 1092006 | 261868 | 26046 | 2291828 | 1030080 | 1066942 |
|  | Single unit firms . | 1770 | 1770 | 3805820 | 526907 | 122681 | 13953 | 1008962 | 373602 | 402242 |
|  | Multiunit firms... | 245 | 555 | 5737297 | 565099 | 139187 | 12093 | 1282866 | 656478 | 664700 |
|  | Firms with 1 establishment ... | 119 | 119 | 1521089 | 175869 | 44356 | 4011 | 400872 | 204037 | 201185 |
|  | Firms with 2 establishments .. | 67 | 134 | 485285 | 70761 | 17661 | 1900 | 134918 | 57797 | 62999 |
|  | establishments...... | 43 | 140 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 11 | 70 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments........ | 3 | 35 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 57 | D | D | D | g | D | D | D |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 9852 | r12 583 | r150 493610 | r6 898028 | r1595 361 | r174 029 | 14115369 | 13746559 | 14559365 |
|  | Single unit firms . . . . . . . . . . . . . | 8643 | 8643 | 47060830 | 2858729 | 619692 | 74185 | 5575875 | 3804435 | 4179359 |
|  | Multiunit firms . . . . . . . . . . . . . . | 1209 | 3940 | 103432780 | 4039299 | 975669 | 99844 | 8539494 | 9942124 | 10380006 |
|  | Firms with 1 establishment ... | 517 320 | 517 | 14080257 | 529929 | 131 <br> 1362 <br> 188 | 13358 | 1156293 1 | 1 1 1 148883 | 1102329 |
|  | Firms with 2 establishments .. | 320 | 640 | 10732071 | 609006 | 139788 | 14893 | 1239530 | 1226301 | 1290607 |
|  | establishments ............. | 201 | 670 | 14199411 | 746460 | 178730 | 18227 | 1555628 | 1842912 | 1941622 |
|  | Firms with 5 to 9 establishments | 108 | 677 | 26090818 | 749525 | 173859 | 17264 | 1504726 | 1807220 | 1894897 |
|  | Firms with 10 to 24 | 41 | 589 | 15425771 | 475447 | 119394 | 11442 | 1017540 | 1429080 | 1572453 |
|  | Firms with 25 establishments |  | 589 |  |  | 119394 |  |  |  |  |
|  | or more ................ | 22 | 847 | 22904452 | 928932 | 232436 | 24660 | 2065777 | 2487728 | 2578098 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 9198 | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |
|  | Single unit firms . . . . . . . . . . . . | 8083 | 8083 | 41684049 | 2723727 | 589130 | 71368 | 5297594 | 3508815 | 3898146 |
|  | Multiunit firms . . . . . . . . . . . . . . | 1115 | 3744 | 94011514 | 3913872 | 946280 | 97582 | 8235030 | 9612455 | 10027811 |
|  | Firms with 1 establishment ... | 450 | 450 | 10918615 | 484684 | 120758 | 12495 | 1032508 | 1101416 | 1041002 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 305 | 610 | 9259670 | 591758 | 135760 | 14603 | 1200926 | 1134299 | 1196092 |
|  | Firms with 3 or 4 establishments ............ | 196 | 651 | D | D | D | j | D | D | D |
|  | Firms with 5 to 9 establishments | 107 | 678 | D | D | D | i | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 35 | 508 | D | D | D | j | D | D | D |
|  |  | 22 | 847 | 22904452 | 928932 | 232436 | 24660 | 2065777 | 2487728 | 2578098 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  | 2578098 |
|  | All firms ............. | 9198 | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |
|  | Single unit firms . . . . . . . . . . . . | 8083 | 8083 | 41684049 | 2723727 | 589130 | 71368 | 5297594 | 3508815 | 3898146 |
|  | Multiunit firms . ............... | 1115 | 3744 | 94011514 | 3913872 | 946280 | 97582 | 8235030 | 9612455 | 10027811 |
|  | Firms with 1 establishment ... | 450 | 450 | 10918615 | 484684 | 120758 | 12495 | 1032508 | 1101416 | 1041002 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 305 | 610 | 9259670 | 591758 | 135760 | 14603 | 1200926 | 1134299 | 1196092 |
|  | Firms with establishments $\ldots \ldots \ldots \ldots$ | 196 | 651 | D | D | D | j | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 107 | 678 | D | D | D | j | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots$. |  | 508 |  | D |  | J | D | D |  |
|  | establishments............. | 35 | 508 | D | D | D | j | D | D | D |
|  | or more ...... | 22 | 847 | 22904452 | 928932 | 232436 | 24660 | 2065777 | 2487728 | 2578098 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 780 | 834 | 7091464 | 177360 | 45939 | 3570 | 332055 | - | - |
|  | Single unit firms . | 711 | 711 | 2854724 | 93297 | 20219 | 2452 | 178701 | - | - |
|  | Multiunit firms.. | 69 | 123 | 4236740 | 84063 | 25720 | 1118 | 153354 | - |  |
|  | Firms with 1 establishment . | 48 | 48 | 1331221 | 20704 | 5203 | 322 | 37378 | - |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 12 | 24 | 429681 | 18235 | 3910 | 349 | 41311 | - | - |
|  | Firms with ${ }^{\text {establishments }}$. $\ldots \ldots \ldots \ldots$. | 5 | 18 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 2 | 11 | D | D | D | b | D | D | D |
|  | establishments.............. | 2 | 22 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more |  | - | - | - | - | - | - | - | - |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 664 | '756 | r14 798047 | '260 429 | '59 951 | '5 079 | 582745 | 625289 | 633408 |
|  | Single unit firms . | 560 | 560 | 5376781 | 135002 | 30562 | 2817 | 278281 | 295620 | 281213 |
|  | Multiunit firms . . . . . . . . . . . . | 104 | 196 | 9421266 | 125427 | 29389 | 2262 | 304464 | 329669 | 352195 |
|  | Firms with 1 establishment . $\ldots$ | 74 | 74 | 3540865 | 54108 | 12842 | 1078 | 139091 | 102298 | 110836 |
|  | Firms with 2 establishments .. | 16 | 32 | 2775002 | 26082 | 6221 | 370 | 56211 | 165761 | 169401 |
|  | Firms with ${ }^{\text {establishments }}$ o........... | 7 | 24 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 |  | 23 |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots$. | 4 | 23 | D | D | D | c | D | D | D |
|  | establishments ........... | 3 | 43 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 664 | '756 | r14 798047 | '260 429 | r59 951 | '5 079 | 582745 | 625289 | 633408 |
|  | Single unit firms . . . . . . . . . . . . | 560 | 560 | 5376781 | 135002 | 30562 | 2817 | 278281 | 295620 | 281213 |
|  | Multiunit firms . . . . . . . . . . | 104 | 196 | 9421266 | 125427 | 29389 | 2262 | 304464 | 329669 | 352195 |
|  | Firms with 1 establishment ... | 74 | 74 | 3540865 | 54108 | 12842 | 1078 | 139091 | 102298 | 110836 |
|  | Firms with 2 establishments .. | 16 | 32 | 2775002 | 26082 | 6221 | 370 | 56211 | 165761 | 169401 |
|  | Firms with establishments ............. | 7 | 24 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 23 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 \times \ldots \ldots$ |  |  |  | D |  |  |  |  |  |
|  | establishments........... | 3 | 43 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more ..................... | - | - | - | - | - | - | - | - | - |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 388 | 452 | 10037343 | 158986 | 35749 | 3037 | 357803 | 238632 | 252383 |
|  | Single unit firms . . . . . . . . . . . . . | 320 | 320 | 3135049 | 67347 | 14626 | 1455 | 139714 | 76844 | 78546 |
|  | Multiunit firms . . . . . . . . . . . . . . | 68 | 132 | 6902294 | 91639 | 21123 | 1582 | 218089 | 161788 | 173837 |
|  | Firms with 1 establishment ... | 49 | 49 | 2106032 | 36518 | 8641 | 725 | 100323 |  |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 7 | 14 | 1760329 | 15358 | 3479 | 193 | 33060 | 62196 | 69425 |
|  |  | 6 | 21 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | 4 | 21 | D | D | D | c | D | D | D |
|  | establishments ............ | 2 | 27 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more . ...................... |  | - | - | - | - | - | - | - | - |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 279 | '304 | r4 760704 | r101443 | '24 202 | r2 042 | 224942 | 386657 | 381025 |
|  | Single unit firms . . . . . . . . . . . . | 240 | 240 | 2241732 | 67655 | 15936 | 1362 | 138567 | 218776 | 202667 |
|  | Multiunit firms ............... | 39 | 64 | 2518972 | 33788 | 8266 | 680 | 86375 | 167881 | 178358 |
|  | Firms with 1 establishment . . ${ }^{\text {a }}$ | 27 | 27 | 2337571 | 22038 | 5274 | 403 | 46489 | 152086 | 159351 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 | 111935 | 6276 | 1669 | 127 | 15430 | 8626 | 10265 |
|  | Firms with 3 or 4 establishments | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots$ Firms with 10 to 24. | 2 | 14 | D | D | D | b | D | D | D |
|  | Firms with | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | - | - | - | - | - | - |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 27648 | 38234 | 357691888 | 22524717 | 5483454 | 475766 | 43723893 | 19795782 | 21462916 |
|  | Single unit firms . . . . . . . . . . . . . | 24876 | 24876 | 113159574 | 7930544 | 1777420 | 196039 | 15299655 | 6144168 | 6996593 |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payyorll $(\$ 1,000)$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4216 | Electrical goods whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms . | 2772 | 13358 | 244532314 | 14594173 | 3706034 | 279727 | 28424238 | 13651614 | 14466323 |
|  | Firms with 1 establishment | 972 | + 972 | 20026337 | 1768895 | 429230 | 35382 | 3287157 | 1789932 | 1951684 |
|  | Firms with 2 establishments Firms with 3 or 4 | 857 | 1714 | 19238738 | 1204979 | 278235 | 26680 | 2330014 | 1218120 | 1341233 |
|  | establishments........... | 548 | 1816 | 20030787 | 1225862 | 286164 | 27440 | 2469605 | 1374183 | 1420760 |
|  | Firms with 5 to 9 establishments | 238 | 1480 | 28621624 | 1453617 | 347601 | 29783 | 3597172 | 1736724 | 1814416 |
|  | Firms with 10 to 24 establishments. | 93 | 1398 | 38604198 | 1530327 | 360458 | 28303 | 3819880 | 2810516 | 3020187 |
|  | Firms with 25 establishments or more | 64 | 5978 | 118010630 | 7410493 | 2004346 | 132139 | 12920410 | 4722139 | 4918043 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 9618 | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Single unit firms | 8541 | 8541 | 35359566 | 2360249 | 529062 |  | 4470533 | 1562733 | 1732446 |
|  | Multiunit firms... | 1077 | 4890 | 50501453 | 3668138 | 897605 | 83727 | 6568005 | 4112907 | 429530 |
|  | Firms with 1 establishment ... | 428 | 428 | 4 5 5 12186 | 458381 | 111741 | 11222 | 926189 | 610100 | 665209 |
|  | Firms with 2 establishments | 300 | 600 | 5218819 | 365082 | 81939 | 8301 | 662423 | 351866 | 387400 |
|  | Firms with 3 or 4 | 204 | 677 | 5840293 | 402050 | 92267 | 9806 | 849865 | 476722 | 498199 |
|  | Firms with 5 to 9 establishments | 93 | 584 | 6207483 | 424669 | 104597 | 9506 | 771595 | 462935 | 529410 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots . . . .$. Firms with 25 establishments | 32 | 457 | 4750633 | 349944 | 86429 | 5009 | 694583 | 248701 | 282794 |
|  | or more $\ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 20 | 2144 | 23772059 | 1668012 | 420632 | 39883 | 2663350 | 1962583 | 1934518 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 9618 | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Single unit firms | 8541 | 8541 | 35359566 | 2360249 | 529062 |  | 4470533 | 1562733 | 1732446 |
|  | Multiunit firms ................. | 1077 | 4890 | 50501453 | 3668138 | 897605 | 83727 | 6568005 | 4112907 | 4297530 |
|  | Firms with 1 establishment ... | 428 | 428 | 4712166 | 458381 | 111741 | 11222 | 926189 | 610100 | 665209 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 300 | 600 | 5218819 | 365082 | 81939 | 8301 | 662423 | 351866 | 387400 |
|  | establishments | 204 | 677 | 5840293 | 402050 | 92267 | 9806 | 849865 | 476722 | 498199 |
|  | Firms with 5 to 9 estabishments........... | 93 | 584 | 6207483 | 424669 | 104597 | 9506 | 771595 | 462935 | 529410 |
|  | Firms with 10 to 24 establishments | 32 | 457 | 4750633 | 349944 | 86429 | 5009 | 694583 | 248701 | 282794 |
|  | Firms with 25 establishments or more $\qquad$ | 20 | 2144 | 23772059 | 1668012 | 420632 | 39883 | 2663350 | 1962583 | 1934518 |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3295 | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Single unit firms . | 2925 | 2925 | 16572103 | 818377 | 184330 | 23688 | 1920497 | 1394644 | 1593028 |
|  | Multiunit firms............... | 370 | 970 | 38111844 | 1261370 | 296682 | 27234 | 4153223 | 2558610 | 2672566 |
|  | Firms with 1 establishment ... | 169 | 169 | 4385891 | 180669 | 43813 | 4686 | 501194 | 387740 | 397615 |
|  | Firms with 2 establishments .. | 108 | 216 | 2731946 | 159747 | 39479 | 4407 | 383908 | 289171 | 322754 |
|  | establishments........... | 53 | 168 | 8909262 | 232426 | 55988 | 5182 | 1062259 | 428275 | 449956 |
|  | Firms with 5 to 9 establishments | 23 | 136 | 5663323 | 139479 | 33828 | 2899 | 552019 | 451100 | 435146 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | 23 | 136 | 14 |  |  |  |  |  |  |
|  | establishments............. | 14 | 182 | 14676292 | 479884 | 106867 | 7957 | 1504818 | 962462 | 1021851 |
|  | or more ................... | 3 | 99 | 1745130 | 69165 | 16707 | 2103 | 149025 | 39862 | 45244 |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 3295 | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Single unit firms . . . . . . . . . . . . . | 2925 | 2925 | 16572103 | 818377 | 184330 | 23688 | 1920497 | 1394644 | 1593028 |
|  | Multiunit firms . . . . . $\ldots \ldots \ldots .$. | 370 | 970 | 38111844 | 1261370 | 296682 | 27234 | 4153223 | 2558610 | 2672566 |
|  | Firms with 1 establishment .... | 169 | 169 | 4385891 | 180669 | 43813 | 4686 | 501194 | 387740 | 397615 |
|  | Firms with 2 establishments .. | 108 | 216 | 2731946 | 159747 | 39479 | 4407 | 383908 | 289171 | 322754 |
|  | Firms with 3 or 4 establishments | 53 | 168 | 8909262 | 232426 | 55988 | 5182 | 1062259 | 428275 | 449956 |
|  | Firms with 5 to 9 establishments | 23 | 136 | 5663323 | 139479 | 33828 | 2899 | 552019 | 451100 | 435146 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  | 5663323 | 139479 | 33828 | 2899 | 552019 |  |  |
|  | establishments | 14 | 182 | 14676292 | 479884 | 106867 | 7957 | 1504818 | 962462 | 1021851 |
|  | or more $\qquad$ | 3 | 99 | 1745130 | 69165 | 16707 | 2103 | 149025 | 39862 | 45244 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish(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 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 14890 | 20908 | 217146922 | 14416583 | 3575775 | 280259 | 26611635 | 10166888 | 11167346 |
|  | Single unit firms . | 13410 | 13410 | 61227905 | 4751918 | 1064028 | 111493 | 8908625 | 3186791 | 3671119 |
|  | Multiunit firms . | 1480 | 7498 | 155919017 | 9664665 | 2511747 | 168766 | 17703010 | 6980097 | 7496227 |
|  | Firms with 1 establishment . | 518 | 518 | 13541988 | 1338426 | 324435 | 23699 | 2299856 | 1177293 | 1323365 |
|  | Firms with 2 establishments... Firms with 3 or 4 | 452 | 904 | 11500319 | 685708 | 159159 | 14190 | 1303742 | 571256 | 600476 |
|  | establishments...... | 294 | 974 | 12199694 | 667652 | 154483 | 13821 | 1310822 | 567691 | 607915 |
|  | establishments. | 125 | 771 | 15968608 | 898034 | 213716 | 17404 | 1934638 | 789831 | 848520 |
|  | Firms with 10 to 24 establishments. | 54 | 839 | 19520840 | 929209 | 222594 | 17163 | 1960219 | 1612013 | 1659077 |
|  | Firms with 25 establishments or more $\qquad$ | 37 | 3492 | 83187568 | 5145636 | 1437360 | 82489 | 8893733 | 2262013 | 2456874 |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 14890 | 20908 | 217146922 | 14416583 | 3575775 | 280259 | 26611635 | 10166888 | 11167346 |
|  | Single unit firms | 13410 | 13410 | 61227905 | 4751918 | 1064028 | 111493 | 8908625 | 3186791 | 3671119 |
|  | Multiunit firms... | 1480 | 7498 | 155919017 | 9664665 | 2511747 | 168766 | 17703010 | 6980097 | 7496227 |
|  | Firms with 1 establishment ... | 518 | 518 | 13541988 | 1338426 | $324435$ | 23699 | 2 1 1 93956 | 1177293 | 1323365 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 452 | 904 | 11500319 | 685708 | 159159 | $14190$ | 1303742 | 571256 | 600476 |
|  | establishments | 294 | 974 | 12199694 | 667652 | 154483 | 13821 | 1310822 | 567691 | 607915 |
|  | Firms establishments. | 125 | 771 | 15968608 | 898034 | 213716 | 17404 | 1934638 | 789831 | 848520 |
|  | Firms with 10 to 24 establishments. | 54 | 839 | 19520840 | 929209 | 222594 | 17163 | 1960219 | 1612013 | 1659077 |
|  | Firms with 25 establishments or more | 37 | 3492 | 83187568 | 5145636 | 1437360 | 82489 | 8893733 | 2262013 | 2456874 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5935 | 9180 | 88413555 | 8091469 | 2116989 | 152279 | 14076505 | 3692360 | 4129201 |
|  | Single unit firms . | 5360 | 5360 | 15529006 | 1926432 | 428860 | 48365 | 3556313 | 1059794 | 1214930 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 575 | 3820 | 72884549 | 6165037 | 1688129 | 103914 | 10520192 | 2632566 | 2914271 |
|  | Firms with 1 establishment ... | 233 | 233 | 5927289 | 923602 | 224315 | 14694 | 1473742 | 567291 | 648174 |
|  | Firms with 2 establishments .. | 162 | 324 | 2702767 | 321525 | 74350 | 6909 | 598226 | 199888 | 214263 |
|  | Firms with 3 or 4 | 107 | 349 | 3261235 | 413734 | 95930 | 8592 | 782649 | 268651 | 279088 |
|  | Firms with 5 to 9 establishments | 35 | 211 | 4765526 | 330851 | 79356 | 5910 | 750966 | 167652 | 182364 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 21 | 349 | 6360967 | 434171 | 105176 | 8023 | 884743 | 427822 | 443816 |
|  | or more $\qquad$ | 17 | 2354 | 49866765 | 3741154 | 1109002 | 59786 | 6029866 | 1001262 | 1146566 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8996 | 11728 | 128733367 | 6325114 | 1458786 | 127980 | 12535130 | 6474528 | 7038145 |
|  | Single unit firms . . . . . . . . . . . . . | 8050 | 8050 | 45698899 | 2825486 | 635168 | 63128 | 5352312 | 2126997 | 2456189 |
|  | Multiunit firms . . . . . . . . . . . . . | 946 | 3678 | 83034468 | 3499628 | 823618 | 64852 | 7182818 | 4347531 | 4581956 |
|  | Firms with 1 establishment . . | 326 | 326 | 8800037 | 489275 | 116579 | 10071 | 1011561 | 679909 | 749467 |
|  | Firms with 2 establishments .. | 285 | 570 | 8886623 | 372763 | 86427 | 7572 | 736063 | 415774 | 440054 |
|  | Firms with 3 or 4 establishments.............. | 187 | 623 | 8987292 | 355434 | 83658 | 6660 | 639618 | 244236 | 271940 |
|  | Firms with 5 to 9 <br> establishments | 92 | 573 | 11547213 | 623020 | 147672 | 12275 | 1258063 | 636859 | 672752 |
|  | Firms with 10 to 24 establishments | 40 | 592 | 16148557 | 600886 | 140033 | 10404 | 1330318 | 1207519 | 1219238 |
|  | Firms with 25 establishments or more $\qquad$ | 16 | 994 | 28664746 | 1058250 | 249249 | 17870 | 2207195 | 1163234 | 1228505 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 15305 | 21194 | 92189762 | 7977961 | 1837467 | 219233 | 15249815 | 9822088 | 10370210 |
|  | Single unit firms . . . . . . . . . . . . | 13473 | 13473 | 39873778 | 3738337 | 833619 | 105952 | 7026758 | 3452019 | 3789464 |
|  | Multiunit firms . $\ldots \ldots \ldots \ldots \ldots$. | 1832 | 7721 | 52315984 | 4239624 | 1003848 | 113281 | 8223057 | 6370069 | 6580746 |
|  | Firms with 1 establishment ... | 580 |  | 7346642 | 587674 | 140153 | 15865 | 1292139 | 852254 | 860815 |
|  | Firms with 2 establishments .. | 580 | 1160 | 7084750 | 701919 | 160521 | 19115 | 1310449 | 843842 | 858359 |
|  | Firms with 3 or $4 \ldots \ldots \ldots .$. | 373 | 1248 | 8975350 | 853767 | 193925 | 21295 | 1546654 | 1108209 | 1135905 |
|  | Firms with 5 to 9 establishments | 191 | 1216 | 9155556 | 628343 | 150330 | 17921 | 1261144 | 1260900 | 1312275 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 81 | 1186 | 11344311 | 731877 | 181128 | 20696 | 1429235 | 1408070 | 1459614 |
|  |  | 27 | 2331 | 8409375 | 736044 | 177791 | 18389 | 1383436 | 896794 | 953778 |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 $(\$ 1,000)$ | End-of-1997 inventories (\$1,000) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42171 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 7369 | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Single unit firms . | 6580 | 6580 | 19118099 | 1915257 | 424574 | 56198 | 3653423 | 1938456 | 2135289 |
|  | Multiunit firms . . . . . . . . . . . . . . . . . | 789 | 2893 | 24945575 | 1949751 | 454800 | 54765 | 3688605 | 2999717 | 3162956 |
|  | Firms with 1 establishment ... | 285 | 285 | 3 357276 3 | 329695 | 78902 | 9626 | 618561 | 424652 | 421799 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 259 | 518 | 3569758 | 350140 | 79721 | 9876 | 657512 | 444155 | 456034 |
|  | establishments | 144 | 483 | 4729343 | 439921 | 99780 | 10698 | 786234 | 527149 | 534904 |
|  | Firms with 5 to 9 establishments | 65 | 400 | 5333407 | 254276 | 61197 | 8348 | 539370 | 649580 | 709041 |
|  | Firms with 10 to 24 establishments | 29 | 416 | 5672718 | 350017 | 84559 | 10515 | 674615 | 782254 | 839416 |
|  | Firms with 25 establishments or more $\qquad$ | 7 | 791 | 2283073 | 225702 | 50641 | 5702 | 412313 | 171927 | 201762 |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7369 | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Single unit firms . | 6580 | 6580 | 19118099 | 1915257 | 424574 | 56198 | 3653423 | 1938456 | 2135289 |
|  | Multiunit firms... | 789 | 2893 | 24945575 | 1949751 | 454800 | 54765 | 3688605 | 2999717 | 3162956 |
|  | Firms with 1 establishment ... | 285 | 285 | 3357276 | 329695 | 78902 | 9626 | 618561 | 424652 | 421799 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 259 | 518 | 3569758 | 350140 | 79721 | 9876 | 657512 | 444155 | 456034 |
|  | establishments............ | 144 | 483 | 4729343 | 439921 | 99780 | 10698 | 786234 | 527149 | 534904 |
|  | Firms with 5 to 9 establishments | 65 | 400 | 5333407 | 254276 | 61197 | 8348 | 539370 | 649580 | 709041 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments Firms with 25 establishments | 29 | 416 | 5672718 | 350017 | 84559 | 10515 | 674615 | 782254 | 839416 |
|  | or more ................... | 7 | 791 | 2283073 | 225702 | 50641 | 5702 | 412313 | 171927 | 201762 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3726 | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Single unit firms . | 3283 | 3283 | 11761682 | 817708 | 185628 | 22753 | 1538237 | 665799 | 755832 |
|  |  |  | 1342 |  | 764511 | 182666 | 21134 | 1492068 | 1166735 | 1208809 |
|  | Firms with 1 establishment ... | 194 | 194 | 2228615 | 160971 | 37305 | 4422 | 307561 | 214466 | 227833 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 120 | 240 | 1668930 | 154276 | 36259 | 4156 | 283278 | 201214 | 195970 |
|  | establishments. | 77 | 260 | 1737229 | 127401 | 27361 | 3512 | 248275 | 200851 | 227932 |
|  | Firms with 5 to 9 establishments | 29 | 174 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments | 17 | 239 | 2645700 | 112261 | 29434 | 3211 | 225854 | 171529 | 179051 |
|  | Firms with 25 establishments or more $\qquad$ | 6 | 235 | D | D | D | h | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3726 | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Single unit firms . . . . . . . . . . . . | 3283 | 3283 | 11761682 | 817708 | 185628 | 22753 | 1538237 | 665799 | 755832 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 443 | 1342 | 11166425 | 764511 | 182666 | 21134 | 1492068 | 1166735 | 1208809 |
|  | Firms with 1 establishment ... | 194 | 194 | 2228615 | 160971 | 37305 | 4422 | 307561 | 214466 | 227833 |
|  | Firms with 2 establishments .. | 120 | 240 | 1668930 | 154276 | 36259 | 4156 | 283278 | 201214 | 195970 |
|  | Firms with 3 or 4 establishments | 77 | 260 | 1737229 | 127401 | 27361 | 3512 | 248275 | 200851 | 227932 |
|  | Firms with 5 to 9 establishments | 29 | 174 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments | 17 | 239 | 2645700 | 112261 | 29434 | 3211 | 225854 | 171529 | 179051 |
|  | Firms with 25 establishments or more $\qquad$ | 17 6 | 239 235 | D | 112261 | 29434 D | ¢ | 225854 D | 171529 D | D |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3307 | 5524 | 20062710 | 2013489 | 471804 | 51252 | 3932992 | 2446751 | 2498546 |
|  | Single unit firms . . . . . . . . . . . . . | 2777 | 2777 | 6771645 | 771702 | 173560 | 20837 | 1397124 | 621229 | 661276 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 530 | 2747 | 13291065 | 1241787 | 298244 | 30415 | 2535868 | 1825522 | 1837270 |
|  | Firms with 1 establishment ... | 124 | 124 | 2009137 | 137077 | 33890 | 3422 | 447030 | 266134 | 258881 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 169 | 338 | 1780980 | 188830 | 43325 | 4478 | 338666 | 194040 | 201073 |
|  | Firms with 3 or $4 \ldots \ldots . .$. | 121 | 397 | 1773380 | 191785 | 44898 | 4896 | 356022 | 276875 | 266678 |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 76 | 501 | 2420462 | 250352 | 59113 | 5834 | 477121 | 387894 | 379532 |
|  | establishments ............. | 25 | 358 | 1747421 | 140381 | 34836 | 4136 | 300759 | 302489 | 306587 |
|  | Firms with 25 establishments or more $\qquad$ | 15 | 1029 | 3559685 | 333362 | 82182 | 7649 | 616270 | 398090 | 424519 |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3307 | 5524 | 20062710 | 2013489 | 471804 | 51252 | 3932992 | 2446751 | 2498546 |
|  | Single unit firms | 2777 | 2777 | 6771645 | 771702 | 173560 | 20837 | 1397124 | 621229 | 661276 |
|  | Multiunit firms ... | 530 | 2747 | 13291065 | 1241787 | 298244 | 30415 | 2535868 | 1825522 | 1837270 |
|  | Firms with 1 establishment .. | 124 | 124 | 2009137 | 137077 | 33890 | 3422 | 447030 | 266134 | 258881 |
|  | Firms with 2 establishments .. | 169 | 338 | 1780980 | 188830 | 43325 | 4478 | 338666 | 194040 | 201073 |
|  | establishments. | 121 | 397 | 1773380 | 191785 | 44898 | 4896 | 356022 | 276875 | 266678 |
|  | Firms with 5 to 9 | 76 | 501 | 2420462 | 250352 | 59113 | 5834 | 477121 | 387894 | 379532 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments... | 25 | 358 | 1747421 | 140381 | 34836 | 4136 | 300759 | 302489 | 306587 |
|  | or more ................... | 15 | 1029 | 3559685 | 333362 | 82182 | 7649 | 616270 | 398090 | 424519 |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 998 | 1572 | 5135271 | 517245 | 117995 | 13131 | 944490 | 604630 | 608778 |
|  | Single unit firms . | 833 | 833 | 2222352 | 233670 | 49857 | 6164 | 437974 | 226535 | 237067 |
|  | Multiunit firms . . . . . . . . . . . . | 165 | 739 | 2912919 | 283575 | 68138 | 6967 | 506516 | 378095 | 371711 |
|  | Firms with 1 establishment ... | 55 | 55 | 329944 | 24589 | 6218 | 674 1116 | 42627 | 35079 | 36553 |
|  | Firms with 2 establishments .. | 40 | 80 | 294684 | 35908 | 8092 | 1116 | 67130 | 38209 | 35028 |
|  | Firms with establishments........... | 37 | 123 | 549989 | 66703 | 15717 | 1660 | 128083 | 91244 | 90124 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 20 | 119 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments. | 11 | 156 | 1196287 | 103693 | 24891 | 1899 | 168473 | 105369 | 93177 |
|  | Firms with 25 establishments or more | 2 | 206 | D | D | D | f | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 998 | 1572 | 5135271 | 517245 | 117995 | 13131 | 944490 | 604630 | 608778 |
|  | Single unit firms . | 833 | 833 | 2222352 | 233670 | 49857 | 6164 | 437974 | 226535 | 237067 |
|  | Multiunit firms . . . . . . . . . . . . . . | 165 | 739 | 2912919 | 283575 | 68138 | 6967 | 506516 | 378095 | 371711 |
|  | Firms with 1 establishment ... | 55 | 55 | 329944 | 24589 | 6218 | 674 | 42627 | 35079 | 36553 |
|  | Firms with 2 establishments .. | 40 | 80 | 294684 | 35908 | 8092 | 1116 | 67130 | 38209 | 35028 |
|  | Firms with 3 or 4 | 37 | 123 | 549989 | 66703 | 15717 | 1660 | 128083 | 91244 | 90124 |
|  | Firms with 5 to 9 establishments | 20 | 119 | D | D | D | f | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 11 | 156 | 1196287 | 103693 | 24891 | 1899 | 168473 | 105369 | 93177 |
|  | or more | 2 | 206 | D | D | D | f | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 60340 | 76643 | 328968331 | 29401798 | 6772121 | 772550 | 55393646 | 43404221 | 46905904 |
|  | Single unit firms . . . . . . . . . . . . | 53950 | 53950 | 132859008 | 13966647 | 3101976 | 393727 | 26458131 | 16169036 | 18009272 |
|  | Multiunit firms . ............... | 6390 | 22693 | 196109323 | 15435151 | 3 670145 | 378823 | 28935515 | 27235185 | 28896632 |
|  |  | 1962 | 1962 |  |  | 452355 | 45678 |  | 2605900 | 2718989 |
|  | Firms with 2 establishments .. | 2207 | 4414 | 26391877 | 2696352 | 631809 | 69409 | 4960486 | 4148219 | 4387913 |
|  | Firms with 3 or 4 .......... | 1296 | 4332 | 30281498 | 2821482 | 658939 | 70785 | 5184092 | 5117146 | 5428560 |
|  | Firms with 5 to $9 \ldots \ldots \ldots .$. | 632 | 3955 | 39052801 | 3296075 | 795706 | 78076 | 6285823 | 7204257 | 7688570 |
|  | Firms with 10 to $24 . \ldots \ldots .$. . | 215 | 3038 | 38400018 | 2459594 | 569730 | 59026 | 4620892 | 4684014 | 4992334 |
|  | Firms with 25 establishments or more $\qquad$ | 78 | 4992 | 41766992 | 2270554 | 561606 | 55849 | 4294654 | 3475649 | 3680266 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3740 | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |
|  | Single unit firms Multiunit firms | 3030 | 3030 | 9156972 | 853433 | 188320 | 23064 | 1697828 | 1843163 | 2102145 |
|  |  | 710 | 2291 | 35569017 | 2751211 | 674099 | 64547 | 4985512 | 9323761 | 10038506 |
|  | Firms with 1 establishment . . Firms with 2 establishments | 213 | 213 | 3845878 | 290234 | 68928 | 6796 | 553565 | 968154 | 1058520 |
|  |  | 200 | 400 |  | D | D |  | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 <br> establishments | 158 | 541 | 5465972 | 570168 | 134080 | 13730 | 1055546 | 1724331 | 1869208 |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots \ldots .$. | 105 | 665 | 9472267 | 954876 | 238953 | 22850 | 1674292 | 3350958 | 3674307 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  | - 560 |  |
|  | establishments <br> Firms with 25 establishments or more | 33 | 444 | 7035937 | 463000 | 113231 | 11085 | 831205 | 1686547 | 1748843 |
|  |  |  | 28 | D | D | D | h | D | D | D |

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218203 | Lawn \& garden machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 632 | 729 | 4230316 | 318416 | 72667 | 9369 | 710417 | 701990 | 735368 |
|  | Single unit firms . | 523 | 523 | 1996647 | 155980 | 35057 | 4716 | 306447 | 286212 | 313947 |
|  | Multiunit firms . . . . | 109 | 206 | 2233669 | 162436 | 37610 | 4653 | 403970 | 415778 | 421421 |
|  | Firms with 1 establishment ... | 61 | 61 | 628108 | 52953 | 11586 | 1372 | 109267 | 131493 | 126839 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 28 | 56 | 1226027 | 63279 | 15535 | 1616 | 199067 | 183954 | 194699 |
|  | Firms with 3 or 4 establishments | 13 | 45 | 214176 | 24788 | 5704 | 884 | 48824 | 59071 | 57363 |
|  | Firms with 5 to 9 establishments . . . . . . | 7 | 44 | 165358 | 21416 | 4785 | 781 | 46812 | 41260 | 42520 |
|  | Firms with 10 to 24 |  | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - |  | - | - | - | - | - |  |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 29234 | 35674 | 139946952 | 14167699 | 3238229 | 342008 | 26426084 | 13953455 | 14863422 |
|  | Single unit firms . | 26170 | 26170 | 63905674 | 7145172 | 1591178 | 182541 | 13412069 | 5590436 | 6208156 |
|  |  | 3064 |  | 76041278 |  | 1647051 |  |  | 8363019 | 8655266 |
|  | Firms with 1 establishment ... | 1083 | 1 1 1 | 13625673 13409774 | 1175108 1341564 | 279463 311495 | 26349 30734 | 2 2 2 42721 | 1393932 1489926 | 1 1 1 5326135 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 991 | 1982 | 13409774 | 1341564 | 311495 | 30734 | 2499027 | 1489926 | 1536485 |
|  | establishments ........... | 615 | 2066 | 12421521 | 1289642 | 306979 | 30865 | 2343844 | 1676005 | 1717831 |
|  | establishments. | 269 | 1672 | 13978413 | 1422758 | 338703 | 31725 | 2686394 | 1900694 | 1907030 |
|  | Firms with 10 to 24 | 75 | 1090 | 12304872 | 1098751 | 243381 | 23972 | 1952253 | 1164286 | 1267420 |
|  | Firms with 25 establishments or more | 31 | 1611 | 10301025 | 694704 | 167030 | 15822 | 1289776 | 738176 | 783887 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 29234 | 35674 | 139946952 | 14167699 | 3238229 | 342008 | 26426084 | 13953455 | 14863422 |
|  | Single unit firms . | 26170 | 26170 | 63905674 | 7145172 | 1591178 | 182541 | 13412069 | 5590436 | 6208156 |
|  | Multiunit firms . . . . . . . . . . . | 3064 | 9504 | 76041278 | 7022527 | 1647051 | 159467 | 13014015 | 8363019 | 8655266 |
|  | Firms with 1 establishment ... | 1083 | 1083 | 13625673 | 1175108 1 | 279463 | 26349 | 2242721 | 1393932 | 1442613 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 991 | 1982 | 13409774 | 1341564 | 311495 | 30734 | 2499027 | 1489926 | 1536485 |
|  | Firms with 3 or 4 establishments......... | 615 | 2066 | 12421521 | 1289642 | 306979 | 30865 | 2343844 | 1676005 | 1717831 |
|  | Firms with 5 to 9 establishments | 269 | 1672 | 13978413 | 1422758 | 338703 | 31725 | 2686394 | 1900694 | 1907030 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............. | 75 | 1090 | 12304872 | 1098751 | 243381 | 23972 | 1952253 | 1164286 | 1267420 |
|  | or more .................. | 31 | 1611 | 10301025 | 694704 | 167030 | 15822 | 1289776 | 738176 | 783887 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1236 | 1333 | 4273371 | 496582 | 115224 | 12098 | 906693 | 449556 | 482438 |
|  | Single unit firms . . . . . . . . . . . . | 1119 | 1119 | 2791053 | 317928 | 72082 | 8179 | 586661 | 248284 | 272076 |
|  | Multiunit firms . . . . . . . . . . . . . . | 117 | 214 | 1482318 | 178654 | 43142 | 3919 | 320032 | 201272 | 210362 |
|  | Firms with 1 establishment ... | 58 | 58 | 404510 | 48909 | 11708 | 1171 | 90776 | 61946 | 67912 |
|  | Firms with 2 establishments .. | 39 | 78 | 408556 | 54332 | 13257 | 1175 | 97851 | 58802 | 58388 |
|  | Firms with 3 or 4 establishments................ | 14 | 45 | 305831 | 40579 | 9812 | 841 | 76094 | 39609 | 41337 |
|  | Firms with 5 to 9 ....... |  |  |  |  |  |  |  |  |  |
|  | establishments . $\ldots \ldots \ldots \ldots$ | 6 | 33 | 363421 | 34834 | 8365 | 732 | 55311 | 40915 | 42725 |
|  | establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - |  | - | - | - | - | - | - |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2981 | 3866 | 13016250 | 1637232 | 378722 | 40348 | 2960404 | 1300399 | 1412054 |
|  | Single unit firms . . . . . . . . . . . . | 2544 | 2544 | 6128992 | 882244 | 198885 | 22991 | 1639184 | 558228 | 642401 |
|  |  | 437 | 1322 | 6887258 | 754988 | 179837 | 17357 | 1321220 | 742171 | 769653 |
|  | Firms with 1 establishment ... | 146 | 146 | 1015982 1 1511 | 91375 | 20656 | ${ }_{2} 147$ | 176873 | 96909 | 96099 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 138 | 276 | 1511329 | 169903 | 40291 | 3883 | 287722 | 171671 | 191262 |
|  | establishments..... | 97 | 332 | 1224709 | 166897 | 41303 | 3781 | 275106 | 123474 | 130120 |
|  | Firms with 5 to 9 establishments ........... | 39 | 230 | 1085373 | 147492 | 33235 | 3278 | 247886 | 149066 | 154167 |
|  | Firms with 10 to $24 . \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 12 | 157 | 1153211 | 94839 | 23577 | 2212 | 168792 | 127574 | 133227 |
|  | or more |  | 181 | 896654 | 84482 | 20775 | 2056 | 164841 | 73477 | 64778 |

[^180]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1285 | 1636 | 4753826 | 543359 | 127730 | 13756 | 969270 | 471624 | 506332 |
|  | Single unit firms . | 1123 | 1123 | 1994194 | 268900 | 61559 | 7515 | 487873 | 165281 | 195270 |
|  | Multiunit firms ... | 162 | 513 | 2759632 | 274459 | 66171 | 6241 | 481397 | 306343 | 311062 |
|  | Firms with 1 establishment ... | 75 | 75 | 523437 | 51226 | 11170 | 1163 | 94382 | 67364 | 62337 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 43 | 86 | 664393 | 59582 | 14954 | 1281 | 103887 | 78422 | 93391 |
|  | establishments.. | 21 | 74 | 192341 | 27377 | 7086 | 557 | 45651 | 20016 | 20798 |
|  | establishments. | 13 | 78 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots .$. | 6 | 72 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more | 4 | 128 | 601576 | 65439 | 16324 | 1581 | 124359 | 60026 | 50601 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1714 | 2230 | 8262424 | 1093873 | 250992 | 26592 | 1991134 | 828775 | 905722 |
|  | Single unit firms . | 1421 | 1421 | 4134798 | 613344 | 137326 | 15476 | 1151311 | 392947 | 447131 |
|  | Multiunit firms . . . . . . . . . . . . . . | 293 | 809 | 4127626 | 480529 | 113666 | 11116 | 839823 | 435828 | 458591 |
|  | Firms with 1 establishment ... | 84 | 84 | 547437 | 48666 | 11336 | 1179 | 94062 | 37712 | 41545 |
|  | Firms with 2 establishments .. | 95 | 190 | 837654 | 106287 | 24786 | 2521 | 179324 | 89666 | 94483 |
|  | Firms with establishments........... | 79 | 270 | 1197260 | 152271 | 37175 | 3481 | 260961 | 115116 | 121339 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 29 | 171 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 | 6 | 94 | D | D | D |  | D | D | D |
|  | Firms with 25 establishments |  |  |  | D |  | 9 |  |  |  |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 9308 | 11101 | 42641534 | 4279378 | 965711 | 102295 | 8140762 | 3902321 | 4203829 |
|  | Single unit firms . | 8211 | 8211 | 19252426 | 2132091 | 479157 | 54428 | 3972054 | 1550118 | 1707502 |
|  | Multiunit firms.................. | 1097 | 2890 | 23389108 | 2147287 | 486554 | 47867 | 4168708 | 2352203 | 2496327 |
|  | Firms with 1 establishment ... | 458 | 458 | 6060109 | 559079 | 128372 | 12155 | 1119832 | 698164 | 730006 |
|  | Firms with 2 establishments .. | 325 | 650 | 3739028 | 382365 | 88546 | 8910 | 744582 | 406058 | 429482 |
|  | Firms with 3 or 4 establishments............ | 205 | 684 | 3378751 | 360972 | 85414 | 8783 | 651643 | 435355 | 464249 |
|  | Firms with 5 to 9 establishments | 78 | 485 | 6056609 | 577974 | 121804 | 12074 | 1164853 | 509853 | 539055 |
|  | Firms with 10 to 24 |  |  |  |  |  |  | 287549 |  |  |
|  | establishments............ | 23 | 338 | 1784176 | 160957 | 39032 | 3873 | 287549 | 232010 | 248407 |
|  | or more | 8 | 275 | 2370435 | 105940 | 23386 | 2072 | 200249 | 70763 | 85128 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3603 | 4092 | 19008973 | 1603844 | 363648 | 35524 | 3130563 | 2381201 | 2366943 |
|  | Single unit firms | 3305 | 3305 | 9252372 | 879937 | 195971 | 20386 | 1651259 | 864033 | 926900 |
|  | Multiunit firms................. | 298 | 787 | 9756601 | 723907 | 167677 | 15138 | 1479304 | 1517168 | 1440043 |
|  | Firms with 1 establishment ... | 115 | 115 | 2611396 | 148298 | 34946 | 3214 | 330903 | 337668 | 328102 |
|  | Firms with 2 establishments .. | 97 | 194 | 1483072 | 123605 | 27141 | 2443 | 230280 | 189187 | 202765 |
|  | Firms with 3 or $4 . \ldots . . . . .$. | 55 | 189 | 1993109 | 155761 | 35306 | 3085 | 318471 | 444159 | 411484 |
|  | Firms with 5 to 9 establishments | 25 | 168 | 1746352 | 148197 | 36813 | 2908 | 268207 | 309048 | 247652 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 5 | 73 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more | 1 | 48 | D | D | D | g | D | D | D |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3830 | 4642 | 18803215 | 2371197 | 559533 | 63169 | 4079742 | 1785899 | 1883410 |
|  | Single unit firms . . . . . . . . . . . . | 3296 | 3296 | 7644278 | 1055605 | 237759 | 29066 | 1891342 | 646573 | 703287 |
|  | Multiunit firms................ | 534 | 1346 | 11158937 | 1315592 | 321774 | 34103 | 2188400 | 1139326 | 1180123 |
|  | Firms with 1 establishment ... | 213 | 213 | 3362588 | 275628 | 69585 | 7099 | 492441 | 233002 | 243873 |
|  | Firms with 2 establishments .. | 162 | 324 | 2771379 | 324476 | 77427 | 8311 | 543551 | 275636 | 276925 |
|  | Firms with 3 or 4 | 100 | 336 | 2017095 | 299176 | 70737 | 7908 | 485608 | 212945 | 221933 |
|  | Firms with 5 to 9 establishments | 51 | 309 | 1497028 | 221333 | 56664 | 6187 | 358286 | 168206 | 174535 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  | 309 | 1497028 | 221 333 | 5666 |  | 358286 | 168206 | 1745 |
|  | establishments ............ | 7 | 117 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 47 | D | D | D | g | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2307 | 3536 | 11671958 | 1006985 | 223687 | 25475 | 1872441 | 1181404 | 1356139 |
|  | Single unit firms | 2029 | 2029 | 4608022 | 431052 | 88673 | 11617 | 832912 | 383570 | 473369 |
|  | Multiunit firms . . | 278 | 1507 | 7063936 | 575933 | 135014 | 13858 | 1039529 | 797834 | 882770 |
|  | Firms with 1 establishment | 106 | 106 | 925103 | 74397 | 17981 | 1670 | 143888 | 79810 | 95794 |
|  | Firms with 2 establishments .. | 78 | 156 | 536968 | 61893 | 13324 | 1606 | 112578 | 63868 | 69563 |
|  | Firms with 3 or 4 establishments | 45 | 151 | 643833 | 64110 | 14330 | 1585 | 122097 | 64092 | 69076 |
|  | Firms with 5 to 9 establishments | 27 | 184 | 709884 | 63427 | 14087 | 1603 | 114340 | 98514 | 116694 |
|  | Firms with 10 to 24 | 10 | 160 | 852906 | 64004 | 15369 | 1387 | 112278 | 121824 | 128332 |
|  | Firms with 25 establishments |  |  |  |  |  |  |  |  |  |
|  | or more .................. | 12 | 750 | 3395242 | 248102 | 59923 | 6007 | 434348 | 369726 | 403311 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6296 | 7104 | 30531651 | 2772481 | 631704 | 63099 | 5335479 | 2952675 | 3158609 |
|  | Single unit firms . | 5666 | 5666 | 14228531 | 1446315 | 318651 | 35874 | 2838657 | 1339630 | 1482621 |
|  | Multiunit firms . . . . | 630 | 1438 | 16303120 | 1326166 | 313053 | 27225 | 2496822 | 1613045 | 1675988 |
|  | Firms with 1 establishment ... | 336 | 336 | 5192911 | 460782 | 110094 | 8940 | 880141 | 454050 | 457942 |
|  | Firms with 2 establishments .. | 147 | 294 | 2363254 | 222115 | 51161 | 4377 | 407427 | 321767 | 322508 |
|  | establishments.... | 91 | 303 | 2547691 | 207564 | 51030 | 4472 | 417590 | 383817 | 384648 |
|  | Firms with 5 to 9 establishments | 42 | 272 | 2105329 | 173336 | 47938 | 3658 | 325303 | 235361 | 245742 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | $\underset{\text { establishments } \ldots \text {........... }}{\text { Firms with }}$ | 12 | 170 | D | D | D | i | D | D | D |
|  | or more ................... | 2 | 63 | D | D | D | c | D | D | D |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9952 | 15055 | 64861321 | 5240795 | 1215121 | 140735 | 9844064 | 5107540 | 5420791 |
|  | Single unit firms... | 8566 | 8566 | 19545160 | 2250532 | 495615 | 62079 | 4175620 | 1807684 | 1975222 |
|  | Multiunit firms . . . . . . . . . . | 1386 | 6489 | 45316161 | 2990263 | 719506 | 78656 | 5668444 | 3299856 | 3445569 |
|  | Firms with 1 establishment ... | 461 | 461 | 3622148 | 370632 | 91362 | 8993 | 720122 | 355530 | 361691 |
|  | Firms with 2 establishments .. | 428 | 856 | 3815763 | 464333 | 112207 | 12650 | 843185 | 509608 | 512719 |
|  |  | 247 | 810 | 5412431 | 416364 | 95779 | 10656 | 780010 | 497673 | 524134 |
|  | Firms with 5 to 9 establishments | 158 | 985 | 6696385 | 484866 | 115081 | 12427 | 903780 | 597172 | 596723 |
|  | Firms with 10 to $24 \times \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments .......... | 62 | 896 | 6795709 | 413560 | 96627 | 11296 | 802982 | 394448 | 414115 |
|  | Firms with 25 establishments or more $\qquad$ | 30 | 2481 | 18973725 | 840508 | 208450 | 22634 | 1618365 | 945425 | 1036187 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 9952 | 15055 | 64861321 | 5240795 | 1215121 | 140735 | 9844064 | 5107540 | 5420791 |
|  | Single unit firms . . . . . . . . . . . . . | 8566 | 8566 | 19545160 | 2250532 | 495615 | 62079 | 4175620 | 1807684 | 1975222 |
|  | Multiunit firms ................ | 1386 | 6489 | 45316161 | 2990263 | 719506 | 78656 | 5668444 | 3299856 | 3445569 |
|  | Firms with 1 establishment ... | 461 | 461 | 3622148 | 370632 | 91362 | 8993 | 720122 | 355530 | 361691 |
|  | Firms with 2 establishments .. | 428 | 856 | 3815763 | 464333 | 112207 | 12650 | 843185 | 509608 | 512719 |
|  | Firms with 3 or 4 establishments | 247 | 810 | 5412431 | 416364 | 95779 | 10656 | 780010 | 497673 | 524134 |
|  | Firms with 5 to 9 establishments | 158 | 985 | 6696385 | 484866 | 115081 | 12427 | 903780 | 597172 | 596723 |
|  | Firms with 10 to 24 establishments | 62 | 896 | 6795709 | 413560 | 96627 | 11296 | 802982 | 394448 | 414115 |
|  | Firms with 25 establishments | 30 | 2481 | 18973725 | 840508 | 208450 | 22634 | 1618365 | 945425 | 1036187 |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1944 | 2176 | 4367291 | 554823 | 129777 | 16136 | 1004860 | 474631 | 504136 |
|  | Single unit firms Multiunit firms | 1759 | 1759 | 2606254 | 309559 | 70840 | 9786 | 568901 | 247570 | 270930 |
|  |  | 185 | 417 | 1761037 | 245264 | 58937 | 6350 | 435959 | 227061 | 233206 |
|  | Firms with 1 establishment .... | 94 | 94 | 537438 | 82558 | 20651 | 1855 | 144196 | 55757 | 57436 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 53 | 106 | 453391 | 76801 | 18095 | 2051 | 130205 | 70255 | 66754 |
|  |  | 23 | 80 | 264384 | 31583 | 7554 | 988 | 55402 | 41145 | 41765 |
|  | Firms with 5 to 9 establishments | 12 | 79 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments |  |  |  |  |  |  |  |  |  |
|  |  | 2 | 27 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments |  | 31 | D | D | D | e | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^181]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5736 | 6808 | 16038492 | 1804565 | 419918 | 59878 | 3365041 | 1301673 | 1385236 |
|  | Single unit firms . | 5239 | 5239 | 8590948 | 1076015 | 244006 | 37679 | 2040931 | 699672 | 766638 |
|  | Multiunit firms ... | 497 | 1569 | 7447544 | 728550 | 175912 | 22199 | 1324110 | 602001 | 618598 |
|  | Firms with 1 establishment. | 232 | 232 | 1130104 | 171564 | 41192 | 5090 | 311897 | 123561 | 127115 |
|  | Firms with 2 establishments. Firms with 3 or 4 | 134 | 268 | 830206 | 135649 | 32970 | 4088 | 240559 | 95189 | 96590 |
|  | establishments............ | 73 | 246 | 814629 | 135952 | 31595 | 3789 | 230013 | 105767 | 111028 |
|  | Firms with 5 to 9 establishments | 30 | 201 | 482916 | 73971 | 17945 | 2542 | 131818 | 63698 | 63955 |
|  | Firms with 10 to $24 \ldots \ldots .$. |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 21 | 301 | 3018334 | 118230 | 28719 | 3842 | 219104 | 115292 | 121236 |
|  | or more $\ldots \ldots \ldots \ldots \ldots \ldots$. | 7 | 321 | 1171355 | 93184 | 23491 | 2848 | 190719 | 98494 | 98674 |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5736 | 6808 | 16038492 | 1804565 | 419918 | 59878 | 3365041 | 1301673 | 1385236 |
|  | Single unit firms . | 5239 | 5239 | 8590948 | 1076015 | 244006 | 37679 | 2040931 | 699672 | 766638 |
|  | Multiunit firms............... | 497 | 1569 | 7447544 | 728550 | 175912 | 22199 | 1324110 | 602001 | 618598 |
|  | Firms with 1 establishment ... | 232 | 232 | 1130104 | 171564 | 41192 | 5090 | 311897 | 123561 | 127115 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 134 | 268 | 830206 | 135649 | 32970 | 4088 | 240559 | 95189 | 96590 |
|  | establishments..... | 73 | 246 | 814629 | 135952 | 31595 | 3789 | 230013 | 105767 | 111028 |
|  | establishments. | 30 | 201 | 482916 | 73971 | 17945 | 2542 | 131818 | 63698 | 63955 |
|  | Firms with 10 to 24 establishments. | 21 | 301 | 3018334 | 118230 | 28719 | 3842 | 219104 | 115292 | 121236 |
|  | Firms with 25 establishments or more $\qquad$ | 7 | 321 | 1171355 | 93184 | 23491 | 2848 | 190719 | 98494 | 98674 |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 833 | 1296 | 2416390 | 372536 | 87826 | 14071 | 699942 | 305220 | 335666 |
|  | Single unit firms . . . . . . . . . . . . . | 711 | 711 | 1306955 | 169505 | 39165 | 6379 | 335288 | 127925 | 153417 |
|  | Multiunit firms . . . . . . . . . . . . . . | 122 | 585 | 1109435 | 203031 | 48661 | 7692 | 364654 | 177295 | 182249 |
|  | Firms with 1 establishment ... | 48 | 48 | 271685 | 41315 | 9777 | 1362 | 79086 | 25997 | 26430 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 19 | 38 | 112471 | 23353 | 5615 | 727 | 38682 | 17963 | 16960 |
|  | establishments ............ | 24 | 83 | 235617 | 45994 | 11030 | 1560 | 73063 | 47530 | 48334 |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | 14 | 93 | 116555 | 27701 | 6571 | 1206 | 47052 | 24304 | 24000 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments .a.......... Firms with 25 establishments | 13 | 186 | 237132 | 49155 | 12137 | 2143 | 88088 | 45919 | 49119 |
|  | or more .. | 4 | 137 | 135975 | 15513 | 3531 | 694 | 38683 | 15582 | 17406 |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 2127 | 2356 | 4430938 | 654149 | 153460 | 22107 | 1195973 | 387593 | 409881 |
|  | Single unit firms . . . . . | 1969 | 1969 | 2838610 | 404035 | 93448 | 14652 | 736514 | 216935 | 228376 |
|  | Multiunit firms . . . . . . . . . . . . . . | 158 | 387 | 1592328 | 250114 | 60012 | 7455 | 459459 | 170658 | 181505 |
|  | Firms with 1 establishment ... | 77 | 77 | 493436 | 71130 | 17015 | 2104 | 131365 | 48754 | 50680 |
|  | Firms with 2 establishments .. | 50 | 100 | 292567 | 52986 | 12393 | 1612 | 96697 | 31514 | 31463 |
|  | Firms with 3 or 4 establishments | 21 | 71 | 248350 | 44453 | 10173 | 1156 | 77103 | 25909 | 31222 |
|  | Firms with 5 to 9 establishments | 6 | 39 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments ........... | 3 | 37 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more | 1 | 63 | D | D | D | g | D | D | D |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 626 | 699 | 4123097 | 240347 | 56352 | 6526 | 457056 | 165141 | 175557 |
|  | Single unit firms . . . . . . . . . . . . | 556 | 556 | 1540800 | 145385 | 33615 | 4384 | 288321 | 120864 | 130946 |
|  | Multiunit firms . . . . . . . . . . . . . | 70 | 143 | 2582297 | 94962 | 22737 | 2142 | 168735 | 44277 | 44611 |
|  | Firms with 1 establishment . . . | 37 | 37 | 122684 | 19966 | 4728 | 515 | 37548 | 14349 | 14726 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 23 | 46 |  | D | D | $f$ | D | D | D |
|  | establishments | 7 | 23 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 | 2 | 15 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  | D |  |  |
|  | establishments............ | 1 | 22 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more | - |  |  | - |  | - | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(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 <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2156 | 2457 | 5068067 | 537533 | 122280 | 17174 | 1012070 | 443719 | 464132 |
|  | Single unit firms . | 2003 | 2003 | 2904583 | 357090 | 77778 | 12264 | 680808 | 233948 | 253899 |
|  | Multiunit firms . . . . . . $\ldots \ldots \ldots \ldots$ |  |  | 2163484 | 180443 |  | 4910 | 331262 | 209771 | 210233 |
|  | Firms with 1 establishment ... | 77 | 77 | 280638 | 45135 | 11162 | 1255 | 74735 | 39359 | 40107 |
|  | Firms with 2 establishments .. | 43 | 86 |  |  | D | g | D | D | D |
|  | Firms with 3 or 4 | 19 | 62 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 8 | 53 | 193300 | 22053 | 5326 | 564 | 36860 | 22088 | 22702 |
|  | Firms with 10 to 24 establishments ............ | 4 | 55 | 419657 | 12395 |  | 427 |  | 43225 | 44077 |
|  | Firms with 25 establishments or more | 4 2 | 55 121 | 419657 D | 12395 D | - | f | 285 D | 4325 D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3660 | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Single unit firms. | 3349 | 3349 | 11654163 | 954819 | 207622 | 23507 | 1893834 | 1352181 | 1600777 |
|  | Multiunit firms ............. | 311 | 654 | 12028150 | 768766 | 185033 | 17398 | 1602479 | 2011464 | 2247347 |
|  | Firms with 1 establishment | 159 | 159 | 3315771 | 206344 | 49781 | 4754 | 392575 | 410758 | 430259 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 89 | 178 | 3658184 | 206554 | 54192 | 4626 | 387285 | 674426 | 761659 |
|  | establishments........... | 40 | 128 | 2611521 | 152322 | 32523 | 3451 | 299460 | 394963 | 458223 |
|  | Firms with 5 to 9 establishments | 17 | 106 | 1578800 | 141792 | 34469 | 3296 | 373773 | 280272 | 302318 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 17 | 106 | 1578800 | 141792 | 34469 | 3296 | 373773 | 280272 | 302318 |
|  | establishments ............ Firms with 25 establishments | 6 | 83 | 863874 | 61754 | 14068 | 1271 | 149386 | 251045 | 294888 |
|  | or more $\ldots \ldots \ldots \ldots \ldots \ldots$. | - | - | - | - | - | - | - | - | - |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3660 | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Single unit firms. | 3349 | 3349 | 11654163 | 954819 | 207622 | 23507 | 1893834 | 1352181 | 1600777 |
|  | Multiunit firms....... | 311 | 654 | 12028150 | 768766 | 185033 | 17398 | 1602479 | 2011464 | 2247347 |
|  | Firms with 1 establishment ... | 159 | 159 | 3315771 | 206344 | 49781 | 4754 | 392575 | 410758 | 430259 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 89 | 178 | 3658184 | 206554 | 54192 | 4626 | 387285 | 674426 | 761659 |
|  | establishments........... | 40 | 128 | 2611521 | 152322 | 32523 | 3451 | 299460 | 394963 | 458223 |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | 17 | 106 | 1578800 | 141792 | 34469 | 3296 | 373773 | 280272 | 302318 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 17 | 106 | 1578800 | 141792 | 34469 | 3296 | 373773 | 280272 | 302318 |
|  | establishments ............ Firms with 25 establishments | 6 | 83 | 863874 | 61754 | 14068 | 1271 | 149386 | 251045 | 294888 |
|  | or more ................... | - | - | - | - | - | - | - | - |  |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2222 | 2428 | 17709438 | 1162838 | 264642 | 25666 | 2349636 | 2691851 | 3095765 |
|  | Single unit firms . . . . . . . . . . . . | 2040 | 2040 | 8233132 | 635691 | 137285 | 14636 | 1266431 | 1002791 | 1188690 |
|  | Multiunit firms . . . . . . . . . . . . . | 182 | 388 | 9476306 | 527147 | 127357 | 11030 | 1083205 | 1689060 | 1907075 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | 97 49 | 97 98 | 4371317 | 168719 | 41284 | 3816 | 340691 | 756540 | 867145 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 49 | 98 | D | D | D | g | D | D | D |
|  | establishments............. | 23 | 74 | 2087552 | 115122 | 25258 | 2056 | 211264 | 305778 | 366130 |
|  | Firms with 5 to 9 establishments | 8 | 50 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments ........... | 5 | 69 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - |  | - | - | - | - |  | - - |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  | - | - | - | - | - | - |  |
|  | All firms .... | 865 | 952 | 3513978 | 344478 | 78973 | 9314 | 752493 | 436185 | 464489 |
|  | Single unit firms . . . . . . . . . . . . . | 781 | 781 | 1923976 | 183301 |  |  | 366788 | 215258 | 239317 |
|  | Multiunit firms................. | 84 | 171 | 1590002 | 161177 | 37758 | 4283 | 385705 | 220927 | 225172 |
|  | Firms with 1 establishment ... | 43 | 43 |  | 58874 | 14142 | 1273 | 97357 | 60832 | 62981 |
|  | Firms with 2 establishments .. | 22 | 44 | D |  | D |  | D | D | D |
|  | Firms with 3 or $4 . . . . . . .$. | 14 | 45 | 469030 | 57172 | 12503 | 1604 | 118789 | 90999 | 92699 |
|  | Firms with 5 to 9 establishments | 4 | 25 | D | D | D | f | D | D | D |
|  | Firms with 10 to $24 \times \cdots \cdots \cdots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 1 | 14 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more | - |  |  | - | - | - | - | - | _ |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^182]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3086 | 3229 | 20166025 | 1229055 | 281210 | 36337 | 3986369 | 2244711 | 2378047 |
|  | Single unit firms . | 2923 | 2923 | 11394967 | 759077 | 168134 | 24644 | 2403292 | 1136555 | 1273659 |
|  | Multiunit firms... | 163 | 306 | 8771058 | 469978 | 113076 | 11693 | 1583077 | 1108156 | 1104388 |
|  | Firms with 1 establishment ... | 98 | 98 | 4145482 | 160141 | 36900 | 4710 | 571565 | 512438 | 467806 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 37 | 74 | 859776 | 92111 | 25264 | 2235 | 201305 | 144396 | 128630 |
|  | Firms with 3 or 4 establishments | 21 | 69 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . | 5 | 31 | 3144643 | 150062 | 33658 | 2472 | 668338 | 318228 | 363655 |
|  | Firms with 10 to 24 establishments | 2 | 34 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7945 | 9088 | 38748659 | 3229092 | 753824 | 114992 | 7356493 | 1995204 | 2099709 |
|  | Single unit firms. | 7313 | 7313 | 19698379 | 1900007 | 428048 | 72874 | 4158717 | 915327 | 1008360 |
|  | Multiunit firms . . . | 632 | 1775 | 19050280 | 1329085 | 325776 | 42118 | 3197776 | 1079877 | 1091349 |
|  | Firms with 1 establishment ... | 254 | 254 | 2559586 | 188066 | 45174 | 6168 | 418922 | 210891 | 209581 |
|  | Firms with 2 establishments .. | 217 | 434 | 3643403 | 308687 | 71985 | 9740 | 679711 | 241622 | 253224 |
|  | Firms wilishmerts ............ | 93 | 307 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments ................ . . | 41 | 248 | 3296289 | 197480 | 52243 | 6378 | 511935 | 187507 | 203273 |
|  | Firms with 10 to 24 . |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | 21 | 332 | D | D | D | i | D | D | D |
|  | or more ................... | 6 | 200 | D | D | D | h | D | D | D |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 7945 | 9088 | 38748659 | 3229092 | 753824 | 114992 | 7356493 | 1995204 | 2099709 |
|  | Single unit firms . . . . . . . . . | 7313 | 7313 | 19698379 | 1900007 | 428048 | 72874 | 4158717 | 915327 | 1008360 |
|  | Multiunit firms . . . . . . . . . . . . . . | 632 | 1775 | 19050280 | 1329085 | 325776 | 42118 | 3197776 | 1079877 | 1091349 |
|  | Firms with 1 establishment ... | 254 | 254 | 2559586 | 188066 | 45174 | 6168 | 418922 | 210891 | 209581 |
|  | Firms with 2 establishments .. | 217 | 434 | 3643403 | 308687 | 71985 | 9740 | 679711 | 241622 | 253224 |
|  | Firms with ${ }_{\text {establishments }}$ or.......... | 93 | 307 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments | 41 | 248 | 3296289 | 197480 | 52243 | 6378 | 511935 | 187507 | 203273 |
|  | Firms with 10 to $24 \times \cdots \cdots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 21 | 332 | D | D | D | i | D | D | D |
|  | or more ...................... | 6 | 200 | D | D | D | h | D | D | D |
| 4219301 | Iron \& steel scrap processors \& dealers |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 3044 | 3480 | 18205778 | 1296382 | 312027 | 43789 | 3264863 | 1010200 | 1055403 |
|  | Single unit firms . . . . . . . . . . . . . | 2788 | 2788 | 7597382 | 685730 | 157738 | 25971 | 1657172 | 408108 | 458429 |
|  | Multiunit firms ................ | 256 | 692 | 10608396 | 610652 | 154289 | 17818 | 1607691 | 602092 | 596974 |
|  | Firms with 1 establishment ... | 112 | 112 | 1121171 | 74170 | 17930 | 2270 | 164833 | 55976 | 50280 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 81 | 162 |  |  |  | h | D | D | D |
|  | establishments........... | 31 | 106 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | 20 | 111 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 10 | 137 | D | D | D | h | D | D | D |
|  | or more . ................. | 2 | 64 | D | D | D | f | D | D | D |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |  |
|  | All firms | 1962 | 2308 | 12550221 | 1100834 | 258643 | 36303 | 2811604 | 882998 | 899925 |
|  | Single unit firms . . . . . . . . . . . . | 1749 | 1749 | 5740735 | 548025 | 124352 | 20002 | 1337074 | 333840 | 362714 |
|  |  | 213 | 559 | 6809486 | 552809 | 134291 | 16301 | 1474530 | 549158 | 537211 |
|  |  | 94 | 94 | 666993 | 64413 | 14573 | 2109 | 152450 | 49923 | 40405 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 70 | 140 |  | D | D | h | D | D | D |
|  |  | 26 | 90 | D | D | D | g | D | D | D |
|  |  | 13 | 78 | D | D | D | h | D | D | D |
|  | establishments $\ldots \ldots \ldots \ldots .$. Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments or more $\qquad$ | 9 | 130 | D | D | D | h | D | D | D |
|  |  | 1 | 27 | D | D | D | e | D | D | D |

[^183]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |  |
|  | All firms | 1109 | 1172 | 5655557 | 195548 | 53384 | 7486 | 453259 | 127202 | 155478 |
|  | Single unit firms . | 1039 | 1039 | 1856647 | 137705 | 33386 | 5969 | 320098 | 74268 | 95715 |
|  | Multiunit firms... | 70 | 133 | 3798910 | 57843 | 19998 | 1517 | 133161 | 52934 | 59763 |
|  | Firms with 1 establishment ... | 45 | 45 | 735688 | 29515 | 10510 | 810 | 65941 | 19620 | 22828 |
|  | Firms with 2 establishments .. | 11 | 22 | D | D | D | c | D | D | D |
|  | Firms with 3 or 4 establishments $\qquad$ | 8 | 26 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 | 5 | 26 | D | D | D | c | D | D | D |
|  | establishments $\ldots \ldots \ldots \ldots$. |  | 26 |  | D |  | c | D | D | D |
|  | establishments........... | 1 | 14 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more ....................... | - | - | - | - | - | - | - | - | - |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1316 | 1588 | 5592266 | 587535 | 135538 | 20596 | 1275184 | 121261 | 133560 |
|  | Single unit firms . | 1193 | 1193 | 2855076 | 332219 | 75432 | 12117 | 699757 | 69291 | 78862 |
|  | Multiunit firms . . . . . . . . . . . . . | 123 | 395 | 2737190 | 255316 | 60106 | 8479 | 575427 | 51970 | 54698 |
|  | Firms with 1 establishment... | 58 31 | 58 | 376580 | 38839 | 9243 | 1370 | 77855 | 16792 | 15141 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 31 | 62 |  | D |  | g | D | D | D |
|  | establishments........... | 19 | 65 | 530674 | 41339 | 9968 | 1374 | 95396 | 14456 | 13894 |
|  |  | 7 | 45 | D | D | D | f | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 6 | 96 | D | D | D | g | D | D | D |
|  | or more ................... | 2 | 69 | D | D | D | g | D | D | D |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3676 | 4020 | 14950615 | 1345175 | 306259 | 50607 | 2816446 | 863743 | 910746 |
|  | Single unit firms . | 3332 | 3332 | 9245921 | 882058 | 194878 | 34786 | 1801788 | 437928 | 471069 |
|  | Multiunit firms................. | 344 | 688 | 5704694 | 463117 | 111381 | 15821 | 1014658 | 425815 | 439677 |
|  | Firms with 1 establishment ... | 192 | 192 | 2107034 | 137198 | 32298 | 4665 | 323854 | 180340 | 190179 |
|  | Firms with 2 establishments .. | 97 | 194 | 1481301 | 140991 | 33405 | 4729 | 296330 | 119018 | 121618 |
|  | establishments.......... | 35 | 120 | 1206709 | 90114 | 20882 | 2701 | 195941 | 69557 | 68292 |
|  | Firms with 5 to 9 | 12 | 68 | 278454 | 26873 | 6900 | 1127 | 62236 | 16997 | 17565 |
|  | Firms with 10 to $24 \times \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ........... Firms with 25 establishments | 8 | 114 | 631196 | 67941 | 17896 | 2599 | 136297 | 39903 | 42023 |
|  | or more ................... | - | - | - | - | - | - | - | - |  |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 7541 | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Single unit firms . . . . . . . . . . . . . | 7317 | 7317 | 21366490 | 1270758 | 286652 | 39527 | 2912589 | 3712635 | 4051027 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 224 | 372 | 11032063 | 432012 | 100061 | 10293 | 1111233 | 1446857 | 1424058 |
|  | Firms with 1 establishment . . . | 145 | 145 | 8120534 | 230303 | 56659 |  | 653963 | 933771 | 897642 |
|  | Firms with 2 establishments .. | 55 | 110 | 1449602 | 85742 | 20277 | 2062 | 173106 | 227736 | 256887 |
|  | Firms with 3 or 4 establishments | 19 | 67 | D | D | D | g | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 10 to 24 | 4 | 25 | 574961 | 44279 | 5560 | 581 | 63639 | 115249 | 109775 |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more ................. | 1 | 25 | D | D | D | c | D | D | D |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . | 7541 | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Single unit firms . . . . . . . . . . . . | 7317 | 7317 | 21366490 | 1270758 | 286652 | 39527 | 2912589 | 3712635 | 4051027 |
|  | Multiunit firms................. | 224 | 372 | 11032063 | 432012 | 100061 | 10293 | 1111233 | 1446857 | 1424058 |
|  | Firms with 1 establishment ... | 145 | 145 | 8120534 | 230303 | 56659 | 5479 | 653963 | 933771 | 897642 |
|  | Firms with 2 establishments .. | 55 | 110 | 1449602 | 85742 | 20277 | 2062 | 173106 | 227736 | 256887 |
|  |  | 19 | 67 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  | 581 |  |  |  |
|  | establishments <br> Firms with 10 to 24 | 4 | 25 | 574961 | 44279 | 5560 | 581 | 63639 | 115249 | 109775 |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 25 | D | D | D | c | D | D | D |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6985 | 7116 | 22519342 | 1579391 | 357866 | 46813 | 3757465 | 4412551 | 4749183 |
|  | Single unit firms . . | 6781 | 6781 | 17615962 | 1182373 | 266458 | 37126 | 2712215 | 3349540 | 3690087 |
|  | Multiunit firms.... | 204 | 335 | 4903380 | 397018 | 91408 | 9687 | 1045250 | 1063011 | 1059096 |
|  | Firms with 1 establishment ... | 134 | 134 | 2622116 | 207871 | 51355 | 5219 | 612418 |  | 559282 |
|  | Firms with 2 establishments .. | 49 | 98 | D | D | D | g | D | D | D |
|  | Firms with 3 or 4 establishments | 16 | 56 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 25 | 574961 | 44279 | 5560 | 581 | 63639 | 115249 | 109775 |
|  | Firms with 10 to 24 establishments. | 1 | 22 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - |  |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 563 | 573 | 9879211 | 123379 | 28847 | 3007 | 266357 | 746941 | 725902 |
|  | Single unit firms . | 536 | 536 | 3750528 | 88385 | 20194 | 2401 | 200374 | 363095 | 360940 |
|  | Multiunit firms... | 27 | 37 | 6128683 | 34994 | 8653 | 606 | 65983 | 383846 | 364962 |
|  | Firms with 1 establishment ... | 19 | 19 | 5519255 | 23295 | 5529 | 288 | 44189 | 357811 | 340353 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 6 | 12 |  |  |  | e | D | D | D |
|  | establishments............ | 2 | 6 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments | - | - | - | - | - | - | - | - |  |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 11080 | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Single unit firms . . . . . . . . . . . . . | 10601 | 10601 | 20163453 | 1692034 | 394499 | 56207 | 3814786 | 1574399 | 1858989 |
|  | Multiunit firms . . . . . . . . . . . . . . | 479 | 1096 | 45745383 | 1320208 | 316080 | 34622 | 3094769 | 2549583 | 2529811 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 266 114 | 266 228 | 4798072 12225290 | 266656 252945 | 63657 59340 | 6675 6292 | 632988 661293 | 318611 664695 | 339669 725149 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 114 | 228 | 12225290 | 252945 | 59340 | 6292 | 661293 |  |  |
|  | establishments ............ | 57 | 183 | 12899255 | 228884 | 51968 | 6540 | 504921 | 417570 | 438834 |
|  | establishments ............. | 26 | 161 | 4136477 | 115732 | 29011 | 3304 | 237238 | 146194 | 141614 |
|  | Firms with 10 to $24 . \ldots \ldots .$. | 15 | 233 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 25 | D | D | D | g | D | D | D |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 11080 | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Single unit firms . . . . . . . . . . . . | 10601 | 10601 | 20163453 | 1692034 | 394499 | 56207 | 3814786 | 1574399 | 1858989 |
|  | Multiunit firms . . . . . . . . . . . . . . | 479 | 1096 | 45745383 | 1320208 | 316080 | 34622 | 3094769 | 2549583 | 2529811 |
|  |  | 266 114 |  | 4798072 | 266656 | 63657 | 6675 | 632988 | 318611 | $\begin{aligned} & 339669 \\ & 725149 \end{aligned}$ |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 114 | 228 | 12225290 | 252945 | 59340 | 6292 | 661293 | 664695 | $725149$ |
|  | establishments............ | 57 | 183 | 12899255 | 228884 | 51968 | 6540 | 504921 | 417570 | 438834 |
|  | Firms with 5 to 9 establishments | 26 | 161 | 4136477 | 115732 | 29011 | 3304 | 237238 | 146194 | 141614 |
|  | Firms with 10 to 24 establishments | 15 | 233 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 25 | D | D | D | g | D | D | D |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 493 | 512 | 2474693 | 180103 | 41714 | 4906 | 442398 | 337463 | 344022 |
|  | Single unit firms . . . . . . . . . . . . | 456 | 456 | 1288475 | 119559 | 26873 | 3318 | 278022 | 203980 | 211636 |
|  |  | 37 | $\begin{array}{r}56 \\ \hline 25\end{array}$ | 186218 | 60544 | $\begin{array}{r}14841 \\ 7 \\ \hline 85\end{array}$ | 1588 | 164376 | 133483 | 132386 |
|  | Firms with 1 establishment ... | 25 | 25 | 493779 | 32183 | 7953 | 749 | 94513 | 73262 | 71459 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 |  |  |  | e | D | D | D |
|  | establishments............ | 3 | 9 | 69155 | 7211 | 1569 | 244 | 13840 | 13243 | 13793 |
|  | Firms with 5 to 9 establishments | 1 | 6 | D | D | D | e | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  |  |  |  |  |  |  |  | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1897 | 2032 | 11386630 | 406277 | 92740 | 11396 | 1012052 | 433470 | 465668 |
|  | Single unit firms . . . . . | 1756 | 1756 | 5163151 | 248318 | 55293 | 8319 | 628351 | 205360 | 245212 |
|  | Multiunit firms................. | 141 | 276 | 6223479 | 157959 | 37447 | 3077 | 383701 | 228110 | 220456 |
|  | Firms with 1 establishment ... | 74 | $\begin{array}{r}74 \\ 84 \\ \hline\end{array}$ | 2728416 | 79623 | 19260 | 1166 | 180152 | 85694 | 83778 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 42 | 84 |  |  |  |  | D | D | D |
|  | establishments............ | 15 | 48 | 1489231 | 22538 | 5217 | 422 | 65560 | 37300 | 40643 |
|  | Firms with 5 to $9 . . . .$. | 8 | 45 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 establishments | 2 | 25 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - |  |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3301 | 3382 | 21595797 | 525213 | 123862 | 18027 | 1051224 | 1043974 | 1048329 |
|  | Single unit firms . . | 3236 | 3236 | 4013454 | 310956 | 69273 | 12069 | 641044 | 300815 | 381465 |
|  | Multiunit firms . . . . . . . . . . . . . | 65 | 146 | 17582343 | 214257 | 54589 | 5958 | 410180 | 743159 | 666864 |
|  | Firms with 1 establishment ... | 36 | 36 | - 208471 | 20713 | 4584 | 671 | 38847 | 20805 | 21850 |
|  | Firms with 2 establishments .. | 16 | 32 | 7311385 | 55682 | 11645 | 983 | 108931 | 303948 | 332567 |
|  | establishments.......... | 6 | 20 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | 5 | 31 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ Firms with 25 establishments | 2 | 27 | D | D | D | h | D | D | D |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 1847 | 2075 | 23424629 | 1176057 | 283668 | 34103 | 2803239 | 1706750 | 1847403 |
|  | Single unit firms ... | 1732 | 1732 | 4527614 | 450753 | 110319 | 14743 | 1010497 | 448144 | 540582 |
|  | Multiunit firms................ | 115 | 343 | 18897015 | 725304 | 173349 | 19360 | 1792742 | 1258606 | 1306821 |
|  |  | 70 20 | 70 40 |  | 96619 115834 |  | 2 2 2 946 | 240 159 | $116692$ | $\begin{aligned} & 128004 \\ & 273212 \end{aligned}$ |
|  | Firms with 2 establishments .. | 20 | 40 | 3254881 | 115834 | 29249 | 2946 | 344436 | 239760 | 273212 |
|  | establishments............ | 11 | 36 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 5 | 39 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments | 8 | 133 | 7350041 | 292811 | 69446 | 7730 | 676418 | 584159 | 589158 |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 25 | D | D | D | g | D | D | D |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1285 | 1418 | 15602913 | 825788 | 196901 | 23540 | 1965640 | 1221711 | 1294830 |
|  | Single unit firms . . . . . . . . . . . . | 1213 | 1213 |  |  |  | j |  | D |  |
|  | Multiunit firms............. | 72 | 205 |  | D | D | j | D | D | D |
|  | Firms with 1 establishment ... | 45 | 45 30 |  | D | D | g | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 15 | 30 |  | D | D | h | D | D |  |
|  | establishments............ | 4 | 13 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments.......... | 2 | 16 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 establishments. | 5 | 76 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 25 | D | D | D | g | D | D | D |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 572 | 657 | 7821716 | 350269 | 86767 | 10563 | 837599 | 485039 | 552573 |
|  | Single unit firms . . . . . . . . . . . . | 519 |  |  |  |  | h | D | D | D |
|  | Multiunit firms................ | 53 | 138 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment ... | 37 | 37 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 3 | 6 | D | D | D | c | D | D | D |
|  | $\qquad$ | 7 | 21 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments | 3 | 22 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  | D | g | D | D |  |
|  | establishments........... | 3 | 52 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more | - |  |  |  |  | - | - | - | - |

[^184]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1554 | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |
|  | Single unit firms | 1406 | 1406 | 5047409 | 359487 | 83274 | 8983 | 688087 | 231000 | 251775 |
|  | Multiunit firms ... | 148 | 903 | 33350078 | 1187847 | 293843 | 24152 | 2349139 | 1257311 | 1251201 |
|  |  | 55 | 55 | 3068330 | 102811 | 23602 | 1809 | 191088 | 105726 | 102888 |
|  | Firms with 2 establishments ... | 38 | 76 | 1290306 | 72789 | 17856 | 1664 | 132964 | 97931 | 94941 |
|  | establishments. | 20 | 66 | 2561476 | 101783 | 25474 | 2108 | 203155 | 175635 | 175384 |
|  | Firms with 5 to 9 establishments . . . . . . . | 14 | 95 | 3565726 | 93374 | 21821 | 1754 | 180345 | 106897 | 106663 |
|  | Firms with 10 to 24 | 13 | 191 | 6642143 | 202621 | 50891 | 4218 | 405224 | 157342 | 166074 |
|  | Firms with 25 establishments |  |  |  |  |  |  |  |  |  |
|  | or more .................. | 8 | 420 | 16222097 | 614469 | 154199 | 12599 | 1236363 | 613780 | 605251 |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6263 | 8046 | 33271034 | 3308237 | 794195 | 109766 | 6178486 | 2082513 | 2186065 |
|  | Single unit firms . | 5759 | 5759 | 9628410 | 1260806 | 293401 | 40545 | 2337203 | 545968 | 598644 |
|  | Multiunit firms.... | 504 | 2287 | 23642624 | 2047431 | 500794 | 69221 | 3841283 | 1536545 | 1587421 |
|  | Firms with 1 establishment ... | 257 | 257 | 3 1 361123 | 281009 | 70577 | 7887 | 601335 | 194078 | 200525 |
|  | Firms with 2 establishments .. | 110 | 220 | 1362742 | 129193 | 28760 | 3523 | 227182 | 75097 | 76756 |
|  | establishments...... | 77 | 257 | 3374272 | 325631 | 75146 | 15283 | 561558 | 110284 | 112459 |
|  | Firms with 5 to 9 establishments ............... | 30 | 186 | 1371552 | 148812 | 36767 | 2641 | 284402 | 98317 | 87311 |
|  | Firms with 10 to 24 | 16 | 236 | 2755499 | 160943 | 40498 | 13952 | 293664 | 34547 | 35932 |
|  | Firms with 25 establishments or more $\qquad$ | 14 | 1131 | 11444436 | 1001843 | 249046 | 25935 | 1873142 | 1024222 | 1074438 |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6263 | 8046 | 33271034 | 3308237 | 794195 | 109766 | 6178486 | 2082513 | 2186065 |
|  | Single unit firms ... | 5759 | 5759 | 9628410 | 1260806 | 293401 | 40545 | 2337203 | 545968 | 598644 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 504 | 2287 | 23642624 | 2047431 | 500794 | 69221 | 3841283 | 1536545 | 1587421 |
|  | Firms with 1 establishment ... | 257 | 257 | 3334123 | 281009 | 70577 | 7887 | 601335 | 194078 | 200525 |
|  | Firms with 2 establishments .. | 110 | 220 | 1362742 | 129193 | 28760 | 3523 | 227182 | 75097 | 76756 |
|  | Firms with 3 or 4 | 77 | 257 | 3374272 | 325631 | 75146 | 15283 | 561558 | 110284 | 112459 |
|  | Firms with 5 to 9 establishments | 30 | 186 | 1371552 | 148812 | 36767 | 2641 | 284402 | 98317 | 87311 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 16 | 236 | 2755499 | 160943 | 40498 | 13952 | 293664 | 34547 | 35932 |
|  | Firms with 25 establishments or more $\qquad$ | 14 | 1131 | 11444436 | 1001843 | 249046 | 25935 | 1873142 | 1024222 | 1074438 |
| 42213 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 4797 | 5493 | 45393964 | 2874737 | 674681 | 71449 | 5535061 | 1946557 | 2114836 |
|  | Single unit firms . . . . . . . . . . . . | 4417 | 4417 | 15330882 | 1411188 | 321544 | 38800 | 2642447 | 783210 | 876302 |
|  | Multiunit firms............... | 380 | 1076 | 30063082 | 1463549 | 353137 | 32649 | 2892614 | 1163347 | 1238534 |
|  | Firms with 1 establishment ... | 177 | 177 | 8237518 | 261162 | 62074 | 6170 | 552571 | 297833 | 335871 |
|  | Firms with 2 establishments .. | 110 | 220 | 3315935 | 244223 | 56820 | 5687 | 485431 | 178874 | 219368 |
|  | establishments............ | 49 | 163 | 4904263 | 219478 | 56052 | 5337 | 410329 | 92027 | 96435 |
|  | Firms with 5 to 9 establishments.............. | 33 | 213 | 4790401 | 171403 | 38198 | 3993 | 357376 | 125082 | 132123 |
|  | Firms with 10 to $24 \ldots \ldots . .$. . | 6 | 85 | 2027032 | 132523 | 32085 | 2579 | 226055 | 66307 | 71178 |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 218 | 6787933 | 434760 | 107908 | 8883 | 860852 | 403224 | 383559 |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 4797 | 5493 | 45393964 | 2874737 | 674681 | 71449 | 5535061 | 1946557 | 2114836 |
|  | Single unit firms . . . . . . . . . . . . | 4417 | 4417 | 15330882 | 1411188 | 321544 | 38800 | 2642447 | 783210 | 876302 |
|  | Multiunit firms................. | 380 | 1076 | 30063082 | 1463549 | 353137 | 32649 | 2892614 | 1163347 | 1238534 |
|  | Firms with 1 establishment ... | 177 | 177 | 8237518 | 261162 | 62074 | 6170 | 552571 | 297833 | 335871 |
|  | Firms with 2 establishments .. | 110 | 220 | 3315935 | 244223 | 56820 | 5687 | 485431 | 178874 | 219368 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 49 | 163 | 4904263 | 219478 | 56052 | 5337 | 410329 | 92027 | 96435 |
|  | Firms with 5 to 9 establishments | 33 | 213 | 4790401 | 171403 | 38198 | 3993 | 357376 | 125082 | 132123 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 6 | 85 | 2027032 | 132523 | 32085 | 2579 | 226055 | 66307 | 71178 |
|  | or more ................... | 5 | 218 | 6787933 | 434760 | 107908 | 8883 | 860852 | 403224 | 383559 |

[^185]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Single unit firms . | 5896 | 5896 | 30652138 | 2084779 | 467004 | 58075 | 5038137 | 2548427 | 2963232 |
|  | Multiunit firms . . | 552 | 2157 | 172495633 | 6310085 | 1557119 | 132052 | 14811764 | 11891971 | 12744612 |
|  | Firms with 1 establishment ... | 321 | 321 | 12536760 | 875015 | 209703 | 18389 | 2348409 | 1147693 | 1173576 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 115 | 230 | 7601372 | 469073 | 105972 | 13844 | 1231469 | 862709 | 948929 |
|  | establishments...... | 58 | 190 | 16008861 | 1346387 | 338424 | 22761 | 4287283 | 1590891 | 1724278 |
|  | establishments. | 30 | 186 | 24576862 | 1125448 | 271871 | 22359 | 1889858 | 716602 | 724957 |
|  | Firms with 10 to 24 establishments. | 13 | 202 | 44191728 | 1172902 | 310453 | 21559 | 2164754 | 1851767 | 2147791 |
|  | Firms with 25 establishments or more $\qquad$ | 15 | 1028 | 67580050 | 1321260 | 320696 | 33140 | 2889991 | 5722309 | 6025081 |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Single unit firms . | 5896 | 5896 | 30652138 | 2084779 | 467004 | 58075 | 5038137 | 2548427 | 2963232 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 552 | 2157 | 172495633 | 6310085 | 1557119 | 132052 | 14811764 | 11891971 | 12744612 |
|  | Firms with 1 establishment ... | 321 | 321 | 12536760 | 875015 | 209703 | 18389 | 2348409 | 1147693 | 1173576 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 115 | 230 | 7601372 | 469073 | 105972 | 13844 | 1231469 | 862709 | 948929 |
|  | establishments | 58 | 190 | 16008861 | 1346387 | 338424 | 22761 | 4287283 | 1590891 | 1724278 |
|  | Firmstablishments. | 30 | 186 | 24576862 | 1125448 | 271871 | 22359 | 1889858 | 716602 | 724957 |
|  | Firms with 10 to 24 establishments.............. | 13 | 202 | 44191728 | 1172902 | 310453 | 21559 | 2164754 | 1851767 | 2147791 |
|  | Firms with 25 establishments or more | 15 | 1028 | 67580050 | 1321260 | 320696 | 33140 | 2889991 | 5722309 | 6025081 |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Single unit firms .. | 5896 | 5896 | 30652138 | 2084779 | 467004 | 58075 | 5038137 | 2548427 | 2963232 |
|  | Multiunit firms............... | 552 | 2157 | 172495633 | 6310085 | 1557119 | 132052 | 14811764 | 11891971 | 12744612 |
|  | Firms with 1 establishment ... | 321 | 321 | 12536760 | 875015 | 209703 | 18389 | 2348409 | 1147693 | 1173576 |
|  | Firms with 2 establishments .. | 115 | 230 | 7601372 | 469073 | 105972 | 13844 | 1231469 | 862709 | 948929 |
|  | Firms with 3 or 4 establishments | 58 | 190 | 16008861 | 1346387 | 338424 | 22761 | 4287283 | 1590891 | 1724278 |
|  | Firms with 5 to 9 establishments | 30 | 186 | 24576862 | 1125448 | 271871 | 22359 | 1889858 | 716602 | 724957 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | 30 | 186 | 44191728 | , |  |  |  |  |  |
|  | establishments........... | 13 | 202 | 44191728 | 1172902 | 310453 | 21559 | 2164754 | 1851767 | 2147791 |
|  | Firms with 25 establishments or more $\qquad$ | 15 | 1028 | 67580050 | 1321260 | 320696 | 33140 | 2889991 | 5722309 | 6025081 |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2783 | 3283 | 79946995 | 2290715 | 546162 | 70977 | 5352458 | 9238904 | 9838713 |
|  | Single unit firms . . . . . . . . . . . . | 2514 | 2514 | 15496189 | 957411 | 218696 | 28446 | 2200379 | 1437604 | 1598409 |
|  | Multiunit firms................ | 269 | 769 | 64450806 | 1333304 | 327466 | 42531 | 3152079 | 7801300 | 8240304 |
|  | Firms with 1 establishment ... | 174 | 177 | 5314368 | 315437 | 79461 | 8053 | 759837 | 774294 | 818242 |
|  | Firms with 2 establishments .. | 44 | 88 | 2700058 | 112561 | 28272 | 3552 | 245872 | 241909 | 235941 |
|  | establishments............. | 26 | 87 | 3307350 | 158006 | 39679 | 4876 | 352479 | 366479 | 360972 |
|  | Firms with 5 to 9 establishments ............... | 11 | 72 | 1832762 | 127355 | 26434 | 4160 | 228517 | 188835 | 208565 |
|  | Firms with 10 to $24 \ldots \ldots . .$. | 5 | 93 | 14360052 | 160866 | 40662 | 6026 | 372166 | 1287756 | 1418151 |
|  | Firms with 25 establishments or more | 6 | 252 | 36936216 | 459079 | 112958 | 15864 | 1193208 | 4942027 | 5198433 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 3715 | 4770 | 123200776 | 6104149 | 1477961 | 119150 | 14497443 | 5201494 | 5869131 |
|  | Single unit firms . . . . . . . . . . . . | 3382 | 3382 | 15155949 | 1127368 | 248308 | 29629 | 2837758 | 1110823 | 1364823 |
|  | Multiunit firms................. | 333 | 1388 | 108044827 | 4976781 | 1229653 | 89521 | 11659685 | 4090671 | 4504308 |
|  | Firms with 1 establishment ... | 194 | 194 | 9864199 | 749120 | 178546 | 15046 | 2025373 | 778383 | 837388 |
|  | Firms with 2 establishments .. | 69 | 138 | 5332175 | 342643 | 77392 | 9130 | 929232 | 704019 | 795615 |
|  | Firms with 3 or 4 | 39 | 129 | 16519773 | 1415766 | 351236 | 22319 | 4263955 | 1165711 | 1275570 |
|  | Firms with 5 to 9 establishments | 15 | 91 | 17874276 | 677378 | 165962 | 12959 | 1107732 | 277989 | 244626 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 8 | 112 | 29196005 | 1004077 | 267213 | 15480 | 1778640 | 510000 | 661007 |
|  | or more | 8 | 724 | 29258399 | 787797 | 189304 | 14587 | 1554753 | 654569 | 690102 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payyorll $(\$ 1,000)$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 19439 | 20707 | 124104420 | 7759577 | 1778842 | 207574 | 18455203 | 12335849 | 13581581 |
|  | Single unit firms. | 18340 | 18340 | 63393566 | 4538455 | 1002392 | 135458 | 10551488 | 6159508 | 7150273 |
|  | Multiunit firms.... | 1099 | 2367 | 60710854 | 3221122 | 776450 | 72116 | 7903715 | 6176341 | 6431308 |
|  | Firms with 1 establishment ... | 641 | 641 | 18905186 | 1159404 | 276199 | 24364 | 2684881 | 2044393 | 2083580 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 291 | 582 | 10492035 | 687389 | 160755 | 16453 | 1641423 | 1284450 | 1315829 |
|  | establishments........ | 96 | 317 | 10174869 | 615744 | 153177 | 13177 | 1591905 | 970173 | 1013488 |
|  | Firms with 5 to 9 establishments . . . . . . | 45 | 285 | 7623739 | 331899 | 83153 | 8154 | 854905 | 748418 | 762685 |
|  | Firms with 10 to 24 establishments | 22 | 336 | 5980375 | 220223 | 54300 | 5556 | 662338 | 512070 | 542755 |
|  | Firms with 25 establishments or more | 4 | 206 | 7534650 | 206463 | 48866 | 4412 | 468263 | 616837 | 712971 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5238 | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |
|  | Single unit firms . | 4913 | 4913 | 14355668 | 1017039 | 225955 | 31314 | 2152608 | 1310371 | 1502184 |
|  | Multiunit firms ............... | 325 | 753 |  | 594404 |  |  | 1263497 | 703511 | 729091 |
|  | Firms with 1 establishment ... | 184 | 184 | 4122896 | 201391 | 47265 | 4268 | 427343 | 258780 | 261252 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 77 | 154 | 1957874 | 118594 | 31272 | 3056 | 237736 | 124561 | 130666 |
|  | establishments........... | 30 | 100 | 1564404 | 106950 | 25234 | 3080 | 210885 | 147975 | 153629 |
|  | establishments.. | 24 | 150 | 2616333 | 100047 | 24349 | 2061 | 214119 | 84961 | 88509 |
|  | Firms with 10 to 24 establishments $\ldots \ldots \ldots . .$. | 9 | 135 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more |  | 30 | D | D | D | e | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5238 | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |
|  | Single unit firms . | 4913 | 4913 | 14355668 | 1017039 | 225955 | 31314 | 2152608 | 1310371 | 1502184 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 325 | 753 | 11421259 | 594404 | 141934 | 14121 | 1263497 | 703511 | 729091 |
|  | Firms with 1 establishment ... | 184 | 184 | 4122896 | 201391 | 47265 | 4268 | 427343 | 258780 | 261252 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 77 | 154 | 1957874 | 118594 | 31272 | 3056 | 237736 | 124561 | 130666 |
|  |  | 30 | 100 | 1564404 | 106950 | 25234 | 3080 | 210885 | 147975 | 153629 |
|  | Firms with 5 to 9 establishments | 24 | 150 | 2616333 | 100047 | 24349 | 2061 | 214119 | 84961 | 88509 |
|  | Firms with 10 to 24 . |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 9 | 135 | D | D | D | $g$ | D | D | D |
|  | or more | 1 | 30 | D | D | D | e | D | D | D |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3831 | 4191 | 22125937 | 1240760 | 284390 | 33068 | 2667413 | 1655778 | 1837541 |
|  | Single unit firms . . . . . . . . . . . . | 3563 | 3563 | 11927987 | 746455 | 165317 | 22003 | 1608857 | 1061956 | 1222087 |
|  | Multiunit firms . . . . . . . . . . . . . | 268 | 628 | 10197950 | 494305 | 119073 | 11065 | 1058556 | 593822 | 615454 |
|  | Firms with 1 establishment . . | 155 | 155 | 3753015 | 182452 | 42454 | 3670 | 392486 | 260668 | 265850 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 61 | 122 | 1764867 | 96458 | 25933 | 2395 | 196263 | 109101 | 113370 |
|  | establishments ............ | 24 | 83 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 19 | 123 | 2304229 | 85685 | 20867 | 1761 | 180713 | 73497 | 75927 |
|  | Firms with 10 to 24 establishments. | 8 | 115 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 30 | D | D | D | e | D | D | D |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1414 | 1475 | 3650990 | 370683 | 83499 | 12367 | 748692 | 358104 | 393734 |
|  | Single unit firms . . . . . . . . . . . . | 1350 | 1350 | 2427681 | 270584 | 60638 | 9311 | 543751 | 248415 | 280097 |
|  | Multiunit firms. $\qquad$ <br> Firms with 1 establishment ... <br> Firms with 2 establishments | 64 | 125 | 1223309 | 100099 | 22861 | 3056 | 204941 | 109689 | 113637 |
|  |  | 38 | 38 | 490215 | 35651 | 8257 | 1020 | 72550 | 42454 | 41242 |
|  |  | 15 | 30 | 207678 | 24125 | 5514 | 694 | 45507 | 21227 | 22882 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 establishments | 7 | 22 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 3 | 15 | 62225 | 4534 | 927 | 158 | 7764 | 2273 | 3339 |
|  | Firms with 10 to 24 establishments. |  |  |  |  |  |  |  |  |  |
|  |  | 1 | 20 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more |  |  |  |  |  | - | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4712 | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |
|  | Single unit firms . | 4393 | 4393 | 15914555 | 1135530 | 254126 | 37090 | 2691906 | 1810164 | 2032230 |
|  | Multiunit firms... | 319 | 613 | 17445709 | 1030675 | 244469 | 25163 | 2591874 | 2344703 | 2492990 |
|  | Firms with 1 establishment . | 194 | 194 | 6928659 | 549360 | 126884 | 11774 | 1247914 | 870980 | 888600 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 86 | 172 | 2431079 | 170932 | 42464 | 4399 | 460981 | 300473 | 341870 |
|  | establishments.......... | 22 | 72 | 2752169 | 138411 | 31510 | 3957 | 388632 | 523442 | 600443 |
|  | Firms with 5 to 9 establishments | 13 | 80 | 3845219 | 121150 | 30393 | 3179 | 324107 | 422662 | 422268 |
|  | Firms with 10 to 24 establishments . | 3 | 48 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 47 |  |  | D | f | D | D | D |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 4712 | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |
|  | Single unit firms. | 4393 | 4393 | 15914555 | 1135530 | 254126 | 37090 | 2691906 | 1810164 | 2032230 |
|  | Multiunit firms... | 319 | 613 | 17445709 | 1030675 | 244469 | 25163 | 2591874 | 2344703 | 2492990 |
|  | Firms with 1 establishment ... | 194 | 194 | 6928659 | 549360 | 126884 | 11774 | 1247914 | 870980 | 888600 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 86 | 172 | 2431079 | 170932 | 42464 | 4399 | 460981 | 300473 | 341870 |
|  | establishments........... | 22 | 72 | 2752169 | 138411 | 31510 | 3957 | 388632 | 523442 | 600443 |
|  | Firms with 5 to 9 establishments. | 13 | 80 | 3845219 | 121150 | 30393 | 3179 | 324107 | 422662 | 422268 |
|  | Firms with 10 to $2{ }^{4} \times \ldots \ldots \ldots$ |  |  |  |  |  |  | 324107 | 422662 |  |
|  | establishments..... | 3 | 48 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more...$\ldots \ldots \ldots \ldots \ldots$............... | 1 | 47 | D | D | D | f | D | D | D |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7843 | 8217 | 40603484 | 2799463 | 632897 | 76256 | 6694729 | 3658306 | 4184804 |
|  | Single unit firms . | 7455 | 7455 | 24145932 | 1882042 | 405285 | 55712 | 4427573 | 2303747 | 2776066 |
|  | Multiunit firms . . . . . . . . . . . . . . | 388 | 762 | 16457552 | 917421 | 227612 | 20544 | 2267156 | 1354559 | 1408738 |
|  | Firms with 1 establishment ... | 235 | 235 | 5962782 | 441016 | 108706 | 9457 | 1020572 | 669498 | 666752 |
|  | Firms with 2 establishments ... | 101 | 202 | 2320254 | 173774 | 40826 | 4456 | 418741 | 249307 | 305806 |
|  | Firms with 3 or 4 establishments | 37 | 118 | 3783839 | 165548 | 43193 | 3461 | 485086 | 232869 | 222643 |
|  | Firms with 5 to 9 establishments | 9 | 56 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments ............... | 5 | 72 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more | 1 | 79 | D | D | D | e | D | D | D |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7843 | 8217 | 40603484 | 2799463 | 632897 | 76256 | 6694729 | 3658306 | 4184804 |
|  | Single unit firms . . . . . . . . . . . . . | 7455 | 7455 | 24145932 | 1882042 | 405285 | 55712 | 4427573 | 2303747 | 2776066 |
|  | Multiunit firms . . . . . . . . . . . . . . | 388 | 762 | 16457552 | 917421 | 227612 | 20544 | 2267156 | 1354559 | 1408738 |
|  | Firms with 1 establishment ... | 235 | 235 | 5962782 | 441016 | 108706 | 9457 | 1020572 | 669498 | 666752 |
|  | Firms with 2 establishments .. | 101 | 202 | 2320254 | 173774 | 40826 | 4456 | 418741 | 249307 | 305806 |
|  | Firms with 3 or 4 establishments | 37 | 118 | 3783839 | 165548 | 43193 | 3461 | 485086 | 232869 | 222643 |
|  | Firms with 5 to 9 establishments | 9 | 56 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 5 | 72 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 79 | D | D | D | e | D | D | D |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1691 | 1818 | 24363745 | 1182466 | 279461 | 23630 | 3060589 | 2508794 | 2640282 |
|  | Single unit firms . . . . . . . . . . . . | 1579 | 1579 | 8977411 | 503844 | 117026 | 11342 | 1279401 | 735226 | 839793 |
|  | Multiunit firms . ............... | 112 | 239 | 15386334 | 678622 | 162435 | 12288 | 1781188 | 1773568 | 1800489 |
|  | Firms with 1 establishment ... | 74 | 74 | $5147143$ | 219983 | 53192 | $4134$ | 607222 | 556458 | $585422$ |
|  | Firms with 2 establishments .. | 24 | 48 | 3023950 | 162318 | 32054 | 2981 | 412320 | 521804 | $463421$ |
|  | Firms with 3 or 4 establishments | 6 | 22 | 1629390 | 121370 | 33526 | 1911 | 290055 | 243370 | 250529 |
|  | Firms with 5 to 9 establishments.............. | 4 | 22 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments | 3 | 46 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more . ..................... |  |  |  |  |  |  |  |  | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1691 | 1818 | 24363745 | 1182466 | 279461 | 23630 | 3060589 | 2508794 | 2640282 |
|  | Single unit firms . | 1579 | 1579 | 8977411 | 503844 | 117026 | 11342 | 1279401 | 735226 | 839793 |
|  | Multiunit firms... | 112 | 239 | 15386334 | 678622 | 162435 | 12288 | 1781188 | 1773568 | 1800489 |
|  | Firms with 1 establishment | 74 | 74 | 5147143 | 219983 | 53192 | 4134 | 607222 | 556458 | 585422 |
|  | Firms with 2 establishments .. | 24 | 48 | 3023950 | 162318 | 32054 | 2981 | 412320 | 521804 | 463421 |
|  | Firms with 3 or 4 establishments | 6 | 22 | 1629390 | 121370 | 33526 | 1911 | 290055 | 243370 | 250529 |
|  | establishments. | 4 | 22 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 3 | 46 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more | 1 | 27 | D | D | D | g | D | D | D |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 35088 | 41760 | 588970062 | 26778099 | 6317278 | 854919 | 55236142 | 18818462 | 20042559 |
|  | Single unit firms . | 32727 | 32727 | 197631742 | 9899603 | 2247516 | 358069 | 20766843 | 6147319 | 6751259 |
|  | Multiunit firms... | 2361 | 9033 | 391338320 | 16878496 | 4069762 | 496850 | 34469299 | 12671143 | 13291300 |
|  | Firms with 1 establishment ... | 1071 | 1071 | 35549891 | 1911431 | 450927 | 54376 | 4387698 | 1839588 | 1845485 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 694 | 1388 | 34662066 | 1563305 | 359741 | 51130 | 3285630 | 1272664 | 1349875 |
|  | establishments........... | 300 | 983 | 50835458 | 1417481 | 339571 | 44544 | 2830205 | 1519260 | 1552233 |
|  | Firms with 5 to 9 establishments | 159 | 1021 | 49974980 | 1857958 | 443404 | 57292 | 4187002 | 2310189 | 2380191 |
|  | Firms with 10 to 24 | 85 |  |  |  | 412924 |  |  |  | 891143 |
|  |  | 85 | 1332 | 53984130 | 1720001 | 412924 | 51254 | 3695260 | 859212 | 891143 |
|  | or more ... | 52 | 3238 | 166331795 | 8408320 | 2063195 | 238254 | 16083504 | 4870230 | 5272373 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3304 | 4138 | 146689286 | 5541000 | 1336143 | 168190 | 10385724 | 5638569 | 5760246 |
|  | Single unit firms . | 3034 | 3034 | 35524118 | 1170115 | 270047 | 40493 | 2232556 | 910938 | 969900 |
|  | Multiunit firms . . . . . . . . . . . . | 270 | 1104 |  |  |  |  |  | 4727631 | 4790346 |
|  | Firms with 1 establishment ... | 141 | 141 | 10845414 | 395227 | 95035 | 13007 | 759716 | 558598 | 561002 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 56 | 112 | 12709804 | 417688 | 99543 | 12113 | 749044 | 629562 | 644817 |
|  | establishments............ | 36 | 118 | 11518967 | 367067 | 87194 | 10694 | 665825 | 469993 | 470832 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 19 | 107 | 9694924 | 342744 | 81997 | 11355 | 719454 | 489978 | 515234 |
|  |  | 9 | 144 |  | 676617 | 170651 | 18424 | 1214120 | 457429 | 474510 |
|  | Firms with 25 establishments | 9 | 144 | 13037977 | 676617 | 170651 | 18424 | 1214120 | 457429 | 474510 |
|  | or more ............. | 9 | 482 | 53358082 | 2171542 | 531676 | 62104 | 4045009 | 2122071 | 2123951 |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3304 | 4138 | 146689286 | 5541000 | 1336143 | 168190 | 10385724 | 5638569 | 5760246 |
|  | Single unit firms.. | 3034 | 3034 | 35524118 | 1170115 | 270047 | 40493 | 2232556 | 910938 | 969900 |
|  | Multiunit firms . . . . . . . . . . . . . | 270 | 1104 | 111165168 | 4370885 | 1066096 | 127697 | 8153168 | 4727631 | 4790346 |
|  | Firms with 1 establishment ... | 141 | 141 | 10845414 | 395227 | 95035 | 13007 | 759716 | 558598 | 561002 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 56 | 112 | 12709804 | 417688 | 99543 | 12113 | 749044 | 629562 | 644817 |
|  | Firms witablishments............ | 36 | 118 | 11518967 | 367067 | 87194 | 10694 | 665825 | 469993 | 470832 |
|  | Firms with 5 to 9 establishments | 19 | 107 | 9694924 | 342744 | 81997 | 11355 | 719454 | 489978 | 515234 |
|  | Firms with 10 to $24 \ldots \ldots \ldots .$. |  | 144 | 13037977 | 676617 |  |  |  |  |  |
|  | Firms with 25 establishments |  | 144 |  |  | 170651 | 18424 | 1214120 |  |  |
|  | or more ................. | 9 | 482 | 53358082 | 2171542 | 531676 | 62104 | 4045009 | 2122071 | 2123951 |
| 4224101 | General-line grocery whsle, voluntary group |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 154 | 186 | 16156029 | 554986 | 135594 | 17064 | 1105622 | 989577 | 958773 |
|  | Single unit firms . . . . . . . . . . . . | 129 | 129 | 3026648 | 97727 | 23213 | 3489 | 198676 | 158662 | 147737 |
|  | Multiunit firms . . . . . . . . . . . . . | 25 | 57 | 13129381 | 457259 | 112381 | 13575 | 906946 | 830915 | 811036 |
|  | Firms with 1 establishment . . | 19 | 19 | 2126720 | 80512 | 20956 | 2520 | 163279 | 133662 | 132350 |
|  | Firms with 2 establishments .. | 2 | 4 |  | D |  | g | D | D | D |
|  | establishments | 2 | 6 | D | D | D | e | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots . .$. | 1 | 8 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 1 | 20 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more ..................... | - | - | - | _ | - | - | - | - | - |
| 4224102 | General-line grocery whsle, retail cooperative |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 158 | 211 | 16142440 | 467726 | 112330 | 13882 | 884413 | 926900 | 945354 |
|  | Single unit firms . . . . . . . . . | 133 | 133 | 1842899 | 72926 | 17086 | 2755 | 162763 | 102469 | 103932 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224102 | General-line grocery whsle, retail cooperative-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms . . . . . . . . . . . . . | 25 | 78 | 14299541 | 394800 | 95244 | 11127 | 721650 | 824431 | 841422 |
|  | Firms with 1 establishment ... | 13 | 13 | 3933902 | 129336 | 31686 | 4338 | 239730 | 261327 | 277449 |
|  | Firms with 2 establishments ... | 8 | 16 |  | D | D | h | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments .............. | 2 | 11 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | or more ................... | 1 | 35 | D | D | D | c | D | D | D |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3004 | 3741 | 114390817 | 4518288 | 1088219 | 137244 | 8395689 | 3722092 | 3856119 |
|  | Single unit firms . . . . . . . . . . . . . | 2772 | 2772 | 30654571 | 999462 | 229748 | 34249 | 1871117 | 649807 | 718231 |
|  | Multiunit firms . $\ldots \ldots \ldots \ldots \ldots .$. | 232 | 969 | 83736246 | 3518826 | 858471 | 102995 | 6524572 | 3072285 | 3137888 |
|  | Firms with 1 establishment ... | 121 | 121 | 7439312 | 265395 | 63133 | 8660 | 523672 | 343777 | 335129 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 44 | 88 | 4615179 | 234826 | 55101 | 8047 | 426262 | 205748 | 220504 |
|  | establishments.. | 36 | 119 | 10232433 | 312972 | 72811 | 9147 | 584314 | 409142 | 419589 |
|  | Firms with 5 to 9 establishments... | 15 | 86 | 4880370 | 184297 | 44971 | 6346 | 406151 | 171601 | 192489 |
|  | Firms with 10 to 24 establishments. | 9 | 146 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more | 7 | 409 | D | D | D | , | D | D | D |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3271 | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Single unit firms . | 2928 | 2928 | 28701982 | 1213725 | 276264 | 40665 | 2464534 | 1093212 | 1134163 |
|  | Multiunit firms . . . . . . . . . . . . . . | 343 | 910 | 40412849 | 1586547 | 382978 | 44402 | 3551347 | 1604959 | 1952062 |
|  | Firms with 1 establishment ... | 183 | 183 | 8645050 | 399973 | 99176 | 11354 | 928539 | 622556 | 630652 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 91 | 182 | 6244364 | 241646 | 55968 | 7083 | 478189 | 232952 | 266328 |
|  | establishments............ | 36 | 116 | 4846251 | 131020 | 31059 | 3776 | 283679 | 147021 | 146414 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 19 | 121 | 7475439 | 312521 | 75244 | 8542 | 629119 | 308568 | 337394 |
|  | Firms with 10 to 24 | 11 | 147 | 9759421 | 309407 |  | 8150 |  | 192517 | 233532 |
|  | establishments ............. | 11 | 147 | 9759421 |  |  | 8150 | 749454 | 192517 | 233532 |
|  | or more ........... | 3 | 161 | 3442324 | 191980 | 48828 | 5497 | 482367 | 101345 | 337742 |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3271 | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Single unit firms . . . . . . . . . . . . | 2928 | 2928 | 28701982 | 1213725 | 276264 | 40665 | 2464534 | 1093212 | 1134163 |
|  | Multiunit firms . . . . . . . . . . . . . | 343 | 910 | 40412849 | 1586547 | 382978 | 44402 | 3551347 | 1604959 | 1952062 |
|  | Firms with 1 establishment ... | 183 | 183 | 8645050 | 399973 | 99176 | 11354 | 928539 | 622556 | 630652 |
|  | Firms with 2 establishments .. | 91 | 182 | 6244364 | 241646 | 55968 | 7083 | 478189 | 232952 | 266328 |
|  | Firms with 3 or 4 establishments ............ | 36 | 116 | 4846251 | 131020 | 31059 | 3776 | 283679 | 147021 | 146414 |
|  | Firms with 5 to 9 establishments.............. | 19 | 121 | 7475439 | 312521 | 75244 | 8542 | 629119 | 308568 | 337394 |
|  | Firms with 10 to 24 |  |  | 9759421 | 309407 |  |  |  |  |  |
|  | establishments............ | 11 | 147 | 9759421 | 309407 | 72703 | 8150 | 749454 | 192517 | 233532 |
|  | or more .. | 3 | 161 | 3442324 | 191980 | 48828 | 5497 | 482367 | 101345 | 337742 |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ . | 2265 | 2862 | 34594779 | 1637129 | 380221 | 47742 | 3764991 | 856679 | 908789 |
|  | Single unit firms . . . . . . . . . . . . . | 2054 | 2054 | 12407680 | 573545 | 128813 | 18778 | 1214245 |  | 332901 |
|  | Multiunit firms . . . . . . . . . . . . . . | 211 | 808 | 22187099 | 1063584 | 251408 | 28964 | 2550746 | 553648 | 575888 |
|  | Firms with 1 establishment ... | 95 | 95 | 6520335 | 428393 | 99447 | 9381 | 1041288 | 196313 | 200175 |
|  | Firms with 2 establishments .. | 47 | 94 |  | D | D | h | D | D | D |
|  | Firms with 3 or 4 establishments ............. | 33 | 111 | 3302460 | 126106 | 29799 | 4249 | 276491 | 84358 | 87420 |
|  | Firms with 5 to $9 \ldots \ldots \ldots$. | 17 | 105 | 1729139 | 54819 | 13269 | 1630 | 153698 | 38066 | 44505 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............. | 15 | 246 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 4 | 157 | 2005742 | 166295 | 39107 | 5154 | 424946 | 35433 | 36795 |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2265 | 2862 | 34594779 | 1637129 | 380221 | 47742 | 3764991 | 856679 | 908789 |
|  | Single unit firms . . | 2054 | 2054 | 12407680 | 573545 | 128813 | 18778 | 1214245 | 303031 | 332901 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422430 | Dairy products, (except dried or canned) whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms . . . . . . . . . . . . | 211 | 808 | 22187099 | 1063584 | 251408 | 28964 | 2550746 | 553648 | 575888 |
|  | Firms with 1 establishment... | 95 | 95 | 6520335 | 428393 | 99447 | 9381 | 1041288 | 196313 | 200175 |
|  | Firms with 2 establishments .. | 47 | 94 |  |  |  |  | D | D | D |
|  | establishments........... | 33 | 111 | 3302460 | 126106 | 29799 | 4249 | 276491 | 84358 | 87420 |
|  | Firms with 5 to 9 establishments | 17 | 105 | 1729139 | 54819 | 13269 | 1630 | 153698 | 38066 | 44505 |
|  | Firms with 10 to 24 | 15 | 246 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 4 | 157 | 2005742 | 166295 | 39107 | 5154 | 424946 | 35433 | 36795 |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 133 | 140 | 4900769 | 49043 | 12268 | 1642 | 157610 | 19880 | 23534 |
|  | Single unit firms. | 116 | 116 | D | D | D | f | D | D | D |
|  | Multiunit firms ............... | 17 | 24 | D | D | D | f | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 15 | 15 | D | D | D | f | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments........ | 1 | 4 | D | D | D | b | D | D | D |
|  | establishments.. | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | Firms with 25 establishments | - | - | - | - | - | - | - | - |  |
|  | or more . | - | - | - | - | - | - | - | - | - |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2140 | 2722 | 29694010 | 1588086 | 367953 | 46100 | 3607381 | 836799 | 885255 |
|  | Single unit firms... | 1938 | 1938 | D | D | D |  | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 202 | 784 | D | D | D | k | D | D | D |
|  | Firms with 1 establishment . $\ldots$ | 88 | 88 | D | D | D | i | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 48 | 96 | D | D | D | h | D | D |  |
|  | establishments............ | 32 | 108 | D | D | D | h | D | D | D |
|  | establishments.. | 15 | 93 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments | 16 | 267 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more | 3 | 132 | 1714608 | 148200 | 33692 | 4601 | 362735 | 23170 | 24043 |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 955 | 1040 | 13809561 | 490567 | 113929 | 17792 | 1088278 | 270183 | 293622 |
|  | Single unit firms . . . . . . . . . . . . | 874 | 874 | 9009555 | 348770 | 80505 | 13276 | 762797 | 180391 | 195184 |
|  | Multiunit firms................. | 81 | 166 | 4800006 | 141797 | 33424 | 4516 | 325481 | 89792 | 98438 |
|  | Firms with 1 establishment ... | 44 | 44 | 2420079 | 56198 | 12811 | 1510 | 110970 | 27525 | 32783 |
|  | Firms with 2 establishments .. | 22 | 44 |  | D |  | g | D |  |  |
|  | establishments.. | 7 | 22 | 280099 | 10159 | 2509 | 413 | 20193 | 3140 | 2963 |
|  | Firms establishments ............ | 7 | 44 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 1 | 12 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 422440 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 955 | 1040 | 13809561 | 490567 | 113929 | 17792 | 1088278 | 270183 | 293622 |
|  | Single unit firms . . . . . . . . . . . . | 874 | 874 | 9009555 | 348770 | 80505 | 13276 | 762797 | 180391 | 195184 |
|  | Multiunit firms ............... | 81 | 166 | 4800006 | 141797 | 33424 | 4516 | 325481 | 89792 | 98438 |
|  | Firms with 1 establishment ... | 44 | 44 | 2420079 |  |  | 1510 |  |  |  |
|  | Firms with 2 establishments .. | 22 | 44 |  | D | D | g | D | D | D |
|  | Firms with 3 or 4 establishments | 7 | 22 | 280099 | 10159 | 2509 | 413 | 20193 | 3140 | 2963 |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments. <br> Firms with 10 to 24 | 7 | 44 | D | D | D | g | D | D | D |
|  | establishments ............. | 1 | 12 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4224401 | Live poultry whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 50 | 50 | 317047 | 17713 | 4160 | 595 | 36894 | 1853 | 2169 |
|  | Single unit firms ............... | 46 | 46 |  | D | D | f | D | D | D |

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 11464 | 14623 | 186758663 | 9277467 | 2195951 | 288689 | 19494685 | 6404606 | 6746989 |
|  | Single unit firms | 10533 | 10533 | 42975465 | 2554047 | 582487 | 91146 | 5653230 | 2063328 | 2282410 |
|  | Multiunit firms . . | 931 | 4090 | 143783198 | 6723420 | 1613464 | 197543 | 13841455 | 4341278 | 4464579 |
|  | Firms with 1 establishment | 460 | 460 | 15482694 | 764776 | 181509 | 22394 | 1714439 | 991907 | 937434 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 215 | 430 | 13497159 | 626990 | 145415 | 18112 | 1295620 | 675220 | 731232 |
|  | establishments.. | 121 | 397 | 11753497 | 567559 | 140785 | 18150 | 1178001 | 512239 | 517565 |
|  | establishments. | 63 | 407 | 18328460 | 674481 | 156011 | 20603 | 1637698 | 931382 | 1008063 |
|  | Firms with 10 to $24 \ldots \ldots$ | 52 | 795 | 46552509 | 1293140 | 310857 | 36339 | 2663428 | 657491 | 675523 |
|  | Firms with 25 establishments or more $\qquad$ | 20 | 1601 | 38168879 | 2796474 | 678887 | 81945 | 5352269 | 573039 | 594762 |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1461 | 1788 | 13421054 | 587048 | 136127 | 19037 | 1288846 | 550095 | 691110 |
|  | Single unit firms . | 1344 | 1344 | 5745412 | 312221 | 69530 | 10897 | 664578 | 307494 | 366180 |
|  | Multiunit firms.... | 117 | 444 | 7675642 | 274827 | 66597 | 8140 | 624268 | 242601 | 324930 |
|  | Firms with 1 establishment ... | 62 | 62 | 1352288 | 53132 | 13529 | 1842 | 113238 | 68931 | 72996 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 27 | 54 | 1725744 | 40186 | 9012 | 1173 | 84275 | 100799 | 176869 |
|  | establishments........... | 12 | 40 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . | 6 | 38 | 1308519 | 27600 | 6942 | 859 | 95250 | 11411 | 10118 |
|  | Firms with 10 to 24 | 8 |  |  |  |  |  |  |  |  |
|  |  | 8 | 128 | 2832101 | 93512 | 22445 | 2624 | 215171 | 31406 | 31695 |
|  | or more ................... | 2 | 122 | D | D | D | g | D | D | D |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2490 | 3290 | 20275213 | 1607505 | 400066 | 55337 | 3052927 | 477128 | 479087 |
|  | Single unit firms . | 2342 | 2342 | 4039452 | 366984 | 84552 | 17158 | 685643 | 94034 | 104304 |
|  | Multiunit firms . . . . . . . . . . . . | 148 | 948 | 16235761 | 1240521 | 315514 | 38179 | 2367284 | 383094 | 374783 |
|  | Firms with 1 establishment ... | 85 | 85 | 2571618 | 180539 | 40673 | 5475 | 336352 | 140291 | 133390 |
|  | Firms with 2 establishments .. | 24 | 48 | 610710 | 39953 | 9711 | 1342 | 78268 | 20411 | 20899 |
|  | establishments.......... | 14 | 45 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 10 | 59 | 1396861 | 42160 | 10615 | 1232 | 73385 | 6072 | 6103 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  | 6103 |
|  | establishments........ | 9 | 154 | 1195245 | 163300 | 39416 | 5510 | 327122 | 7543 | 7054 |
|  | or more .................. | 6 | 557 | D | D | D | j | D | D | D |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 1940 | 3150 | 29142717 | 3212389 | 739081 | 100272 | 6711763 | 719316 | 799386 |
|  | Single unit firms .... | 1739 | 1739 | 4429296 | 471364 | 106782 | 16682 | 1128727 | 163826 | 180102 |
|  | Multiunit firms . . . . . . . . . . . | 201 | 1411 | 24713421 | 2741025 | 632299 | 83590 | 5583036 | 555490 | 619284 |
|  | Firms with 1 establishment ... | 69 | 69 | 1192254 | 112958 | 26022 | 3136 | 234528 | 49788 | 47101 |
|  | Firms with 2 establishments .. | 54 | 108 | 1072275 | 125716 | 29024 | 3962 | 280886 | 31209 | 31355 |
|  | Firms with ${ }_{\text {establishments }}$ o........... | 37 | 120 | 1243549 | 144687 | 34106 | 4875 | 302986 | 27331 | 32350 |
|  | Firms with 5 to 9 establishments | 21 | 131 | 1905923 | 199976 | 42653 | 6259 | 512334 | 51043 | 81090 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 11 | 175 | 3208466 | 343048 | 79457 | 12008 | 761694 | 87360 | 96939 |
|  | or more | 9 | 808 | 16090954 | 1814640 | 421037 | 53350 | 3490608 | 308759 | 330449 |
| 4224904 | Canned goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1156 | 1283 | 27632847 | 753747 | 178275 | 20470 | 1632525 | 1075206 | 1025866 |
|  | Single unit firms . . . . . . . . . . . . . | 1032 | 1032 | 6922591 | 277023 | 66128 | 8791 | 615488 | 331728 | 366673 |
|  |  | 124 | 251 | 20710256 | 476724 | 112147 | 11679 | 1017037 | 743478 | 659193 |
|  | Firms with 1 establishment ... | 78 | 78 | 4526719 | 154235 | 36092 | 3804 | 346875 | 394124 | 307246 |
|  | Firms with 2 establishments .. | 24 | 48 | 1609568 | 60167 | 14578 | 1583 | 109462 | 31075 | 33579 |
|  | Firms with 3 or $4 \ldots \ldots \ldots .$. | 13 | 44 | 2860783 | 94336 | 22745 | 2247 | 168113 | 68615 | 74596 |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments . .......... | 5 | 30 | 4137446 | 92258 | 20646 | 2583 | 246814 | 234739 | 226332 |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . | 4 | 51 | 7575740 | 75728 | 18086 | 1462 | 145773 | 14925 | 17440 |
|  | Firms with 25 establishments or more $\square$ | - | - |  | - | - | - | - | - | - |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 606 | 703 | 6331021 | 266495 | 61485 | 7303 | 599825 | 307851 | 309381 |
|  | Single unit firms . . | 552 | 552 | 2988405 | 148405 | 30671 | 4207 | 319835 | 146805 | 169214 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224905 | Food \& beverage basic materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms . |  | 151 | 3342616 | 118090 | 30814 | 3096 | 279990 | 161046 |  |
|  | Firms with 1 establishment | 22 | 22 | - 552919 | 20732 | 6594 | 388 | 279 459 | 18437 | 35747 |
|  | Firms with 2 establishments | 17 | 34 | 1752397 | 39851 | 9807 | 1115 | 77172 | 48033 | 51011 |
|  | $\begin{aligned} & \text { Firms with } 3 \text { or } 4 \\ & \text { establishments. } \end{aligned}$ | 9 | 29 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 | 2 | 12 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments | 4 | 54 | 555035 | 36585 | 9287 | 1095 | 97598 | 37723 | 39280 |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | - | - | - |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 3878 | 4409 | 89955811 | 2850283 | 680917 | 86270 | 6208799 | 3275010 | 3442159 |
|  | Single unit firms . | 3524 | 3524 | 18850309 | 978050 | 224824 | 33411 | 2238959 | 1019441 | 1095937 |
|  | Multiunit firms.... | 354 | 885 | 71105502 | 1872233 | 456093 | 52859 | 3969840 | 2255569 | 2346222 |
|  | Firms with 1 establishment ... | 211 | 211 | 11643830 | 461458 | 108313 | 13033 | 1129634 | 645279 | 693844 |
|  | Firms with 2 establishments .. | 69 | 138 | 6073554 | 299783 | 73355 | 8668 | 569584 | 389759 | 393957 |
|  | Firms with 3 or 4 establishments. | 34 | 113 | 6337146 | 205926 | 52789 | 6927 | 442906 | 257791 | 259862 |
|  | Firms with 5 to 9 Firms establishments. | 23 | 149 | D | D | D | j | D | D | D |
|  | Firms with 10 to 24 establishments. | 16 | 247 | 30007315 | 484438 | 118271 | 11844 | 969826 | 344764 | 347288 |
|  | Firms with 25 establishments or more $\qquad$ |  | 27 | D | D | D | g | D | D | D |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6994 | 10343 | 166786245 | 2306012 | 518518 | 97521 | 6037409 | 9518504 | 9689572 |
|  | Single unit firms . | 5902 | 5902 | 50824279 | 969458 | 211079 | 52653 | 2462012 | 2292461 | 2430577 |
|  | Multiunit firms..... | 1092 | 4441 | 115961966 | 1336554 | 307439 | 44868 | 3575397 | 7226043 | 7258995 |
|  | Firms with 1 establishment ... | 327 | 327 | 8836404 | 163856 | 36259 | 5221 | 387181 | 662872 | 641938 |
|  | Firms with 2 establishments .. | 341 | 682 | 24560299 | 214247 | 47928 | 7359 | 549885 | 836074 | 876680 |
|  | establishments. | 241 | 798 | 10864210 | 213055 | 48437 | 7620 | 603084 | 818490 | 840594 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 130 | 836 | 14942847 | 253233 | 58639 | 8478 | 652936 | 1276173 | 1346125 |
|  | Firms with 10 to 24 establishments | 37 | 519 | 9089356 | 122538 | 26287 | 4037 | 311421 | 659026 | 690811 |
|  | Firms with 25 establishments or more $\qquad$ | 16 | 1279 | 47668850 | 369625 | 89889 | 12153 | 1070890 | 2973408 | 2862847 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3785 | 6569 | 120312556 | 1642921 | 370403 | 56368 | 4384826 | 6828225 | 6982213 |
|  | Single unit firms . . | 2877 | 2877 | 23282741 | 566290 | 121956 | 21400 | 1439474 | 1602940 | 1704856 |
|  | Multiunit firms . $\ldots . \ldots \ldots \ldots \ldots$ | 908 | 3692 | 97029815 | 1076631 | 248447 | 34968 | 2945352 | 5225285 | 5277357 |
|  | Firms with 1 establishment ... | 239 | 239 | 5290243 | 94003 | 21538 | 3204 | 251287 | 282804 | 260601 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 294 | 588 | 21382254 | 182909 | 41002 | 5713 | 451745 | 701141 | 704318 |
|  | Firmstablishments ............. | 213 | 708 | 14113670 | 208115 | 46101 | 6755 | 570406 | 800927 | 842807 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 119 | 760 | 6119441 | 173235 | 39996 | 6171 | 452110 | 642748 | 659329 |
|  | Firms with 10 to 24 establishments . | 33 | 456 | 6777863 | 98333 | 22651 | 3202 | 255413 | 369376 | 437000 |
|  | Firms with 25 establishments or more $\qquad$ | 10 | 941 | 43346344 | 320036 | 77159 | 9923 | 964391 | 2428289 | 2373302 |
| 422510 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3785 | 6569 | 120312556 | 1642921 | 370403 | 56368 | 4384826 | 6828225 | 6982213 |
|  | Single unit firms . . . . . . . . . . . . | 2877 | 2877 | 23282741 | 566290 | 121956 | 21400 | 1439474 | 1602940 | 1704856 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 908 | 3692 | 97029815 | 1076631 | 248447 | 34968 | 2945352 | 5225285 | 5277357 |
|  | Firms with 1 establishment ... | 239 | 239 | 5290243 | 94003 | 21538 | 3204 | 251287 | 282804 | 260601 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 294 | 588 | 21382254 | 182909 | 41002 | 5713 | 451745 | 701141 | 704318 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 213 | 708 | 14113670 | 208115 | 46101 | 6755 | 570406 | 800927 | 842807 |
|  | Firms with 5 to 9 establishments | 119 | 760 | 6119441 | 173235 | 39996 | 6171 | 452110 | 642748 | 659329 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ........... Firms with 25 establishments | 33 | 456 | 6777863 | 98333 | 22651 | 3202 | 255413 | 369376 | 437000 |
|  | or more . | 10 | 941 | 43346344 | 320036 | 77159 | 9923 | 964391 | 2428289 | 2373302 |
| 42252 | Livestock whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1707 | 2090 | 24098461 | 260202 | 60243 | 27182 | 645154 | 212441 | 264903 |
|  | Single unit firms . | 1621 | 1621 | 18015983 | 195956 | 45003 | 23011 | 494554 | 182386 | 232847 |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42252 | Livestock whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms.. | 86 | 469 | 6082478 | 64246 | 15240 | 4171 | 150600 | 30055 | 32056 |
|  | Firms with 1 establishment . | 37 | 37 | 974516 | 14413 | 3404 | 649 | 33830 | 11802 | 12901 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 27 | 54 | 1449199 | 12810 | 2948 | 856 | 36097 | 5306 | 5763 |
|  | establishments ............. | 9 | 27 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 30 | 343615 | 9624 | 2314 | 611 | 21764 | 4361 | 4865 |
|  | Firms with 10 to 24 establishments. | 4 | 68 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 253 | D | D | D | f | D | D | D |
| 422520 | Livestock whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1707 | 2090 | 24098461 | 260202 | 60243 | 27182 | 645154 | 212441 | 264903 |
|  | Single unit firms.. | 1621 | 1621 | 18015983 | 195956 | 45003 | 23011 | 494554 | 182386 | 232847 |
|  | Multiunit firms . . . . . . . . . . | 86 | 469 | 6082478 | 64246 | 15240 | 4171 | 150600 | 30055 | 32056 |
|  | Firms with 1 establishment | 37 | 37 | -974516 | 14413 | 3404 | 649 | 33830 | 11802 | 12901 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 27 | 54 | 1449199 | 12810 | 2948 | 856 | 36097 | 5306 | 5763 |
|  | establishments ............ | 9 | 27 | D | D | D | f | D | D | D |
|  | establishments. | 4 | 30 | 343615 | 9624 | 2314 | 611 | 21764 | 4361 | 4865 |
|  | Firms with 10 to 24 establishments ........... | 4 | 68 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 253 | D | D | D | f | D | D | D |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1533 | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Single unit firms . | 1404 | 1404 | 9525555 | 207212 | 44120 | 8242 | 527984 | 507135 | 492874 |
|  | Multiunit firms . . . . . . . . . . . | 129 | 280 | 12849673 | 195677 | 43752 | 5729 | 479445 | 1970703 | 1949582 |
|  | Firms with 1 establishment ... | 76 | 76 | 3385780 | 63314 | 13123 | 1668 | 121185 | 498137 | 446552 |
|  | Firms with 2 establishments .. | 28 | 56 | 3466516 | 31236 | 7644 | 1127 | 93884 | 487923 | 441093 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . | 18 | 58 | D | D | D | f | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots .$. | 4 | 29 | 1828043 | 33292 | 8079 | 830 | 72841 | 137170 | 256561 |
|  | Firms with 10 to 24 establishments. | 2 | 27 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 34 | D | D | D | f | D | D | D |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1533 | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Single unit firms . | 1404 | 1404 | 9525555 | 207212 | 44120 | 8242 | 527984 | 507135 | 492874 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 129 | 280 | 12849673 | 195677 | 43752 | 5729 | 479445 | 1970703 | 1949582 |
|  | Firms with 1 establishment ... | 76 | 76 |  |  | 13123 | 1668 | 121185 | $498137$ | $446552$ |
|  | Firms with 2 establishments .. | 28 | 56 | 3466516 | 31236 | 7644 | 1127 | 93884 | $487923$ | $441093$ |
|  | establishments............ | 18 | 58 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 29 | 1828043 | 33292 | 8079 | 830 | 72841 | 137170 | 256561 |
|  | Firms with 10 to $24 \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | $\xrightarrow{\text { establishments } \ldots \text {.......... }}$ | 2 | 27 | D | D | D | f | D | D | D |
|  | or more | 1 | 34 | D | D | D | f | D | D | D |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 246 | 260 | 2096303 | 54276 | 13637 | 1983 | 138079 | 111982 | 120784 |
|  | Single unit firms . . . . . . . . . . . . . | 221 | 221 | 1285206 | 35322 |  | 1271 | 91466 | 77488 | 87273 |
|  | Multiunit firms.................. | 25 | 39 | 811097 | 18954 | 5068 | 712 | 46613 | 34494 | 33511 |
|  | Firms with 1 establishment ... | 15 | 15 | 431345 | 9481 | 2571 | 181 | 18762 | 18547 | 17938 |
|  | Firms with 2 establishments .. | 6 | 12 | 89931 | 4258 | 1256 | 316 | 9 877 | 7079 | 5234 |
|  | Firms with 3 or 4 establishments | 4 | 12 | 289821 | 5215 | 1241 | 215 | 17974 | 8868 | 10339 |
|  | Firms with 5 to 9 establishments | _ | - |  | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  | - |  | - | - |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4225902 | Leaf tobacco whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 304 | 328 | 3658394 | 86300 | 19974 | 3720 | 184980 | 294291 | 331722 |
|  | Single unit firms . . . . . . . . . . . . | 287 | 287 | 2130599 | 35303 |  |  |  | 81595 | 26640 |
|  | Multiunit firms................ | 17 | 41 | 1527795 | 50997 | 12217 | 1436 | 95173 | 212696 | 305082 |
|  |  | 6 | 6 |  | D |  | e | D | D | D |
|  | Firms with 2 establishments .. | 6 | 12 | D | D | D | e | D | D | D |
|  | Firms with 3 or 4 establishments ........... | 3 | 9 | 48526 | 977 | 637 | 86 | 2039 | - | - |
|  | Firms with 5 to 9 establishments | 2 | 14 | D | D | D | f | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4225902 | Leaf tobacco whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms-Con. <br> Firms with 10 to 24 establishments Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4225903 | Wool, wool tops, \& mohair whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 78 | 80 | 202820 | 7838 | 1656 | 307 | 20068 | 22725 | 26369 |
|  | Single unit firms . | 75 | 75 | 185919 | 7026 | 1528 | 270 | 16971 | 20208 | 24060 |
|  | Multiunit firms . . . . . . . . . . . | 3 | 5 | 16901 | 812 | 128 | 37 | 3097 | 2517 | 2309 |
|  | Firms with 1 establishment | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. |  |  |  |  |  | - |  |  |  |
|  | Firms with 3 or 4 establishments. | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | _ | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  | - | - | - | - | - | - | - | - |
|  | establishments............ Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4225904 | Cotton whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 248 | 297 | 10618437 | 110196 | 21147 | 2595 | 336390 | 1702714 | 1616882 |
|  | Single unit firms . | 215 | 215 | 2759822 | 30719 | 5642 | 917 | 109898 | 192584 | 201256 |
|  | Multiunit firms . . . . . . . . . . . | 33 | 82 | 7858615 | 79477 | 15505 | 1678 | 226492 | 1510130 | 1415626 |
|  | Firms with 1 establishment ... | 18 | 18 | 2831344 | 21515 | 4631 | 590 | 52631 | 668946 |  |
|  | Firms with 2 establishments .. | 7 | 14 |  | D | D | c | D | D | D |
|  | establishments........... | 4 | 13 | 365728 | 10704 | 2508 | 341 | 53464 | 48363 | 57385 |
|  | Firms with 5 to 9 establishments .......... | 3 | 24 | D | D | D | e | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 3 |  |  |  | D |  |  |  |  |
|  | establishments ............ Firms with 25 establishments | 1 | 13 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 661 | 719 | 5799274 | 144279 | 31458 | 5366 | 327912 | 346126 | 346699 |
|  | Single unit firms . | 606 | 606 | 3164009 | 98842 | 20624 | 3500 | 219842 | 135260 | 153645 |
|  | Multiunit firms . . . . . . . . . . . | 55 | 113 | 2635265 | 45437 | 10834 |  | 108070 | 210866 | 193054 |
|  | Firms with 1 establishment ... | 41 | 41 | 1228087 | 16047 | 3357 1 | 631 | 34617 | 32376 | 28453 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | 171938 | 6529 | 1954 | 139 | 18776 | 18518 | 17099 |
|  | establishments............ | 6 | 21 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 34 | D | D | D | f | D | D | D |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 11799 | 15920 | 128923496 | 7241315 | 1741474 | 165768 | 14924310 | 6112219 | 6425438 |
|  | Single unit firms . . . . . . . . . . . . . | 10504 | 10504 | 33187793 | 2759059 | 617599 | 69514 | 5538075 | 1929105 | 2109649 |
|  | Multiunit firms . . . . . . . . . . . . |  |  | 95735703 | 4482256 | 1123875 | 96254 | 9386235 | 4183114 | 4315789 |
|  | Firms with 1 establishment ... | 572 | 572 | 12193999 | 729839 | 175570 | 15970 | 1701595 | $921906$ | $975199$ |
|  | Firms with 2 establishments .. | 347 | 694 | 9572637 | 569934 | 133512 | 12879 | 1202801 | $562068$ | $598119$ |
|  | Firms with 3 or $4 . \ldots \ldots . .$. | 187 | 627 | 11421058 | 462315 | 116880 | 9410 | 995911 | 452576 | 500955 |
|  | Firms with 5 to 9 establishments | 103 | 679 | 23093180 | 679709 | 169897 | 14351 | 1431561 | 936160 | 902240 |
|  | Firms with 10 to 24 establishments | 56 | 761 |  |  |  |  |  |  |  |
|  | Firms with 25 establishments |  |  |  |  |  |  |  |  |  |
|  | or more ................... | 30 | 2083 | 18839395 | 1346750 | 336017 | 29820 | 2665644 | 977651 | 982110 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3443 | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Single unit firms . . . . . . . . . . . . | 3045 | 3045 | 12452687 | 848881 | 188763 | 21833 | 1740618 | 611753 | 679380 |
|  | Multiunit firms . . . | 398 | 1304 | 22740584 | 894769 | 217185 | 21847 | 1919300 | 1266578 | 1308909 |
|  | Firms with 1 establishment ... | 160 | 160 | 3934890 | 176956 | 40635 | 4205 | 402601 | 368346 | 374868 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 125 | 250 | 2682469 | 182141 | 42664 | 4433 | 378162 | 223605 | 233853 |
|  | establishments | 52 | 176 | 4090613 | 130103 | 33122 | 2953 | 266985 | 111635 | 139607 |
|  | Firms with 5 to 9 establishments | 37 | 251 | 6577140 | 168064 | 41998 | 4447 | 335429 | 170428 | 173868 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | 37 | 251 |  | 168064 | 41998 |  | 335429 | 170428 | 173868 |
|  | establishments ............ | 21 | 289 | 3637123 | 171266 | 43293 | 3996 | 366994 | 239983 | 232565 |
|  | or more |  | 178 | 1818349 | 66239 | 15473 | 1813 | 169129 | 152581 | 154148 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3443 | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Single unit firms . | 3045 | 3045 | 12452687 | 848881 | 188763 | 21833 | 1740618 | 611753 | 679380 |
|  | Multiunit firms . . . | 398 | 1304 | 22740584 | 894769 | 217185 | 21847 | 1919300 | 1266578 | 1308909 |
|  | Firms with 1 establishment . | 160 | 160 | 3934890 | 176956 | 40635 | 4205 | 402601 | 368346 | 374868 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 125 | 250 | 2682469 | 182141 | 42664 | 4433 | 378162 | 223605 | 233853 |
|  | establishments.. | 52 | 176 | 4090613 | 130103 | 33122 | 2953 | 266985 | 111635 | 139607 |
|  | Firms with 5 to 9 establishments . . | 37 | 251 | 6577140 | 168064 | 41998 | 4447 | 335429 | 170428 | 173868 |
|  | Firms with 10 to 24 | 21 | 289 | 3637123 | 171266 | 43293 | 3996 | 366994 | 239983 | 232565 |
|  | Firms with 25 establishments | 21 | 289 178 | 1818349 | 16239 | 15473 | 3996 1813 | 366994 169129 | 152581 | 154148 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8390 | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Single unit firms . | 7459 | 7459 | 20735106 | 1910178 | 428836 | 47681 | 3797457 | 1317352 | 1430269 |
|  | Multiunit firms . ............... | 931 | 4112 | 72995119 | 3587487 | 906690 | 74407 | 7466935 1 | 2916536 | 3006880 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 431 237 | 431 474 | 9652645 7717530 | 578494 439217 | 142059 103246 | 12189 9260 | 1364317 933574 | 612 <br> 464 <br> 13 | 660967 497685 |
|  | Firms with 3 or 4 establishments | 140 | 469 | 12188753 | 403665 | 103546 | 7713 | 868356 | 370474 | 386982 |
|  | Firms with 5 to 9 establishments | 64 | 419 | 24197716 | 647136 | 179892 | 11042 | 1340370 | 622308 | 582814 |
|  | Firms with 10 to 24 | 32 | 445 | 4290553 | 282330 | 68201 | 6777 | 573627 | 175594 | 185667 |
|  | Firms with 25 establishments or more | 27 | 1874 | 14947922 | 1236645 | 309746 | 27426 | 2386691 | 671840 | 692765 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8390 | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Single unit firms . | 7459 | 7459 | 20735106 | 1910178 | 428836 | 47681 | 3797457 | 1317352 | 1430269 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 931 | 4112 | 72995119 | 3587487 | 906690 | 74407 | 7466935 | 2916536 | 3006880 |
|  | Firms with 1 establishment ... | 431 | 431 | 9652645 | 578494 | 142059 | 12189 | 1364317 | 612243 | 660967 |
|  | Firms with 2 establishments .. | 237 | 474 | 7717530 | 439217 | 103246 | 9260 | 933574 | 464077 | 497685 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 140 | 469 | 12188753 | 403665 | 103546 | 7713 | 868356 | 370474 | 386982 |
|  | Firms with 5 to 9 establishments | 64 | 419 | 24197716 | 647136 | 179892 | 11042 | 1340370 | 622308 | 582814 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  | 45055 |  | 8 |  |  |  |  |
|  | establishments............ | 32 | 445 | 4290553 | 282330 | 68201 | 6777 | 573627 | 175594 | 185667 |
|  | or more .................. | 27 | 1874 | 14947922 | 1236645 | 309746 | 27426 | 2386691 | 671840 | 692765 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 528 | 1106 | 2806880 | 407882 | 97550 | 11505 | 820782 | 167580 | 181052 |
|  | Single unit firms . . . . . . . . . . . . | 416 | 416 | 508227 | 82368 | 18837 | 2785 | 164888 | 34395 | 36120 |
|  | Multiunit firms............... | 112 | 690 | 2298653 | 325514 | 78713 | 8720 | 655894 | 133185 | 144932 |
|  | Firms with 1 establishment ... | 61 | 61 | 347084 | 42903 | 10083 | 1127 | 89303 | 15452 | 16014 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 20 | 40 | 98053 | 17072 | 3854 | 472 | 33626 | 6370 | 7162 |
|  | establishments ............ | 14 | 43 | 117392 | 14705 | 3341 | 430 | 29908 | 6969 | 7446 |
|  | Firms with 5 to 9 establishments ............... | 6 | 38 | 100192 | 21115 | 5103 | 554 | 38794 | 14364 | 16612 |
|  | Firms with 10 to 24 establishments. | 6 | 81 | 183511 | 27282 | 6781 | 826 |  | 14407 | 15574 |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 427 | 1452421 | 202437 | 49551 | 5311 | 397567 | 75623 | 82124 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 7881 | 10465 | 90923345 | 5089783 | 1237976 | 110583 | 10443610 | 4066308 | 4256097 |
|  | Single unit firms . . . . . . . . . . . . | 7043 | 7043 | 20226879 | 1827810 | 409999 | 44896 | 3632569 | 1282957 | 1394149 |
|  | Multiunit firms................. | 838 | 3422 | 70696466 | 3261973 | 827977 | 65687 | 6811041 | 2783351 | 2861948 |
|  | Firms with 1 establishment ... | 387 | 387 | 9443003 | 556761 | 137101 | 11530 | 1321376 | 604730 | 654433 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 217 | 434 | 7631664 | 420316 | 99000 | 8757 | 895293 | 458414 | 492424 |
|  | Firms with 3 or 4 establishments | 125 | 424 | 11991284 | 384842 | 99384 | 7160 | 823782 | 359818 | 373315 |
|  | Firms with 5 to 9 establishments ............... | 60 | 393 | 24147611 | 626269 | 174594 | 10502 | 1307052 | 612718 | 571086 |
|  | Firms with 10 to 24 establishments | 27 | 388 | 4297544 | 267948 | 64374 | 6289 | 542310 | 164876 | 175745 |
|  | Firms with 25 establishments |  |  |  |  |  |  |  |  |  |
|  | or more ........ | 22 | 1396 | 13185360 | 1005837 | 253524 | 21449 | 1921228 | 582795 | 594945 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 8130 | r11 297 | '267 623942 | '4 479853 | r1 081580 | r137 829 | 12000291 | 6814285 | 6960673 |
|  | Single unit firms. | 5680 | 5680 | 53070736 | 1446463 | 331522 | 50845 | 3576520 | 1515866 | 1599944 |
|  | Multiunit firms... | 2450 | 5617 | 214553206 | 3033390 | 750058 | 86984 | 8423771 | 5298419 | 5360729 |
|  | Firms with 1 establishment ... | 1663 | 1663 | 48890195 | 970146 | 229501 | 32884 | 2920266 | 1037895 | 1248195 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 415 | 830 | 14887022 | 315635 | 76286 | 10190 | 776934 | 550797 | 450368 |
|  | establishments.......... | 237 | 769 | 15375099 | 357281 | 85785 | 10671 | 904798 | 501216 | 491827 |
|  | Firms with 5 to 9 establishments . . . . . . . | 85 | 545 | 11399389 | 244742 | 55424 | 7790 | 551465 | 272172 | 264675 |
|  | Firms with 10 to 24 establishments | 28 | 411 | 11606607 | 214689 | 56075 | 5493 | 552364 | 437077 | 407860 |
|  | Firms with 25 establishments or more $\qquad$ | 22 | 1399 | 112394894 | 930897 | 246987 | 19956 | 2717944 | 2499262 | 2497804 |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5331 | ${ }^{7} 690$ | r176 719246 | '3165900 | '754 255 | r102 489 | 8264472 | 5235427 | 5393771 |
|  | Single unit firms . | 3358 | 3358 | 29462960 | 965606 | 221091 | 35692 | 2382170 | 912545 | 950151 |
|  |  |  |  | 147256286 |  | 533164 |  | 5882302 | 4322882 | 4443620 |
|  | Firms with 1 establishment ... | 1359 | 1359 | 29916916 | 788555 | 179472 | 27518 | 2008493 | 895004 | 1026218 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 329 | 658 | 6958787 | 244818 | 61777 | 8505 | 606251 | 260254 | 261673 |
|  | establishments ........ | 178 | 579 | 9017721 | 222589 | 51443 | 7432 | 558514 | 285413 | 300652 |
|  | establishments. | 66 | 418 | 5976600 | 189680 | 44062 | 5206 | 474736 | 334352 | 321667 |
|  | Firms with 10 to 24 establishments.............. | 22 | 305 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 19 | 1013 | D | D | D | j | D | D | D |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms. | 5331 | ${ }^{7} 690$ | r176 719246 | '3165900 | '754 255 | r102 489 | 8264472 | 5235427 | 5393771 |
|  | Single unit firms . | 3358 | 3358 | 29462960 | 965606 | 221091 | 35692 | 2382170 | 912545 | 950151 |
|  | Multiunit firms . . . . . . . . . . . . . . | 1973 | 4332 | 147256286 | 2200294 | 533164 | 66797 | 5882302 | 4322882 | 4443620 |
|  | Firms with 1 establishment . . . | 1359 | 1359 | 29916916 | 788555 | 179472 | 27518 | 2008493 | 895004 | 1026218 |
|  | Firms with 2 establishments .. | 329 | 658 | 6958787 | 244818 | 61777 | 8505 | 606251 | 260254 | 261673 |
|  |  | 178 | 579 | 9017721 | 222589 | 51443 | 7432 | 558514 | 285413 | 300652 |
|  | Firms with 5 to 9 establishments | 66 | 418 | 5976600 | 189680 | 44062 | 5206 | 474736 | 334352 | 321667 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | 22 | 305 | D | D | D | h | D | D | D |
|  | or more .................. | 19 | 1013 | D | D | D | j | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5152 | 17270 | r171 008939 | '2 991345 | '713 993 | r97 752 | 7859949 | 4976010 | 5120276 |
|  | Single unit firms . . . . . . . . . . . | 3259 | 3259 | 28740134 | 936828 | 214552 | 34977 | 2314167 | 882615 | 914284 |
|  | Multiunit firms . . . . . . . . . . . . . . | 1893 | 4011 | 142268805 | 2054517 | 499441 | 62775 | 5545782 | 4093395 | 4205992 |
|  | Firms with 1 establishment ... | 1312 | 1312 | 27675520 | 724667 | 166540 | 26160 | 1875897 | 858211 | 998534 |
|  | Firms with 2 establishments .. | 317 | 634 | 6686567 | 236306 | 59315 | 8193 | 589550 | 237354 | 238834 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 163 | 529 | 8814124 | 210076 | 48689 | 7002 | 528468 | 272902 | 287662 |
|  | Firms with 5 to 9 establishments | 63 | 395 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 20 | 274 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 18 | 867 | D | D | D | j | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 4814 | 6045 | 50922994 | 1878095 | 443455 | 69499 | 4737727 | 1461304 | 1476135 |
|  | Single unit firms . . . . . . . . . . . . |  |  | 19825112 | +796738 | 184243 | 30986 | 2000759 | 573836 | 585921 |
|  | Multiunit firms................. | 1731 | 2962 | 31097882 | 1081357 | 259212 | 38513 | 2736968 | 887468 | 890214 |
|  | Firms with 1 establishment ... |  | 1225 | 13433688 | $513233$ | 120887 | 19378 | 1341029 | 359094 | 352611 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 296 | 592 | 4850641 | 201368 | 48848 | 7170 | 508873 | 154869 | 153564 |
|  | Firms with establishments | 139 | 449 | 3331994 | 146292 | 34254 | 5175 | 358069 | 120073 | 123704 |
|  | Firms with 5 to 9 establishments ............... . . | 55 | 337 | D | D | D | h | D | D | D |
|  | Firms with 10 to $24 \times \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 13 | 169 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 190 |  | D | D | g | D | D | D |

[^186]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms | 437 | r1 225 | r120 085945 | '1113 250 | '270 538 | r28 253 | 3122222 | 3514706 | 3644141 |
|  | Single unit firms | 176 | 176 | 8915022 | 140090 | 30309 | 3991 | 313408 | 308779 | 328363 |
|  | Multiunit firms... | 261 | 1049 | 111170923 | 973160 | 240229 | 24262 | 2808814 | 3205927 | 3315778 |
|  | Firms with 1 establishment ... | 189 | 189 | 17334372 | 287253 | 63811 | 9214 | 750220 | 584544 | 738541 |
|  | Firms with 2 establishments ... | 27 | 54 | 1774833 | 50650 | 13977 | 1228 | 94609 | 70729 | 81439 |
|  | establishments.. | 12 | 39 | 5512197 | 38676 | 7131 | 879 | 115323 | 172077 | 171952 |
|  | Firms with 5 to 9 establishments | 8 | 53 | 1755482 | 40857 | 10645 | 837 | 110601 | 127310 | 98892 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments | 11 | 169 | 30635273 | 168261 | 44179 | 3443 | 630831 | 572474 | 550258 |
|  | or more . . . . . . . . . . . . . . | 14 | 545 | 54158766 | 387463 | 100486 | 8661 | 1107230 | 1678793 | 1674696 |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms | 209 | 420 | 5710307 | 174555 | 40262 | 4737 | 404523 | 259417 | 273495 |
|  | Single unit firms . | 99 | 99 | 722826 | 28778 | 6539 | 715 | 68003 | 29930 | 35867 |
|  | Multiunit firms... | 110 | 321 | 4987481 | 145777 | 33723 | 4022 | 336520 | 229487 | 237628 |
|  | Firms with 1 establishment ... | 76 | 76 | 3779013 | 79282 | 17193 | 1778 | 175338 | 107487 | 107034 |
|  | Firms with 2 establishments .. | 14 | 28 | 218056 | 8479 | 2416 | 288 | 18942 | 8449 | 8850 |
|  | Firms with 3 or 4 establishments ................ | 12 | 39 | 63092 | 8346 | 1752 | 280 | 15580 | 3965 | 4092 |
|  | Firms with 5 to 9. establishments... | 6 | 36 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 1 | 14 | D | D | D | b | D | D | D |
|  | or more .................. | 1 | 128 | D | D | D | g | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3002 | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Single unit firms ... | 2322 | 2322 | 23607776 | 480857 | 110431 | 15153 | 1194350 | 603321 | 649793 |
|  | Multiunit firms . . . . . . . . . . . . . . | 680 | 1285 | 67296920 | 833096 | 216894 | 20187 | 2541469 | 975537 | 917109 |
|  | Firms with 1 establishment ... | 520 | 520 | 26872890 | 293586 | 75630 | 8457 | 1224581 | 524811 | 468683 |
|  | Firms with 2 establishments .. | 93 | 186 | 6751629 | 100297 | 24466 | 2396 | 235633 | 147459 | 142876 |
|  | Firms with 3 or $4 \ldots \ldots . .$. | 36 | 115 | 4184970 | 66382 | 15867 | 1610 | 151945 | 85730 | 80101 |
|  | Firms with 5 to 9 establishments | 19 | 119 | 12176189 | 191867 | 49239 | 4280 | 368725 | 132170 | 137113 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 8 | 119 | D | D | D | g | D | D | D |
|  | or more | 4 | 226 | D | D | D | g | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3002 | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Single unit firms . . . . . . . . . . . . | 2322 | 2322 | 23607776 | 480857 | 110431 | 15153 | 1194350 | 603321 | 649793 |
|  | Multiunit firms . . . . . . . . . . . . . | 680 | 1285 | 67296920 | 833096 | 216894 | 20187 | 2541469 | 975537 | 917109 |
|  | Firms with 1 establishment ... | 520 | 520 | 26872890 | 293586 | 75630 | 8457 | 1224581 | 524811 | 468683 |
|  | Firms with 2 establishments .. | 93 | 186 | 6751629 | 100297 | 24466 | 2396 | 235633 | 147459 | 142876 |
|  | Firms with 3 or 4 establishments.............. | 36 | 115 | 4184970 | 66382 | 15867 | 1610 | 151945 | 85730 | 80101 |
|  | Firms with 5 to 9 establishments | 19 | 119 | 12176189 | 191867 | 49239 | 4280 | 368725 | 132170 | 137113 |
|  | Firms with 10 to $24 . \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 8 | 119 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more | 4 | 226 | D | D | D | g | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 3841 | 4850 | 69703203 | 5667069 | 1336925 | 151677 | 11472270 | 4918578 | 5262443 |
|  | Single unit firms . . . . . . . . . . . . | 3336 | 3336 | 29434407 | 2668632 | 600150 | 75493 | 5235250 | 1857530 | 2024152 |
|  | Multiunit firms................ | 505 | 1514 | 40268796 | 2998437 | 736775 | 76184 | 6237020 | 3061048 | 3238291 |
|  | Firms with 1 establishment ... | 129 | 129 | 2903083 | 270874 | 62980 | 7484 | + 562415 | 270609 | 277866 |
|  | Firms with 2 establishments .. | 210 | 420 | 7528594 | 700109 | 170227 | 19114 | 1446057 | 559801 | 582362 |
|  | Firms with 3 or 4 | 102 | 338 | 6384838 | 553895 | 127745 | 15441 | 1099167 | 527476 | 553408 |
|  | Firms with 5 to 9 establishments ........... | 45 | 272 | 8249579 | 622345 | 149629 | 16333 | 1415979 | 709525 | 831458 |
|  | Firms with 10 to $24 \times \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 16 | 212 | 12925098 | 718132 | 189293 | 16076 | 1313194 | 947704 | 971124 |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 143 | 2277604 | 133082 | 36901 | 1736 | 400208 | 45933 | 22073 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2693 | 3505 | 40861508 | 1726473 | 419183 | 44861 | 3801542 | 2871434 | 3072092 |
|  | Single unit firms . | 2301 | 2301 | 8956222 | 493843 | 109934 | 16029 | 1102923 | 658460 | 719710 |
|  | Multiunit firms... | 392 | 1204 | 31905286 | 1232630 | 309249 | 28832 | 2698619 | 2212974 | 2352382 |
|  | Firms with 1 establishment ... | 202 | 202 | 6383392 | 203830 | 46968 | 6068 | 427576 | 439672 | 418863 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 91 | 182 | 2707681 | 160902 | 38237 | 4376 | 315616 | 257768 | 287170 |
|  | establishments.. | 48 | 160 | 4260142 | 122401 | 29417 | 3010 | 253140 | 224778 | 245352 |
|  | Firms with 5 to 9 establishments. | 34 | 228 | 5555136 | 180473 | 42205 | 4429 | 380494 | 328840 | 329757 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 11 | 171 | 9607750 | 473434 | 130939 | 8179 | 1055178 | 450367 | 495710 |
|  | or more ... | 6 | 261 | 3391185 | 91590 | 21483 | 2770 | 266615 | 511549 | 575530 |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3277 | 4265 | 33630300 | 2618123 | 641744 | 89309 | 5567689 | 2289015 | 2445853 |
|  | Single unit firms . | 2843 | 2843 | 5831840 | 732208 | 172045 | 26585 | 1447827 | 489407 | 544380 |
|  | Multiunit firms ............... | 434 | 1422 | 27798460 | 1885915 |  |  | 4119862 | 1799608 | 1901473 |
|  | Firms with 1 establishment ... | 242 | 242 | 3300164 | 362844 | 89356 | 11958 | 756945 | 341263 | 367111 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 78 | 156 | 2041612 | 173173 | 40652 | 6337 | 377373 | 120275 | 117725 |
|  | establishments........... | 53 | 186 | 4277577 | 265358 | 62835 | 11457 | 607991 | 646651 | 644287 |
|  | establishments. | 32 | 194 | D | D | D | j | D | D | D |
|  | Firms with 10 to 24 establishments.............. | 23 | 358 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more | 6 | 286 | 8150963 | 297037 | 79240 | 8202 | 674574 | 134193 | 139729 |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3277 | 4265 | 33630300 | 2618123 | 641744 | 89309 | 5567689 | 2289015 | 2445853 |
|  | Single unit firms . | 2843 | 2843 | 5831840 | 732208 | 172045 | 26585 | 1447827 | 489407 | 544380 |
|  | Multiunit firms . . . . . . . . . . . . . | 434 | 1422 | 27798460 | 1885915 | 469699 | 62724 | 4119862 | 1799608 | 1901473 |
|  | Firms with 1 establishment ... | 242 | 242 | 3300164 | 362844 | 89356 | 11958 | 756945 | 341263 | 367111 |
|  | Firms with 2 establishments .. | 78 | 156 | 2041612 | 173173 | 40652 | 6337 | 377373 | 120275 | 117725 |
|  | Firms with 3 or 4 | 53 | 186 | 4277577 | 265358 | 62835 | 11457 | 607991 | 646651 | 644287 |
|  | Firms with establishments ........... | 32 | 194 | D | D | D | j | D | D | D |
|  | Firms with 10 to 24 establishments .............. | 23 | 358 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more | 6 | 286 | 8150963 | 297037 | 79240 | 8202 | 674574 | 134193 | 139729 |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3491 | 3900 | 8002830 | 1026750 | 238920 | 44939 | 2115948 | 656683 | 714977 |
|  | Single unit firms . . . . . . . . . . . . | 3230 | 3230 | 5109557 | 649879 | 146634 | 29231 | 1325404 | 387274 | 436110 |
|  | Multiunit firms................. | 261 | 670 | 2893273 | 376871 | 92286 | 15708 | 790544 | 269409 | 278867 |
|  | Firms with 1 establishment ... | 115 | 115 | 1061369 | 126026 | 30967 | 4671 | 290965 | 102580 | 103095 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 80 | 160 | 581447 | 78722 | 18352 | 3150 | 156048 | 48336 | 53031 |
|  | establishments. | 35 | 117 | 362542 | 51475 | 12765 | 2951 | 100246 | 44249 | 48720 |
|  | Firms establishments ..... | 20 | 112 | 386251 | 52922 | 12752 | 2108 | 104778 | 33951 | 33522 |
|  | Firms with 10 to 24 establishments.............. | 11 | 166 | 501664 | 67726 | 17450 | 2828 | 138507 | 40293 | 40499 |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3491 | 3900 | 8002830 | 1026750 | 238920 | 44939 | 2115948 | 656683 | 714977 |
|  | Single unit firms .. | 3230 |  | 5109557 | 649879 | 146634 | 29231 | 1325404 | 387274 |  |
|  | Multiunit firms.................. | 261 | 670 | 2893273 | 376871 | 92286 | 15708 | 790544 | 269409 | 278867 |
|  | Firms with 1 establishment . . . | 115 | 115 | 1061369 | 126026 | 30967 | 4671 | 290965 | 102580 | 103095 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 80 | 160 | 581447 | 78722 | 18352 | 3150 | 156048 | 48336 | 53031 |
|  | Firms with 3 or 4 <br> establishments . . . . . . . . . . . . . | 35 | 117 | 362542 | 51475 | 12765 | 2951 | 100246 | 44249 | 48720 |
|  | Firms with 5 to 9 establishments | 20 | 112 | 386251 | 52922 | 12752 | 2108 | 104778 | 33951 | 33522 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 20 | 112 | 386 | 52 | 12 |  | 104778 | 33 |  |
|  | establishments <br> Firms with 25 establishments | 11 | 166 | 501664 | 67726 | 17450 | 2828 | 138507 | 40293 | 40499 |
|  | or more $\qquad$ |  |  |  |  |  | - |  | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1324 | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |
|  | Single unit firms . | 1177 | 1177 | 15215198 | 533363 | 123991 | 21514 | 1068081 | 712405 | 813053 |
|  | Multiunit firms ... | 147 | 384 | 35053574 | 1056300 | 259172 | 35532 | 2151102 | 1128696 | 1299567 |
|  | Firms with 1 establishment .. | 78 | 78 | 7082626 | 251450 | 59230 | 8759 | 477872 | 223523 | 261525 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 42 | 84 | 3084720 | 138143 | 31704 | 4967 | 334690 | 163364 | 193492 |
|  | establishments........... | 12 | 38 | 2450871 | 93561 | 26448 | 3382 | 178535 | 55452 | 72271 |
|  | Firms with 5 to 9 establishments | 7 | 46 | 1352082 | 56417 | 13390 | 2120 | 97434 | 70360 | 78700 |
|  | Firms with 10 to 24 establishments | 8 | 138 | 21083275 | 516729 | 128400 | 16304 | 1062571 | 615997 | 693579 |
|  | Firms with 25 establishments or more................. | - | - | - | - | - | - | - | - | - |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1324 | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |
|  | Single unit firms . | 1177 | 1177 | 15215198 | 533363 | 123991 | 21514 | 1068081 | 712405 | 813053 |
|  | Multiunit firms... | 147 | 384 | 35053574 | 1056300 | 259172 | 35532 | 2151102 | 1128696 | 1299567 |
|  | Firms with 1 establishment.... | 78 | 78 | 7082626 | 251450 | 59230 | 8759 | 477872 | 223523 163564 | 261525 |
|  | Firms with 2 establishments .. | 42 | 84 | 3084720 | 138143 | 31704 | 4967 | 334690 | 163364 | 193492 |
|  | establishments ........... | 12 | 38 | 2450871 | 93561 | 26448 | 3382 | 178535 | 55452 | 72271 |
|  | Firms with 5 to 9 establishments | 7 | 46 | 1352082 | 56417 | 13390 | 2120 | 97434 | 70360 | 78700 |
|  | Firms with 10 to 24 establishments. | 8 | 138 | 21083275 | 516729 | 128400 | 16304 | 1062571 | 615997 | 693579 |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - |  | - |  | - | - |
| 42295 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Single unit firms . . . . . . . . . . . | 1296 | 1296 | 2587434 | 276096 | 63601 | 8892 | 568007 | 201771 | 221179 |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 264 | 896 | 4923033 | 400308 | 95754 | 11025 | 1016146 | 448869 | 459440 |
|  | Firms with 1 establishment ... | 111 | 111 | 801122 | 79137 | 20100 | 2031 | 164555 | 104552 | 106181 |
|  | Firms with 2 establishments .. | 77 | 154 | 650747 | 63144 | 14706 | 2042 | 126341 | 78823 | 82814 |
|  | Firms with 3 or $4 . \ldots \ldots . . .$. | 39 | 131 | 560091 | 43084 | 10027 | 1098 | 109829 | 33042 | 36070 |
|  | Firms with 5 to 9 establishments | 25 | 150 | 1217474 | 93452 | 22770 | 2411 | 314996 | 85508 | 85828 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 8 | 5 |  |  |  | 1 |  |  |  |
|  | establishments ........... | 8 | 129 | 977768 | 55387 | 12395 | 1478 | 112332 | 49104 | 49156 |
|  | Firms with 25 establishments or more ....................... | 4 | 221 | 715831 | 66104 | 15756 | 1965 | 188093 | 97840 | 99391 |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Single unit firms . . . . . . . . . . . . | 1296 | 1296 | 2587434 | 276096 | 63601 | 8892 | 568007 | 201771 | 221179 |
|  | Multiunit firms ............... | 264 | 896 | 4923033 | 400308 | 95754 | 11025 | 1016146 | 448869 | 459440 |
|  | Firms with 1 establishment ... | 111 | 111 | 801122 | 79137 | 20100 | 2031 | 164555 | 104552 | 106181 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 77 | 154 | 650747 | 63144 | 14706 | 2042 | 126341 | 78823 | 82814 |
|  | establishments............. | 39 | 131 | 560091 | 43084 | 10027 | 1098 | 109829 | 33042 | 36070 |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots . . . . . . . . . ~$ | 25 | 150 | 1217474 | 93452 | 22770 | 2411 | 314996 | 85508 | 85828 |
|  | Firms with 10 to 24 establishments. | 8 | 129 | 977768 | 55387 | 12395 | 1478 | 112332 | 49104 | 49156 |
|  | Firms with 25 establishments or more | 4 | 221 | 715831 | 66104 | 15756 | 1965 | 188093 | 97840 | 99391 |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Single unit firms . . . . . . . . . . . . | 1296 | 1296 | 2587434 | 276096 | 63601 | 8892 | 568007 | 201771 | 221179 |
|  | Multiunit firms . . . . . . . . . . . . . . | 264 | 896 | 4923033 | 400308 | 95754 | 11025 | 1016146 | 448869 | 459440 |
|  | Firms with 1 establishment ... | 111 | 111 | 801122 | 79137 | 20100 | 2031 | 164555 | 104552 | 106181 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 77 | 154 | 650747 | 63144 | 14706 | 2042 | 126341 | 78823 | 82814 |
|  | Firms with 3 or 4 <br> establishments . . . . . . . . . . . . . | 39 | 131 | 560091 | 43084 | 10027 | 1098 | 109829 | 33042 | 36070 |
|  | Firms with 5 to 9 establishments | 25 | 150 | 1217474 | 93452 | 22770 | 2411 | 314996 | 85508 | 85828 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 8 | 129 | 977768 | 55387 | 12395 | 1478 | 112332 | 49104 | 49156 |
|  | or more |  | 221 | 715831 | 66104 | 15756 | 1965 | 188093 | 97840 | 99391 |

[^187]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{\text {¹ }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 14459 | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |
|  | Single unit firms . . | 13908 | 13908 | 22461468 | 1907502 | 411208 | 69414 | 4260196 | 2113390 | 2562212 |
|  | Multiunit firms...... | 551 | 859 | 38110632 | 940342 | 228520 | 23398 | 2176306 | 2079712 | 2069188 |
|  | Firms with 1 establishment ... | 388 | 388 | 10681715 | 489756 | 120779 | 12454 | 1265734 | 927309 | 956377 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 101 | 202 | 9416816 | 201273 | 48957 | 4754 | 420476 | 306845 | 308691 |
|  | establishments........... | 46 | 151 | 17626910 | 197772 | 47405 | 4575 | 393775 | 776663 | 736369 |
|  | Firms with 5 to 9 establishments . . | 14 | 88 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments | 2 | 30 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - | - |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 14459 | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |
|  | Single unit firms . | 13908 | 13908 | 22461468 | 1907502 | 411208 | 69414 | 4260196 | 2113390 | 2562212 |
|  | Multiunit firms.............. | 551 | 859 | 38110632 | 940342 | 228520 | 23398 | 2176306 | 2079712 | 2069188 |
|  | Firms with 1 establishment ... | 388 | 388 | 10681715 | 489756 | 120779 | 12454 | 1265734 | 927309 | 956377 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 101 | 202 | 9416816 | 201273 | 48957 | 4754 | 420476 | 306845 | 308691 |
|  | establishments ............. | 46 | 151 | 17626910 | 197772 | 47405 | 4575 | 393775 | 776663 | 736369 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 14 | 88 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments .......... | 2 | 30 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 30 | D | - | - | - | - | - | - |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4507 | 4583 | 9596493 | 985525 | 218513 | 33019 | 2495938 | 1215468 | 1380002 |
|  | Single unit firms . | 4329 | 4329 | 6699588 | 734487 | 157338 | 26059 | 1717536 | 820811 | 965866 |
|  | Multiunit firms................ | 178 | 254 | 2896905 | 251038 | 61175 | 6960 | 778402 | 394657 | 414136 |
|  | Firms with 1 establishment . . Firms with 2 establishments. | 132 32 | 132 64 | 1853345 466103 | 180744 43961 | 45150 10525 | 4859 1410 | 621888 100067 | 299819 60475 | 317108 64401 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 32 | 64 | 466103 | 43961 | 10525 | 1410 | 100067 | 60475 | 64401 |
|  | establishments ............ | 11 | 36 | 511151 | 16564 | 3735 | 432 | 39028 | 16651 | 14370 |
|  | establishments ........... | 3 | 22 | 66306 | 9769 | 1765 | 259 | 17419 | 17712 | 18257 |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - |  |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3182 | 3248 | 34597404 | 729329 | 171128 | 20477 | 1467410 | 1511757 | 1586453 |
|  | Single unit firms. | 3077 | 3077 | 4268154 | 316668 | 68994 | 12081 | 690626 | 322424 | 409080 |
|  | Multiunit firms............... | 105 | 171 71 | 30329250 | 412661 | 102134 | ${ }^{8} 396$ | 776784 | 189333 | 1177373 |
|  | Firms with 1 establishment ... | 71 | 71 | 9714990 | 188444 | 47828 | 3967 | 375025 | 401940 | $442849$ |
|  | Firms with 2 establishments .. | 16 | 32 | D | D | D | g | D | D | D |
|  |  | 16 | 52 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 6 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............. Firms with 25 establishments | 1 | 10 | D | D | D | c | D | D | D |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 437 | 446 | 802397 | 77465 | 16774 | 2966 | 182076 | 91231 | 111979 |
|  | Single unit firms . . . . . . . . . . . . | 423 | 423 | 730452 | 70329 | 15240 | 2718 | 166927 | 82289 | 103493 |
|  | Multiunit firms............... | 14 | 23 | 71945 | 7136 | 1534 | 248 | 15149 | 8942 | 8486 |
|  | Firms with 1 establishment . $\ldots$. Firms with 2 establishments $\ldots$ | 8 4 | 8 | 25344 | 4 436 | 833 ${ }^{\text {D }}$ | 156 b | 9000 D | 3528 D | 3580 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 4 | 8 |  | D | D | b | D | D | D |
|  | establishments............ | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments |  |  |  |  |  | - | - | - |  |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6345 | 6490 | 15575806 | 1055525 | 233313 | 36350 | 2291078 | 1374646 | 1552966 |
|  | Single unit firms . | 6079 | 6079 | 10763274 | 786018 | 169636 | 28556 | 1685107 | 887866 | 1083773 |
|  | Multiunit firms.... | 266 | 411 | 4812532 | 269507 | 63677 | 7794 | 605971 | 486780 | 469193 |
|  | Firms with 1 establishment ... | 197 | 197 | 2833658 | 171591 | 41166 | 4587 | 403782 | 321589 | 299428 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 43 | 86 | 1505475 | 53144 | 11698 | 1479 | 111867 | 95067 | 102729 |
|  | establishments........... | 15 | 48 | 205970 | 14812 | 3688 | 678 | 30910 | 23301 | 23222 |
|  | $\begin{aligned} & \text { Firms with } 5 \text { to } 9 \\ & \text { establishments. } \end{aligned}$ | 10 | 60 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments. | 1 | 20 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  |  | - | - | - | - | - | - |
|  | MERCHANT WHOLESALERS |  |  |  |  |  |  |  |  |  |
|  | All firms. | 316930 | '376 330 | '2 333131187 | r158 373291 | r36 705674 | '4 591092 | 329085927 | 214621484 | 230839579 |
|  | Single unit firms . | 290221 | 290221 | 932227224 | 80909926 | 18156657 | 2513138 | 166502184 | 85415046 | 95772224 |
|  | Multiunit firms . . | 26709 | 86109 | 1400903963 | 77463365 | 18549017 | 2077954 | 162583743 | 129206438 | 135067355 |
|  | Firms with 1 establishment | 10371 | 10371 | 178502606 | 11762404 | 2795040 | 313335 | 25295065 | 16387382 | 16851735 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8488 | 16976 | 166727034 | 13120399 | 3099124 | 365599 | 26542540 | 17474334 | 18459421 |
|  | establishments.. | 4661 | 15460 | 190535127 | 12645350 | 2985489 | 341688 | 26315378 | 20396421 | 21157569 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . | 2157 | 13476 | 201706477 | 11378980 | 2727899 | 302821 | 25192395 | 19948176 | 21051073 |
|  | Firms with 10 to 24 <br> establishments ............... | 761 | 10898 | 262061691 | 10890555 | 2626292 | 284554 | 23632692 | 22273427 | 23259994 |
|  | Firms with 25 establishments or more $\qquad$ | 271 | 18928 | 401371028 | 17665677 | 4315173 | 469957 | 35605673 | 32726698 | 34287563 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |  |
|  | All firms | 201033 | 241379 | 1214780670 | 99709272 | 23056814 | 2756659 | 201524492 | 135753109 | 146224425 |
|  | Single unit firms . | 183847 | 183847 | 504106520 | 51255989 | 11477089 | 1519834 | 102185438 | 56681167 | 63529450 |
|  |  |  |  |  |  |  |  | 99339054 | 79071942 | 82694975 |
|  | Firms with 1 establishment... | 6100 | 6100 | 86758503 | 7418508 | 1773710 | 181433 | 14984563 | 10274583 | 10574990 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 5659 | 11318 | 87799365 | 8371844 | 1995829 | 224209 | 16333328 | 11861397 | 12492134 |
|  | establishments | 3225 | 10699 | 98938906 | 8088021 | 1892259 | 212023 | 16080635 | 13033292 | 13516183 |
|  | establishments... | 1492 | 9287 | 123374970 | 7663306 | 1840133 | 191870 | 17041659 | 14217775 | 14953733 |
|  | Firms with 10 to 24 establishments $\ldots \ldots \ldots \ldots .$. | 534 | 7660 | 172655844 | 7194925 | 1726571 | 176193 | 15978966 | 16565853 | 17263992 |
|  | Firms with 25 establishments or more $\qquad$ | 176 | 12468 | 141146562 | 9716679 | 2351223 | 251097 | 18919903 | 13119042 | 13893943 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 22478 | '26 093 | r166 674187 | '8 287385 | r1934 223 | '281969 | 18128586 | 16213453 | 17086156 |
|  | Single unit firms . . . . . . . . . . . . . | 20359 | 20359 | 47800940 | 4193814 | 951351 | 157454 | 8398026 | 6027687 | 6800239 |
|  | Multiunit firms . . . . . . . . . . . . . . | 2119 | 5734 | 118873247 | 4093571 | 982872 | 124515 |  | 10185766 | 10285917 |
|  | Firms with 1 establishment ... | 970 | 970 | 13087664 | 801190 | 188435 | 23681 | 1601167 | 1603806 | 1682453 |
|  | Firms with 2 establishments .. | 589 | 1178 | 13494271 | 867168 | 204851 | 26476 | 1666425 | 1593314 | 1534182 |
|  | Firms with 3 or 4 establishments | 344 | 1118 | 13416838 | 778999 | 187328 | 23273 | 1681896 | 1595722 | 1661816 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 155 | 932 | 37560334 | 793742 | 192028 | 21663 | 2717537 | 2296713 | 2449834 |
|  | Firms with 10 to 24 establishments | 48 | 670 | 36989229 | 523391 | 126669 | 15197 | 1278207 | 2374329 | 2214506 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | or more .................. | 13 | 866 | 4324911 | 329081 | 83561 | 14225 | 785328 | 721882 | 743126 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6011 | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Single unit firms . . . . . . . . . . . . . | 5445566266187752988 | 5445 |  |  | 362700 |  | $\begin{array}{rl} 3 & 240 \\ 4 & 711 \\ & 584 \\ & \\ & \text { D } \\ & \text { D } \end{array}$ | $\begin{array}{r} 2997534 \\ 5126329 \\ \\ \\ \\ D \\ D \end{array}$ | 34326645157637 |
|  |  |  | 1209 |  |  | 414702 | $\begin{array}{r} 53022 \\ 43 \quad 158 \\ \end{array}$ |  |  |  |
|  |  |  | 266 374 |  |  | D |  |  |  | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  |  |  | D | j |  |  |  |
|  |  |  | 242 |  |  | D | i | D | D | D |
|  |  |  | 177 |  |  | D | i | D | D | D |
|  | Firms with 10 to 24 |  | 107 |  |  | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  |  |  |  | h | D | D |  |
|  |  |  | 43 |  |  | D | f | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6011 | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Single unit firms . . . . . . . . . . . . | 5445 | 5445 | 28505874 | 1595970 | 362700 | 53022 | 3240625 | 2997534 | 3432664 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 566 | 1209 | 85411948 | 1724669 | 414702 | 43158 | 4711584 | 5126329 | 5157637 |
|  | Firms with 1 establishment ... | 266 | 266 374 | D |  |  |  |  |  | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 187 | 374 | D | D | D | j | D | D | D |
|  | establishments............ | 75 | 242 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 29 | 177 | D | D | D | i | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............. | 8 | 107 | D | D | D | h | D | D | D |
|  | or more .................. | 1 | 43 | D | D | D | $f$ | D | D | D |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3172 | 3331 | 79437563 | 911926 | 222524 | 25772 | 3707653 | 3709763 | 3981633 |
|  | Single unit firms . | 3060 | 3060 | 12998416 | 405137 | 90381 | 16484 | 1210991 | 919389 | 1143564 |
|  | Multiunit firms . . . . . . . . . . . . . . . |  |  |  | 506789 | 132143 | 9288 | 2496662 | 2790374 | 2838069 |
|  | Firms with 1 establishment ... | 74 16 | 74 32 | 15625540 | 137676 | 34694 | 2312 | 995283 | 720301 | 857948 |
|  | Firms with 2 establishments .. | 16 | 32 | D | D |  |  | D | D | D |
|  | establishments.......... | 9 | 29 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments .......... | 8 | 45 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 |  |  | D | D |  |  |  |  |  |
|  | establishments............ | 4 | 48 | D | D | D | g | D | D | D |
|  | or more .................. | 1 | 43 | D | D | D | $f$ | D | D | D |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 331 | 347 | D | D | D | h | D | D | D |
|  | Single unit firms . . . . . | 290 | 290 | D | D | D | h | D | D | D |
|  | Multiunit firms . ............... | 41 | 57 | D | D | D | g | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 27 12 | $\begin{array}{r}27 \\ 24 \\ \hline\end{array}$ | D | D | D | ${ }_{\text {f }}{ }^{\text {f }}$ | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 12 | 24 | D | D | D | f | D | D |  |
|  | establishments ............ | 2 | 6 | D | D | D | b | D | D | D |
|  | establishments . $\ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments ............... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ | _ | _ | _ | - | - | _ | - | - |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 413 | 428 | 7133116 | 216730 | 49437 | 6188 | 593040 | 535182 | 534493 |
|  | Single unit firms . . . . . . . . . . . . | 381 | 381 |  |  |  | h |  | D |  |
|  | Multiunit firms................ | $\begin{array}{r}32 \\ 25 \\ \hline\end{array}$ | $\begin{array}{r}47 \\ 25 \\ \hline\end{array}$ | D | D | D | g | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 25 5 | 25 10 | 59351 | 7523 | $\begin{aligned} 1886 \end{aligned}$ | 249 | 12561 | 9603 | 9 D |
|  | Firms with 3 or 4 establishments | - | _ | _ | - | - | _ | - | - | - |
|  | Firms with 5 to 9 .......... |  |  |  | - |  |  | - |  |  |
|  | establishments . $\ldots \ldots \ldots \ldots$ | 2 | 12 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments ............... . | - | - | _ | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 444 | 480 | D | D | D | i | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 376 |  | D | D | D | h | D | D |  |
|  | Multiunit firms . . . . . . . . . . . . . . . | 68 | 104 | D | D | D | h | D | D | D |
|  | Firms with 1 establishment ... | 45 | 45 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 19 | 38 | D | D | D | f | D | D | D |
|  | Firms with 3 or 4 establishments ............... | 2 | 7 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 14 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | 2 |  | D | D | D | c | D | D | D |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  |  |  |  |  |  |  |  | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS <br> code | Number of establishments by <br> type of operation and specified <br> kind of business |
| :--- | :--- |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable <br> goods-Con. |

and symbols, see introductory text. For explan

4211105 Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle
All firms $\ldots \ldots \ldots \ldots \ldots$
Single unit firms $\ldots \ldots \ldots \ldots \ldots$
Multiunit firms $\ldots \ldots \ldots \ldots \ldots$
Firms with 1 establishment $\ldots$
Firms with 2 establishments $\ldots$
Firms with 3 or 4
establishments $\ldots \ldots \ldots \ldots \ldots$
Firms with 5 to 9
establishments $\ldots \ldots \ldots \ldots \ldots$
Firms with 10 to $24 \ldots \ldots \ldots \ldots$
establishments $\ldots \ldots \ldots \ldots \ldots$
Firms with 25 establishments
or more $\ldots \ldots \ldots \ldots \ldots \ldots \ldots$

42112 Motor vehicle supplies \&

421120 Motor vehicle supplies \&

4211201 Motor vehicle supplies \&


4211202 Motor vehicle supplies \&
new parts-jobbers
All firms ......
Single unit firms
Multiunit firms
Multiunit firms.
Firms with 1 establishment Firms with 2 establishments .
Firms with 3 or 4
establishments
Firms with 5 to 9
establishments
Firms with 10 to 24
Firms with 10 to
Firms with 25 establishments
or more .
4211203
Petroleum products marketing equipment whsle

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

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See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213102 | Lumber with yard whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms . . | 175 | 390 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment ... | 91 | 91 | 1595175 | 95346 | 22575 | 2940 | 193953 | 170175 | 183587 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 40 | 80 | 1233241 | 61009 | 13661 | 1870 | 117473 | 95211 | 100012 |
|  | Firms with 3 or 4 establishments | 29 | 97 | 1530759 | 84598 | 20198 | 2243 | 163894 | 225035 | 235203 |
|  | Firms with 5 to 9 establishments ........... | 11 | 68 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments....... | 4 | 54 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more ....................... | - | - | - | - | - | - | - | - | - |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2233 | 2712 | 19442397 | 1377038 | 330815 | 40350 | 2607018 | 1806524 | 1887712 |
|  | Single unit firms . | 1972 | 1972 | 6411627 | 591436 | 131857 | 19116 | 1109300 | 614259 | 678972 |
|  | Multiunit firms... | 261 | 740 | 13030770 | 785602 | 198958 | 21234 | 1497718 | 1192265 | 1208740 |
|  | Firms with 1 establishment ... | 145 | 145 | 3037814 | 165022 | 37545 | 4678 | 311485 | 166319 | 168929 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 47 | 94 | 781184 | 73957 | 16826 | 2191 | 139805 | 92306 | 90404 |
|  | establishments..... | 39 | 129 | 1406051 | 113750 | 25723 | 3043 | 227541 | 162144 | 170662 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 17 | 113 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments . | 10 | 131 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | 3 | 128 | D | D | D | h | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1863 | 2094 | 4444476 | 502387 | 104660 | 15737 | 1093199 | 458820 | 523468 |
|  | Single unit firms .. | 1679 | 1679 | D | D | D | j | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 184 | 415 | D | D | D | h | D | D | D |
|  | Firms with 1 establishment $\ldots$. Firms with 2 establishments .. | 101 36 | 101 72 | D | D | D | g | D | D | D |
|  | Firms with 3 or 4 establishments | 29 | 94 | 340934 | 27265 | 6116 | 757 | 69615 | 37196 | 39982 |
|  |  | 12 | 72 | 422938 | 33101 | 6660 | 844 | 75196 | 47724 | 51372 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 6 | 76 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more ....................... | - | - | - | - | - | - | - | - |  |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1863 | 2094 | 4444476 | 502387 | 104660 | 15737 | 1093199 | 458820 | 523468 |
|  | Single unit firms . . . . . . . . . . . . | 1679 | 1679 | D | D | D |  | D | D | D |
|  |  | 184 | 415 |  |  | D | h | D | D | D |
|  | Firms with 1 establishment ... | 101 36 | 101 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. | 36 | 72 | D | D | D | f | D | D | D |
|  | Firms with 3 or 4 establishments | 29 | 94 | 340934 | 27265 | 6116 | 757 | 69615 | 37196 | 39982 |
|  | Firms with 5 to 9 establishments | 12 | 72 | 422938 | 33101 | 6660 | 844 | 75196 | 47724 | 51372 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............. Firms with 25 estabishments | 6 | 76 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - |  |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 601 | 679 | 1320519 | 152601 | 33054 | 4968 | 313537 | 156878 | 173928 |
|  | Single unit firms . . . . . . . . . . . . | 534 | 534 |  |  | D | h | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 67 69 | 145 |  | D | D | g | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments.. | 39 10 | 39 20 |  | D | D | e | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 10 | 20 | $\overline{\mathrm{D}}$ | D | D | c | D |  | D |
|  | establishments............ | 11 | 36 | 104532 | 10629 | 2480 | 298 | 22641 | 13225 | 14397 |
|  | Firms with 5 to 9 establishments.............. | 5 | 26 | D | D | D | e | D | D | D |
|  | Firms with 10 to $24 . \ldots$ |  |  | D | D |  |  |  |  |  |
|  | establishments............ | 2 | 24 | D | D | D | c | D | D | D |
|  |  |  |  |  |  |  |  |  | - |  |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (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) | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213202 | Sand, gravel, \& stone whsle <br> All firms $\qquad$ | 804 | 886 | 1574246 | 206541 | 42351 | 6878 | 462750 | 157811 | 179524 |
|  | Single unit firms <br> Multiunit firms . $\qquad$ <br> Firms with 1 establishment <br> Firms with 2 establishments ... <br> Firms with 3 or 4 | 746 58 37 8 | 746 140 37 16 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D D | D D D D | i g e c c | D D D D | D D D D | D D D D |
|  | establishments ............ | 6 | 20 | 54597 | 4690 | 844 | 157 | 14973 | 3107 | 3297 |
|  | Firms with 5 to 9 establishments | 4 | 26 | 113575 | 14679 | 2764 | 398 | 29492 | 21649 | 22140 |
|  | Firms with 10 to 24 <br> establishments . <br> Firms with 25 establishments or more | 3 | 41 | 127292 - | 6634 | 1447 | 188 | 19941 | 16930 - | 15009 |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 474 | 529 | 1549711 | 143245 | 29255 | 3891 | 316912 | 144131 | 170016 |
|  | Single unit firms. | 399 | 399 | 681712 | 79403 | 14571 | 2381 | 173397 | 59879 | 75722 |
|  | Multiunit firms Firms with 1 establishment . ${ }^{\text {a }}$ | 75 | 130 | 867999 | 63842 | 14684 | 1510 | 143515 | 84252 | 94294 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 44 18 | 44 36 | $212 \begin{array}{r}\text { D }\end{array}$ | - ${ }^{\text {D }}$ | 5111 | 523 ${ }^{\text {f }}$ | 40554 | 20 240 | $24 \begin{array}{rr}\text { D }\end{array}$ |
|  | Firss with 2 establishments .. | 18 | 36 | 212224 | 20487 | 5111 | 523 | 40554 | 20240 | 24117 |
|  | establishments Firms with 5 to 9 | 10 | 32 | 116137 | 12261 | 2453 | 293 | 28166 | 22498 | 24022 |
|  | establishments ........... | 3 | 18 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 757 | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Single unit firms . | 637 | 637 | 2136651 | 190908 | 40062 | 5598 | 369170 | 150241 | 173303 |
|  | Multiunit firms . . . . . . . . . . . . . . | 120 | 432 | 3066828 | 239573 | 55633 | 7063 | 527085 | 325006 | 312048 |
|  | Firms with 1 establishment ... | 53 30 | 53 | 604855 | 47632 | 11026 | 1537 | 115498 | 49607 | 48300 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 30 | 60 |  | D | D |  | D | D | D |
|  | establishments.. | 14 | 46 | D | D | D | g | D | D | D |
|  | Firms with establishments $9 . . . . . . . . .$. | 17 | 115 | 999841 | 68758 | 16501 | 1913 | 146933 | 111757 | 99253 |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . . | 4 | 50 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more ...................... | 2 | 108 | D | D | D | f | D | D | D |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 757 | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Single unit firms . . . . . . . . . . . . . | 637 | 637 | 2136651 | 190908 | 40062 | 5598 | 369170 | 150241 | 173303 |
|  | Multiunit firms . . . . . . . . . . . . . | 120 | 432 | 3066828 | 239573 | 55633 | 7063 | 527085 | 325006 | 312048 |
|  |  | 53 30 | 53 60 | 604855 | 47632 D | 11026 D | 1537 | 115498 | 49607 D | 48300 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 30 | 60 | D | D | D | f | D | D | D |
|  | establishments............ | 14 | 46 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 17 | 115 | 999841 | 68758 | 16501 | 1913 | 146933 | 111757 | 99253 |
|  | Firms with 10 to 24 establishments. | 4 | 50 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more | 2 | 108 | D | D | D | f | D | D | D |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 757 | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Single unit firms . . . . . . . . . . . . | 637 | 637 | 2136651 | 190908 | 40062 | 5598 | 369170 | 150241 | 173303 |
|  | Multiunit firms ................ | 120 | 432 | 3066828 | 239573 | 55633 | 7063 | 527085 | 325006 | 312048 |
|  | Firms with 1 establishment ... Firms with 2 establishments $\ldots$ | 53 30 | 53 60 | 604855 | $47632$ | 11026 | 1537 |  | 49607 | 48300 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 30 | 60 |  | D | D |  | D | D | D |
|  | establishments........... | 14 | 46 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 17 | 115 | 999841 | 68758 | 16501 | 1913 | 146933 | 111757 | 99253 |
|  | Firms with 10 to 24 establishments. | 4 | 50 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more |  | 108 |  | D | D | f | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1014 | 1207 | 8347662 | 656569 | 148769 | 16320 | 1601725 | 898918 | 920883 |
|  | Single unit firms . | 873 | 873 | 2763252 | 294163 | 63354 | 7883 | 597828 | 292089 | 319898 |
|  | Multiunit firms ... | 141 | 334 | 5584410 | 362406 | 85415 | 8437 | 1003897 | 606829 | 600985 |
|  | Firms with 1 establishment ... | 70 | 70 | D |  |  |  | D | D | D |
|  | Firms with 2 establishments .. | 31 | 62 | D | D | D | g | D | D | D |
|  | establishments............. | 28 | 92 | 886100 | 81217 | 19822 | 2037 | 163507 | 120121 | 123280 |
|  | Firms with 5 to 9 establishments ................ | 7 | 44 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 5 | 66 | 1333478 | 67432 | 17047 | 1457 | 136214 | 122154 | 131854 |
|  | Firms with 25 establishments or more ..................... | - | - | - | - | - | - | - | - | - |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1014 | 1207 | 8347662 | 656569 | 148769 | 16320 | 1601725 | 898918 | 920883 |
|  | Single unit firms . | 873 | 873 | 2763252 | 294163 | 63354 | 7883 | 597828 | 292089 | 319898 |
|  | Multiunit firms .............. | 141 | 334 | 5584410 | 362406 | 85415 | 8437 | 1003897 | 606829 | 600985 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 70 <br> 31 | 70 62 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  | D | D | D | g |  |  | D |
|  | establishments ............ | 28 | 92 | 886100 | 81217 | 19822 | 2037 | 163507 | 120121 | 123280 |
|  | establishments . . . . . . . . . | 7 | 44 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . . | 5 | 66 | 1333478 | 67432 | 17047 | 1457 | 136214 | 122154 | 131854 |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4719 | r6 291 | r24 496462 | r3 709687 | r865 277 | r110 654 | 6786849 | 2182436 | 2289966 |
|  | Single unit firms . . . . . . . . . . . . | 4268 | 4268 | 5297295 | 1091442 | 253207 | 36643 | 1862816 | 547893 | 603503 |
|  | Multiunit firms . . . . . . . . . . . . . . | 451 | 2023 | 19199167 | 2618245 | 612070 | 74011 | 4924033 | 1634543 | 1686463 |
|  | Firms with 1 establishment ... | 146 | 146 |  |  |  |  |  |  |  |
|  | Firms with 2 establishments .. | 159 | 318 | D | D | D | i | D | D | D |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 94 | 314 | 1186733 | 221193 | 53739 | 6801 | 375515 | 111775 | 118070 |
|  | Firms with 5 to 9 establishments | 36 | 212 | D | D | D | h | D | D | D |
|  | Firms with 10 to $24 \times \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 8 | 117 | 5884470 | 328390 | 77685 | 7085 | 904779 | 163612 | 170139 |
|  | Firms with 25 establishments or more $\qquad$ | 8 | 916 | 8758223 | 1516170 | 352524 | 44925 | 2691817 | 939322 | 955783 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 4719 | r6 291 | r24 496462 | r3 709687 | r865 277 | '110 654 | 6786849 | 2182436 | 2289966 |
|  | Single unit firms . . . . . . . . . . . . . | 4268 | 4268 | 5297295 | 1091442 | 253207 | 36643 | 1862816 | 547893 | 603503 |
|  | Multiunit firms . . . . . . . . . . . . | 451 | 2023 | 19199167 | 2618245 | 612070 | 74011 |  | 1634543 | 1686463 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 146 159 | 146 318 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\mathrm{h}_{\mathrm{i}}^{\text {¢ }}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 94 | 314 | 1186733 | 221193 | 53739 | 6801 | 375515 | 111775 | 118070 |
|  | establishments ........... | 36 | 212 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments. | 8 | 117 | 5884470 | 328390 | 77685 | 7085 | 904779 | 163612 | 170139 |
|  | Firms with 25 establishments or more $\qquad$ | 8 | 916 | 8758223 | 1516170 | 352524 | 44925 | 2691817 | 939322 | 955783 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 12654 | 14459 | 142059509 | 9616070 | 2203535 | 210526 | 17796861 | 8917303 | 10113861 |
|  | Single unit firms . . . . . . . . . . . . | 11745 | 11745 | 60305175 | 5191664 | 1168655 | 119269 | 9543533 | 3365022 | 3952773 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 909 | 2714 | 81754334 | 4424406 | 1034880 | 91257 | 8253328 | 5552281 | 6161088 |
|  | Firms with 1 establishment ... | 410 | 410 | 11283159 | 1081759 | 295077 | 19833 | 2052319 | 1005850 | 883526 |
|  | Firms with 2 establishments .. | 239 | 478 | 7358314 | 479406 | 111773 | 10967 | 899510 | 330307 | 398839 |
|  | Firms with 3 or 4 establishments | 144 | 489 | 7887580 | 521442 | 116253 | 11717 | 1008994 | 583086 | 602043 |
|  | Firms with 5 to 9 establishments | 69 | 437 | 6846889 | 453004 | 106193 |  | 847896 | 353983 | 346729 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  | 437 | 6846889 | 453004 | 106193 | 8680 | 847896 | 353983 | 346729 |
|  | establishments | 37 | 479 | 33251353 | 1024610 | 239532 | 23148 | 2033743 | 2437176 | 2941068 |
|  | or more ................. | 10 | 421 | 15127039 | 864185 | 166052 | 16912 | 1410866 | 841879 | 988883 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 12654 | 14459 | 142059509 | 9616070 | 2203535 | 210526 | 17796861 | 8917303 | 10113861 |
|  | Single unit firms . | 11745 | 11745 | 60305175 | 5191664 | 1168655 | 119269 | 9543533 | 3365022 | 3952773 |
|  | Multiunit firms ..... | 909 | 2714 | 81754334 | 4424406 | 1034880 | 91257 | 8253328 | 5552281 | 6161088 |
|  | Firms with 1 establishment ... | 410 | 410 | 11283159 | 1081759 | 295077 | 19833 | 2052319 | 1005850 | 883526 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 239 | 478 | 7358314 | 479406 | 111773 | 10967 | 899510 | 330307 | 398839 |
|  | establishments........... | 144 | 489 | 7887580 | 521442 | 116253 | 11717 | 1008994 | 583086 | 602043 |
|  | Firms with 5 to 9 establishments. | 69 | 437 | 6846889 | 453004 | 106193 | 8680 | 847896 | 353983 | 346729 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments... | 37 | 479 | 33251353 | 1024610 | 239532 | 23148 | 2033743 | 2437176 | 2941068 |
|  | Firms with 25 establishments or more $\qquad$ | 10 | 421 | 15127039 | 864185 | 166052 | 16912 | 1410866 | 841879 | 988883 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 10318 | 11806 | 131914692 | 7857231 | 1794896 | 176584 | 14678915 | 8534297 | 9671282 |
|  | Single unit firms . | 9579 | 9579 | 54613252 | 4085686 | 909389 | 97132 | 7583459 | 3125936 | 3673931 |
|  | Multiunit firms . . . . . . . . . . . . . | 739 | 2227 | 77301440 | 3771545 | 885507 | 79452 | 7095456 | 5408361 | 5997351 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 331 199 | 331 398 | 5866685 | 364653 | 83210 | 8479 | 682843 | 377204 | 446639 |
|  | Firms with 3 or 4 establishments | 120 | 406 | 7379418 | 392479 | 91734 | 8680 | 775188 | 507430 | 524759 |
|  | Firms with 5 to 9 | 53 | 330 | D | D | D | i | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | 53 |  |  |  |  |  |  | D | D |
|  | establishments... | 26 | 341 | D | D | D | j | D | D | D |
|  | or more ................... | 10 | 421 | 15127039 | 864185 | 166052 | 16912 | 1410866 | 841879 | 988883 |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4348 | 4861 | 83034207 | 3215540 | 782321 | 77346 | 6840403 | 6008852 | 6837354 |
|  | Single unit firms . . . . . . . . . . . . . | 4054 | 4054 | 33534987 | 1722654 | 391547 | 44598 | 3581726 | 2019688 | 2447257 |
|  | Multiunit firms . . . . . . . . . . . . . . | 294 | 807 | 49499220 | 1492886 | 390774 | 32748 | 3258677 | 3989164 | 4390097 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 122 86 | 122 172 | 4076021 | 173745 | D 40489 | $453{ }^{\text {i }}$ | 325 ¢78 | - 296467 | 342787 |
|  | Firms with 2 establishments .. |  | 172 | 4076021 | 173745 | 40489 |  | 325678 | 296467 | 342787 |
|  | establishments. | 51 | 167 | D | D | D | h | D | D | D |
|  | establishments ............ | 20 | 133 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments ............... . | 14 | 172 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more...$\ldots \ldots \ldots \ldots \ldots$............. | 1 | 41 | D | D | D | c | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 6011 | 6945 | 48880485 | 4641691 | 1012575 | 99238 | 7838512 | 2525445 | 2833928 |
|  | Single unit firms . . . . . . . . . . . . | 5525 | 5525 | 21078265 | 2363032 | 517842 | 52534 | 4001733 | 1106248 | 1226674 |
|  | Multiunit firms . . . . . . . . . . . . . . | 486 | 1420 | 27802220 | 2278659 | 494733 | 46704 | 3836779 | 1419197 | 1607254 |
|  | Firms with 1 establishment ... | 248 | 248 | 4035419 | 480392 | 111861 | 9287 | 860609 | 209447 | 242570 |
|  | Firms with 2 establishments .. | 121 | 242 | 2153538 | 205114 | 47207 | 4424 | 358945 | 147395 | 162255 |
|  | establishments............. | 65 | 225 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 35 | 218 | D | D | D | h | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 8 | 117 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 9 | 370 | D | D | D | j | D | D | D |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2359 | 2653 | 10144817 | 1758839 | 408639 | 33942 | 3117946 | 383006 | 442579 |
|  | Single unit firms . . . . . . . . . . . . | 2166 | 2166 | 5691923 | 1105978 | 259266 | 22137 | 1960074 | 239086 | 278842 |
|  | Multiunit firms <br> Firms with 1 establishment | 193 101 | 487 101 | 4452894 | 652861 | 149373 | 11805 | 1157872 | 143920 | 163737 |
|  | Firms with 2 establishments ... | 40 | 80 | 1527994 | 131740 | 30847 | 2475 | 251692 | 9598 | 10337 |
|  | Firms with 3 or 4 establishments | 28 | 95 | 398758 | 94551 | 21171 | 2891 | 172592 | 22786 | 22780 |
|  | Firms with 5 to $9 \ldots \ldots \ldots$. |  |  |  |  |  |  |  | 22 |  |
|  | establishments ............ | 16 | 108 | D | D | D | g | D | D | D |
|  | Firmsablishments ............. | 8 | 103 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  |  |  |  |  |  |  | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4404 | r4 658 | r12 215821 | r1550 219 | r355 083 | '47 048 | 2981362 | 1142404 | 1241855 |
|  | Single unit firms . | 4087 | 4087 | 8724501 | 1102337 | 249329 | 34686 | 2155073 | 765527 | 843711 |
|  | Multiunit firms... |  | 571 | 3491320 | 447882 | 105754 | 12362 | 826289 | 376877 | 398144 |
|  | Firms with 1 establishment ... | 171 | 171 | 1388279 | 166121 | 38934 | 4446 | 311473 | 156243 | 159773 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 101 | 202 | 992763 | 137801 | 32160 | 3670 | 255765 | 106037 | 118170 |
|  | establishments............. | 34 | 110 | 380580 | 56153 | 13230 | 1762 | 102641 | 50122 | 53630 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 9 | 56 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 2 | 32 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | - | - | - |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 4404 | r4 658 | r12 215821 | r1550 219 | '355 083 | r47 048 | 2981362 | 1142404 | 1241855 |
|  | Single unit firms . | 4087 | 4087 | 8724501 | 1102337 | 249329 | 34686 | 2155073 | 765527 | 843711 |
|  | Multiunit firms... | 317 | 571 | 3491320 | 447882 | 105754 | 12362 | 826289 | 376877 | 398144 |
|  | Firms with 1 establishment ... | 171 | 171 | 1388279 | 166121 <br> 137 <br> 181 | 38934 | 4 4 3 | 311473 | 156243 | 159773 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 101 | 202 | 992763 | 137801 | 32160 | 3670 | 255765 | 106037 | 118170 |
|  | establishments | 34 | 110 | 380580 | 56153 | 13230 | 1762 | 102641 | 50122 | 53630 |
|  | Firms with 5 to 9 establishments .............. | 9 | 56 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments .............. | 2 | 32 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | - | - | - |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2535 | 2689 | 8094253 | 898717 | 204625 | 28408 | 1720999 | 756372 | 824178 |
|  | Single unit firms . | 2364 | 2364 | 5496489 | 605358 | 135294 | 20009 | 1179895 | 493223 | 543697 |
|  | Multiunit firms.................. | 171 | 325 | 2597764 | 293359 | 69331 | 8399 | 541104 | 263149 | 280481 |
|  | Firms with 1 establishment ... | 90 | 90 | 949483 | 91059 | 21961 | 2611 | 175767 | 90807 | 96305 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 54 | 108 | D | D | D | g | D | D | D |
|  | establishments........... | 20 | 65 | D | D | D | g | D | D | D |
|  | Firmsablishments ............. | 5 | 30 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 2 | 32 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1875 | r1969 | '4 121568 | '651 502 | r150 458 | r18 640 | 1260363 | 386032 | 417677 |
|  | Single unit firms . . . . . . . . . . . . | 1723 | 1723 | 3228012 | 496979 | 114035 | 14677 | 975178 | 272304 | 300014 |
|  | Multiunit firms . . . . . . . . . . . . . | 152 | 246 | 893556 | 154523 | 36423 | 3963 | 285185 | 113728 | 117663 |
|  |  |  | 91 88 | 464299 | 80303 | 18062 | 1994 | 143581 | 69899 | 68384 |
|  | Firms with 2 establishments .. | 44 | 88 |  |  |  | g | D | D | D |
|  | establishments........... | 13 | 42 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 estabishments ............ | 4 | 25 | D | D | D | e | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............. | - | - | - | - | - | - | - | - |  |
|  | or more ........................ | - | - | - | - | - | - | - | - |  |
| 42145 | Medical, dental, \& hospita equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 6759 | 7850 | 35599345 | 3918018 | 932702 | 93520 | 7816953 | 3699838 | 3994021 |
|  | Single unit firms . . . . . . . . . . . . | 6315 | 6315 | 12526605 | 1875818 | 422406 | 47923 | 3727080 | 1311563 | 1531433 |
|  | Multiunit firms................ | 444 | 1535 | 23072740 | 2042200 | 510296 | 45597 | 4089873 | 2388275 | 2462588 |
|  | Firms with 1 establishment ... | 226 | 226 | 4795032 | 492437 | 120476 | 9540 | 1169017 | 604461 | 606894 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 96 | 192 | 1453972 | 196332 | 53671 | 4994 | 356693 | 154916 | 180386 |
|  | Firms with 3 or 4 establishments | 59 | 191 | 1780515 | 199774 | 48221 | 4478 | 413644 | 226394 | 231281 |
|  | Firms with 5 to 9 establishments | 32 | 204 | 1832197 | 167356 | 38201 | 4676 | 326965 | 166503 | 176150 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 22 | 326 | 5064832 | 371764 | 91559 | 8581 | 715198 | 484081 | 451940 |
|  | Firms with 25 establishments or more $\qquad$ | 9 | 396 | 8146192 | 614537 | 158168 | 13328 | 1108356 | 751920 | 815937 |

[^188]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6759 | 7850 | 35599345 | 3918018 | 932702 | 93520 | 7816953 | 3699838 | 3994021 |
|  | Single unit firms .. | 6315 | 6315 | 12526605 | 1875818 | 422406 | 47923 | 3727080 | 1311563 | 1531433 |
|  | Multiunit firms . . . . . . . . . . . . | 444 | 1535 | 23072740 | 2042200 | 510296 | 45597 | 4089873 | 2388275 | 2462588 |
|  | Firms with 1 establishment ... | 226 | 226 | 4795032 | 492437 | 120476 | 9540 | 1169017 | 604461 | 606894 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 96 | 192 | 1453972 | 196332 | 53671 | 4994 | 356693 | 154916 | 180386 |
|  | establishments........... | 59 | 191 | 1780515 | 199774 | 48221 | 4478 | 413644 | 226394 | 231281 |
|  | Firms with 5 to 9 establishments | 32 | 204 | 1832197 | 167356 | 38201 | 4676 | 326965 | 166503 | 176150 |
|  | Firms with 10 to 24 establishments | 22 | 326 | 5064832 | 371764 | 91559 | 8581 | 715198 | 484081 | 451940 |
|  | Firms with 25 establishments or more | 22 9 | 396 | 8146192 | 614537 | 158168 | 13328 | 1108356 | 751920 | 815937 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6014 | 6859 | 31745475 | 3363241 | 805891 | 79839 | 6757373 | 3269780 | 3522027 |
|  | Single unit firms . . . . . . . . . . . . | 5608 | 5608 | D | D | D | k | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 406 | 1251 | D | D | D | k | D | D | D |
|  | Firms with $\begin{aligned} & \text { establishment } \ldots \\ & \text { Firms with } 2 \text { establishments .. }\end{aligned}$ | $\begin{array}{r}215 \\ 84 \\ \hline\end{array}$ | 215 168 | D | D | D | ${ }^{\text {i }}$ | ${ }_{\text {D }}^{\text {D }}$ | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 establishments | 57 | 185 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots . .$. | 26 | 165 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots . .$. Firms with 25 establishments | 18 | 279 | 4168098 | 250020 | 65038 | 5895 | 518218 | 381407 | 345757 |
|  | or more ................... | 6 | 239 | 7017243 | 442469 | 117156 | 9592 | 799736 | 648202 | 691602 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 752 | 991 | 3853870 | 554777 | 126811 | 13681 | 1059580 | 430058 | 471994 |
|  | Single unit firms . . . . . . . . . . . . | 707 | 707 | D | D | D | i | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . | 45 | 284 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment . $\ldots$ - Firms with 2 establishments . | 19 9 | 19 18 |  | D | D | e | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 ert 4 | 9 |  |  | D | D | $f$ | D |  |  |
|  | establishments ............ | 4 | 12 | D | D | D | e | D | D | D |
|  | establishments ............ | 7 | 44 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments | 3 | 35 | 237909 | 33295 | 7124 | 706 | 62276 | 11702 | 12524 |
|  | Firms with 25 establishments or more | 3 | 156 | 1122354 | 169754 | 40505 | 3692 | 305612 | 100151 | 118712 |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1367 | 1551 | 5713821 | 783497 | 184716 | 26022 | 1739475 | 714418 | 790403 |
|  | Single unit firms . . . . . . . . . . . . | 1254 | 1254 |  |  |  |  |  | D |  |
|  | Multiunit firms ................ | $\begin{array}{r}113 \\ 55 \\ \hline\end{array}$ | 297 55 | D | $\begin{aligned} & \mathrm{D} \\ & \hline \end{aligned}$ | D | j | D | D | D |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments .. | 55 36 | 55 72 | $\begin{aligned} \text { D } \\ 713 \\ \hline \end{aligned}$ | 104176 | 23 D42 | 3012 | 245019 | 120897 | 125601 |
|  | Firms with 3 or 4 establishments | 10 | 32 | D | D | D | g | D | D | D |
|  | Firms with 5 to $9 . . . . . . . . . .$. | 10 | 32 |  | D | D | g |  |  |  |
|  | establishments ............ | 7 | 40 | D | D | D | f | D | D | D |
|  | establishments ............. | 3 | 44 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 54 | D | D | D | g | D | D | D |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1367 | 1551 | 5713821 | 783497 | 184716 | 26022 | 1739475 | 714418 | 790403 |
|  | Single unit firms . . . . . . . . . . . . | 1254 | 1254 |  | D | D | j | D | D | D |
|  | Multiunit firms ................ Firms with 1 establishment ... | $\begin{array}{r}113 \\ 55 \\ \hline\end{array}$ | 297 | D | D | D | j | D | D | D |
|  | Firms with 2 establishments Firms with 3 or 4 establishments............... | 55 36 | 55 72 | 713870 | 104176 | 23342 | 3012 | 245 019 | 120897 | 125 601 |
|  |  | 10 | 32 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 7 | 40 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments. |  |  |  | D | D | f | D | D | D |
|  |  | 3 | 44 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 54 | D | D | D | g | D | D | D |

[^189]Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms | 7686 | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Single unit firms. | 6800 | 6800 | 31927925 | 2527554 | 546438 | 67889 | 4943508 | 3503040 | 3887714 |
|  | Multiunit firms.... | 886 | 2687 | 51196766 | 2877469 | 695823 | 75139 | 6082917 | 7298385 | 7625837 |
|  | Firms with 1 establishment . | 342 | 342 | 5897668 | 325344 | 80225 | 8972 | 685257 | 736818 | 721736 |
|  | Firms with 2 establishments . . Firms with 3 or 4 | 273 | 546 | 7681902 | 543202 | 124663 | 13689 | 1108900 | 1039860 | 1097545 |
|  | establishments............ | 151 | 501 | D | D | D | j | D | D | D |
|  | establishments .. | 89 | 544 | D | D | D | j | D | D | D |
|  | Firms with 10 to 24 establishments ........... | 18 | 276 | D | D | D | ' | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 13 | 478 | 10311954 | 670130 | 168261 | 18465 | 1506529 | 1809872 | 1858953 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7686 | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Single unit firms . | 6800 | 6800 | 31927925 | 2527554 | 546438 | 67889 | 4943508 | 3503040 | 3887714 |
|  | Multiunit firms . . . . . . . . . . . | 886 | 2687 | 51196766 | 2877469 | 695823 | 75139 | 6082917 | 7298385 | 7625837 |
|  | Firms with 1 establishment.... | 342 | $\begin{array}{r}342 \\ 546 \\ \hline\end{array}$ | 5897668 | 325344 | 80225 | - 8972 | , 685257 | - 736818 | +721736 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 273 | 546 | 7681902 | 543202 | 124663 | 13689 | 1108900 | 1039860 | 1097545 |
|  | establishments | 151 | 501 | D | D | D | j | D | D | D |
|  | Firms establishments...... | 89 | 544 | D | D | D | j | D | D | D |
|  | Firms with 10 to 24 | 18 | 276 | D | D | D | ; | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 13 | 478 | 10311954 | 670130 | 168261 | 18465 | 1506529 | 1809872 | 1858953 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 6094 | 7595 | 66113409 | 4485391 | 1037061 | 120653 | 9133012 | 8873016 | 9359046 |
|  | Single unit firms . . . . . . . . . . . . | 5353 | 5353 | 23770545 | 2064151 | 453716 | 56151 | 4023661 | 2761636 | 3019337 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 741 | 2242 | 42342864 | 2421240 | 583345 | 64502 | 5109351 | 6111380 | 6339709 |
|  | Firms with 1 establishment ... | 273 | 273 | 4119235 | 255722 | 61888 | 7300 | 523497 | 464758 | 464323 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 229 | 458 | 6091128 | 437298 | 100760 | 11299 | 891287 | 804079 | 844792 |
|  | establishments. | 133 | 440 | D | D | D | j | D | D | D |
|  | Firms with 5 to 9 | 79 | 482 | D | D | D | j | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments...... | 19 | 312 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 8 | 277 | D | D | D | j | D | D | D |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 4469 | 5827 | 58768929 | 4105455 | 951193 | 110297 | 8340519 | 8873016 | 9359046 |
|  | Single unit firms . . . . . . . . . . . . | 3789 | 3789 | 19475329 | 1800366 | 395567 | 48815 | 3485311 | 2761636 | 3019337 |
|  | Multiunit firms ................ | 680 | 2038 | 39293600 | 2305089 | 555626 | 61482 | 4855208 | 6111380 | 6339709 |
|  | Firms with 1 establishment ... | 257 | 257 | 4180655 | 247439 | 60546 | 6912 | 494482 | 548406 | 544322 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 206 | 412 | 5217541 | 402360 | 92376 | 10428 | 818109 | 860926 | 910694 |
|  | Firms with 3 or 4 establishments | 123 | 410 | 8505660 | 449786 | 105067 | 11291 | 963361 | 1237161 | 1275132 |
|  | Firms with 5 to 9 establishments | 69 | 427 | D | D | D | j | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments.......... | 18 | 283 | D | D | D | i | D | D | D |
|  | or more .................. | 7 | 249 | D | D | D | j | D | D | D |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 1679 | 1768 | 7344480 | 379936 | 85868 | 10356 | 792493 | - | - |
|  | Single unit firms . . . . . . . . . . . . . | 1564 | 1564 | 4295216 | 263785 | 58149 | 7336 | 538350 | - | - |
|  | Multiunit firms ............... | 115 | 204 | 3049264 | 116151 | 27719 | 3020 | 254143 | - | - |
|  | Firms with 1 establishment $\ldots$ | 73 | 73 48 | 906469 | 54689 | 13084 6 | 1517 | 122372 | - | - |
|  | Firms with 2 establishments .. | 24 | 48 | 967571 | 27651 | 6594 | 726 | 62470 | - | - |
|  | establishments............ | 11 | 38 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments ............ |  | 35 |  |  | D |  |  |  |  |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  | 35 |  | D | D | c | D | D | D |
|  | establishments | 1 | 10 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - |  | - | - | - | - | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(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 <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1624 | 1892 | 17011282 | 919632 | 205200 | 22375 | 1893413 | 1928409 | 2154505 |
|  | Single unit firms . | 1447 | 1447 | 8157380 | 463403 | 92722 | 11738 | 919847 | 741404 | 868377 |
|  | Multiunit firms... | 177 | 445 | 8853902 | 456229 | 112478 | 10637 | 973566 | 1187005 | 1286128 |
|  | Firms with 1 establishment .. | 94 | 94 | 3122457 | 108983 | 27687 | 2559 | 242902 | 415246 | 426938 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 45 | 90 | 1595310 | 100090 | 23098 | 2261 | 207369 | 243438 | 258693 |
|  | establishments ............ | 22 | 75 | 1659180 | 72151 | 16283 | 1686 | 149575 | 152692 | 181714 |
|  | Firms with 5 to 9 establishments | 11 | 68 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 2 | 23 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 95 | D | D | D | g | D | D | D |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms | 1133 | 1380 | 15574704 | 839223 | 187391 | 20212 | 1730127 | 1928409 | 2154505 |
|  | Single unit firms . | 980 | 980 | 7081231 | 404093 | 80045 | 9958 | 800774 | 741404 | 868377 |
|  | Multiunit firms............. | 153 | 400 | 8493473 | 435130 | 107346 | 10254 | 929353 | 1187005 | 1286128 |
|  | Firms with 1 establishment ... | 80 41 | 80 | 3778089 | 107270 | 27339 | 2548 | 239358 | 453704 | 477271 |
|  | Firms with 2 establishments .. | 41 | 82 | 1611929 | 95723 | 22336 | 2150 | 200766 | 246518 | 261722 |
|  | Firmstablishments........... | 17 | 59 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments ................ . . | 10 | 61 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 2 | 23 | D | D | D | f | D | D | D |
|  | or more | 3 | 95 | D | D | D | g | D | D | D |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 500 | 512 | 1436578 | 80409 | 17809 | 2163 | 163286 | - | - |
|  | Single unit firms . . . . . . . . . . . . | 467 | 467 | 1076149 | 59310 | 12677 | 1780 | 119073 | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 33 | 45 | 360429 | 21099 | 5132 | 383 | 44213 | - | - |
|  | Firms with 1 establishment ... | 25 | 25 | 159343 | 7559 | 1992 | 144 | 14018 | - |  |
|  | Firms with 2 establishments .. | 6 | 12 | 193791 | 13196 | 3044 | 227 | 29551 | - | - |
|  | establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots$ | 1 | 5 | D | D | D | a | D | D | D |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 522 | '592 | '8 428510 | r190 848 | r45 064 | r3 936 | 434088 | 438584 | 452320 |
|  | Single unit firms . . . . . . . . . . . . | 447 | 447 | 4067939 | 110045 | 25458 | 2430 | 234706 | 294379 | 279651 |
|  | Multiunit firms ................ | 75 | 145 | 4360571 | 80803 | 19606 | 1506 | 199382 | 144205 | 172669 |
|  | Firms with 1 establishment ... | 53 | 53 | 2739045 | 38110 | 9308 | 637 | 94312 | 83430 | 96760 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 12 | 24 | 203556 | 9359 | 2423 | 179 | 19762 | 8233 | 14233 |
|  | establishments. | 5 | 17 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | 2 | 10 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments | 3 | 41 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | _ | - | - | - | - | - |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 522 | r592 | '8 428510 | r190 848 | '45 064 | r3 936 | 434088 | 438584 | 452320 |
|  | Single unit firms . . . . . . . . . . . . | 447 | 447 | 4067939 | 110045 | 25458 | 2430 | 234706 | 294379 | 279651 |
|  |  | 75 | 145 | 4360571 | 80803 | 19606 | 1506 | 199382 | 144205 | 172669 |
|  |  | 53 | 53 | 2739045 | 38110 | 9308 | 637 | 94312 | 83430 | 96760 |
|  | Firms with 2 establishments .. | 12 | 24 | 203556 | 9359 | 2423 | 179 | 19762 | 8233 | 14233 |
|  | Firms with 3 or 4 establishments | 5 | 17 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 10 | D | D | D | b | D |  |  |
|  | $\begin{aligned} & \text { establishments } \ldots \ldots \ldots \ldots \ldots \\ & \text { Firms with } 10 \text { to } 24 \end{aligned}$ | 2 | 10 | D | D | D | b | D | D | D |
|  | establishments <br> Firms with 25 establishments or more $\qquad$ | 3 | 41 | D | D | D | c | D | D | D |
|  |  |  |  |  | - | - | - | - | - | - |

[^190]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{1}$ (\$1,000) | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle-Con. <br> All firms | 2587 | 3261 | 10850765 | 1133400 | 263937 | 33270 | 2206346 | 1516634 | 1625338 |
|  | Single unit firms . | 2244 | 2244 | 4791968 | 567021 | 129889 | 17261 | 1094239 | 645602 | 732437 |
|  | Multiunit firms ... | 343 | 1017 | 6058797 | 566379 | 134048 | 16009 | 1112107 | 871032 | 892901 |
|  | Firms with 1 establishment ... | 156 | 156 | 1149246 | 111052 | 25304 | 3091 | 214706 | 134823 | 142831 |
|  | Firms with 2 establishments... <br> Firms with 3 or 4 | 89 | 178 | 1093514 | 130494 | 30410 | 3406 | 236812 | 180906 | 190813 |
|  | establishments........... | 56 | 192 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments ............... | 25 | 149 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments . | 13 | 190 | 1372126 | 94690 | 23967 | 2919 | 198430 | 175449 | 177811 |
|  | Firms with 25 establishments or more $\qquad$ | 4 | 152 | D | D | D | g | D | D | D |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2769 | 4744 | 14185407 | 1559234 | 359093 | 42511 | 2937087 | 2136446 | 2184385 |
|  | Single unit firms . | 2286 | 2286 | 4867526 | 658118 | 146687 | 18697 | 1204163 | 614416 | 655006 |
|  | Multiunit firms... | 483 | 2458 | 9317881 | 901116 | 212406 | 23814 | 1732924 | 1522030 | 1529379 |
|  | Firms with 1 establishment ... | 125 | 125 | $\begin{array}{r}708729 \\ \hline\end{array} 31167$ | 89148 | 21462 | ${ }_{2}^{2} 271$ | 164095 | 117894 | 114046 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 140 | 280 | 1331167 | 142008 | 33084 | 3609 | 248084 | 168497 | 173723 |
|  | establishments...... | 111 | 367 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 74 | 494 | D | D | D | i | D | D | D |
|  | Firms with 10 to $24 . \ldots . .$. . | 23 | 342 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 10 | 850 | 1708828 | 122459 | 29628 | 3974 | 247552 | 295831 | 316935 |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2769 | 4744 | 14185407 | 1559234 | 359093 | 42511 | 2937087 | 2136446 | 2184385 |
|  | Single unit firms . . . . . . . . . . . . | 2286 | 2286 | 4867526 | 658118 | 146687 | 18697 | 1204163 | 614416 | 655006 |
|  | Multiunit firms................ | 483 | 2458 | 9317881 | 901116 | 212406 | 23814 | 1732924 | 1522030 | 1529379 |
|  | Firms with 1 establishment ... | 125 | 125 | +708729 | 89148 | 21462 | 2271 | 164095 | 117894 | 114046 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 140 | 280 | 1331167 | 142008 | 33084 | 3609 | 248084 | 168497 | 173723 |
|  | establishments............ | 111 | 367 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments $\qquad$ | 74 | 494 | D | D | D | i | D | D | D |
|  | Firms with 10 to 24 establishments .......... | 23 | 342 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 10 | 850 | 1708828 | 122459 | 29628 | 3974 | 247552 | 295831 | 316935 |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 853 | 1358 | 3435926 | 406356 | 91959 | 11193 | 762355 | 531770 | 549655 |
|  | Single unit firms . . . . . . . . . . . . . | 707 | 707 | D | D |  | i | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 146 | 651 | D | D |  | i | D | D | D |
|  | Firms with 1 establishment ... | 49 | 49 | 205124 | 21241 | 5381 | 596 | 36356 | 24053 | 24582 |
|  | Firms with 2 establishments .. | 37 | 74 | 270739 | 36388 | 8100 | 1104 | 63694 | 35271 | 34510 |
|  | Firms with 3 or 4 establishments | 31 | 102 | 442756 | 59464 | 14072 | 1482 | 111581 | 83909 | 83153 |
|  | Firms with 5 to 9 establishments | 19 | 112 | D | D | D | f | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 8 | 108 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more | 2 | 206 | D | D | D | f | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 853 | 1358 | 3435926 | 406356 | 91959 | 11193 | 762355 | 531770 | 549655 |
|  | Single unit firms . . . . . . . . . . . . | 707 |  |  |  |  | i | D | D | D |
|  |  | 146 49 | 651 49 | $\begin{array}{rr} \mathrm{D} \\ 205 & 124 \end{array}$ | $21241$ | $\begin{aligned} & \text { D } \\ & 5381 \end{aligned}$ | i 596 | $\begin{array}{r} \text { D } \\ 36356 \end{array}$ | 24053 | 24582 |
|  | Firms with 2 establishments .. | 37 | 74 | 270739 | 36388 | 8100 | 1104 | 63694 | 35271 | 34510 |
|  | Firms with 3 or 4 | 31 | 102 | 442756 | 59464 | 14072 | 1482 | 111581 | 83909 | 83153 |
|  | Firms with 5 to 9 establishments.............. | 19 | 112 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments ........... | 8 | 108 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 206 | D | D | D | f | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 52598 | 64951 | 223849297 | 24766878 | 5670011 | 674287 | 46667259 | 37837176 | 41093543 |
|  | Single unit firms . . | 47055 | 47055 | 108816205 | 12921445 | 2874144 | 371433 | 24565224 | 16057581 | 17884746 |
|  | Multiunit firms.... | 5543 | 17896 | 115033092 | 11845433 | 2795867 | 302854 | 22102035 | 21779595 | 23208797 |
|  | Firms with 1 establishment ... | 1676 | 1676 | 16403888 | 1555348 | 373417 | 38534 | 2979083 | 2372871 | 2462803 |
|  | Firms with 2 establishments . . Firms with 3 or 4 | 2003 | 4006 | 22370614 | 2486660 | 576572 | 64947 | 4535829 | 3971649 | 4169660 |
|  | establishments........... | 1131 | 3780 | 23192011 | 2536263 | 590250 | 64549 | 4621740 | 4610873 | 4956564 |
|  | establishments......... | 539 | 3339 | 26987957 | 2740013 | 658084 | 66268 | 5151521 | 5705739 | 6084929 |
|  | Firms with 10 to $24 .$. | 150 | 2019 | 14591523 | 1463753 | 341110 | 36834 | 2724766 | 3477902 | 3742387 |
|  | Firms with 25 establishments or more $\qquad$ | 44 | 3076 | 11487099 | 1063396 | 256434 | 31722 | 2089096 | 1640561 | 1792454 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3421 | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Single unit firms . | 2772 | 2772 | 8193870 | 816755 | 180044 | 22153 | 1623443 | 1835963 | 2094509 |
|  | Multiunit firms . . . . | 649 | 1991 | 23367422 | 2293979 | 554561 | 55421 | 4117385 | 7355330 | 7986957 |
|  | Firms with 1 establishment ... | 188 | 188 | 3569982 | 271551 | 65780 59 | 6338 | 512108 | 908846 | 970126 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 192 | 384 | 2308170 | 263428 | 59597 | 6620 | 467729 | 647211 | 707873 |
|  | establishments........... | 150 | 513 | 4994805 | 527110 | 124548 | 12656 | 970872 | 1590018 | 1729748 |
|  | establishments .... | 95 | 599 | 8635975 | 884549 | 219065 | 21076 | 1551494 | 3095091 | 3408806 |
|  | Firms with 10 to 24 establishments ............... | 24 | 307 | 3858490 | 347341 | 85571 | 8731 | 615182 | 1114164 | 1170404 |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3421 | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Single unit firms . | 2772 | 2772 | 8193870 | 816755 | 180044 | 22153 | 1623443 | 1835963 | 2094509 |
|  | Multiunit firms . . . . . . . . . . . . | 649 | 1991 | 23367422 | 2293979 | 554561 | 55421 | 4117385 | 7355330 | 7986957 |
|  | Firms with 1 establishment ... | 188 | 188 | 3569982 | 271551 | 65780 | 6338 | 512108 | 908846 | 970126 |
|  | Firms with 2 establishments .. | 192 | 384 | 2308170 | 263428 | 59597 | 6620 | 467729 | 647211 | 707873 |
|  | establishments.......... | 150 | 513 | 4994805 | 527110 | 124548 | 12656 | 970872 | 1590018 | 1729748 |
|  | Firms with 5 to 9 establishments | 95 | 599 | 8635975 | 884549 | 219065 | 21076 | 1551494 | 3095091 | 3408806 |
|  | Firms with 10 to 24 establishments | 24 | 307 | 3858490 | 347341 | 85571 | 8731 | 615182 | $1114164$ | 1170404 |
|  | Firms with 25 establishments or more $\qquad$ |  | 307 | 3858450 | 34734 | 8557 | 8731 | 615182 | 1114 | 1170404 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 8143 | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |
|  | Single unit firms . . . . . . . . . . . . . | 7275 | 7275 | 18789946 | 1647181 | 366809 | 63656 | 3159174 | 4861886 | 5341348 |
|  | Multiunit firms . . . . . . . . . . . . | 868 | 2037 | 11746659 | 987408 | 225026 | 32253 | 1907442 | 3132209 | 3392384 |
|  | Firms with 1 establishment... | 262 | 262 | 1886018 | 155754 | $\begin{array}{r}36609 \\ \hline 55\end{array}$ | 4 470 | 294961 | 1446391 | $\begin{array}{r}467179 \\ \hline 13569\end{array}$ |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 396 | 792 | 4239403 | 382541 | 85527 | 12709 | 688652 | 1219568 | 1335692 |
|  | establishments........... | 154 | 504 | 2941314 | 245328 | 55697 | 7972 | 441141 | 811312 | 880285 |
|  | Firms with 5 to 9 establishments | 42 | 250 | D | D | D | h | D | D | D |
|  | Firms with 10 to $24 \times \ldots \ldots$ |  |  |  |  |  |  | D |  |  |
|  | establishments............ | 13 | 169 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more | 1 |  |  | D | D | c | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle |  | 60 |  |  |  |  |  |  |  |
|  | All firms. | 8143 | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |
|  | Single unit firms . | 7275 | 7275 | 18789946 | 1647181 | 366809 | 63656 | 3159174 | 4861886 | 5341348 |
|  | Multiunit firms . . . . . . . . . . . . . . | 868 | 2037 | 11746659 | 987408 | 225026 | 32253 | 1907442 | 3132209 | 3392384 |
|  | Firms with 1 establishment ... | 262 | 262 | 1886018 | 155754 | $\begin{array}{r}36609 \\ \hline 85\end{array}$ | 4870 | 294961 | +446391 |  |
|  | Firms with 2 establishments .. | 396 | 792 | 4239403 | 382541 | 85527 | 12709 | 688652 | 1219568 | 1335692 |
|  | Firstablithments $\ldots \ldots \ldots \ldots$. | 154 | 504 | 2941314 | 245328 | 55697 | 7972 | 441141 | 811312 | 880285 |
|  | Firms with 5 to 9 establishments | 42 | 250 | D | D | D | h | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 13 | 169 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more | 1 | 60 | D | D | D | c | D | D | D |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218201 | Farm machinery \& equipment-farm dealers -Con. <br> All firms | 6082 | 6789 | 21521310 | 1863969 | 418663 | 70910 | 3390688 | 6317759 | 6911632 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Single unit firms . . . . . . . . . . . . | 5448 634 | 5448 1341 | D | D | D | k | D | D | D |
|  | M Mirms with 1 establishment ... | 634 182 | $\begin{array}{r}1341 \\ 182 \\ \hline\end{array}$ | D | D | D | ${ }^{\text {j }}$ | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 320 | 640 | D | D | D | j | D | D | D |
|  | establishments...... | 111 | 358 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments | 17 | 102 | 490752 | 47945 | 10928 | 1557 | 84626 | 179084 | 192442 |
|  | Firms with 10 to 24 establishments | 4 | 59 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | - | _ | _ | _ | - | - | - | - |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms | 1547 | 1891 | 6437932 | 507832 | 112807 | 16713 | 1144687 | 1088278 | 1203779 |
|  | Single unit firms. | 1374 | 1374 | D | D | D | j | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . . | 173 | 517 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment ... | 75 43 | 75 86 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 43 | 86 | D | D | D | g | D | D | D |
|  | establishments............ | 27 | 91 | D | D | D | f | D | D | D |
|  | Firms with 5 to $9 . . . . . .$. | 21 | 130 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments . | 6 | 76 | 246141 | 16862 | 4112 | 644 | 36360 | 26606 | 28939 |
|  | Firms with 25 establishments or more $\qquad$ |  | 59 | D | D | D | c | D | D | D |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 550 | 632 | 2577363 | 262788 | 60365 | 8286 | 531241 | 588058 | 618321 |
|  | Single unit firms. | 453 | 453 | 1412182 | 141009 | 31790 | 4422 | 279267 | 282954 | 310728 |
|  | Multiunit firms . . . . . . . . . . . . . . | 97 | 179 | 1165181 | 121779 | 28575 | 3864 | 251974 | 305104 | 307593 |
|  | Firms with 1 establishment ... | 54 | 54 | 471011 | 42828 | 9918 | 1197 | 87928 | 123295 | 119940 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 25 | 50 | D | D | D | g | D | D | D |
|  | establishments........... | 13 | 45 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 5 | 30 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............... <br> Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more | - | - | - | - | - | - | - | - | - |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 24150 | 28321 | 97183003 | 11523912 | 2627707 | 286732 | 21619583 | 12326301 | 13148394 |
|  | Single unit firms . . . . . . . . . . . . . | 21638 | 21638 | 49502492 | 6432776 | 1436228 | 167879 | 12150020 | 5522781 | 6129886 |
|  | Multiunit firms . . . . . . . . . . . . . | 2512 | 6683 | 47680511 | 5091136 | 1191479 | 118853 | 9469563 | 6803520 | 7018508 |
|  | Firms with 1 establishment ... | 893 | + 893 | 10396549 | - 937988 | 224946 | 21289 |  |  | $1336931$ |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 852 | 1704 | 10533632 | 1192210 | 276107 | 28129 | 2225921 | 1373684 | $1418516$ |
|  | establishments............ | 504 | 1694 | D | D | D | k | D | D | D |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots . .$. | 207 | 1261 | D | D | D | k | D | D | D |
|  | Firms with 10 to 24 establishments . | 45 | 619 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 11 | 512 | 2532958 | 187331 | 43866 | 5485 | 349076 | 271457 | 283833 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 24150 | 28321 | 97183003 | 11523912 | 2627707 | 286732 | 21619583 | 12326301 | 13148394 |
|  | Single unit firms . . . . . . . . . . . . | 21638 | 21638 | 49502492 | 6432776 | 1436228 | 167879 | 12150020 | 5522781 | 6129886 |
|  | Multiunit firms . . . . . . . . . . . . . . | 2512 | 6683 | 47680511 | 5091136 | 1191479 | 118853 | 9469563 | 6803520 | 7018508 |
|  | Firms with 1 establishment ... | 893 | + 893 | 10396549 | -937988 | 224946 | 21289 | 1778191 | 1320183 | 1336931 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 852 | 1704 | 10533632 | 1192210 | 276107 | 28129 | 2225921 | 1373684 | 1418516 |
|  | Firms with 3 or 4 establishments | 504 | 1694 | D | D | D | k | D | D | D |
|  | Firms with 5 to 9 establishments | 207 | 1261 | D | D | D | k | D | D | D |
|  | Firms with 10 to 24 establishments | 45 | 619 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 11 | 512 | 2532958 | 187331 | 43866 | 5485 | 349076 | 271457 | 283833 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2863 | 3232 | 13925794 | 1338123 | 300153 | 29963 | 2629765 | 2155284 | 2142750 |
|  | Single unit firms . . | 2622 | 2622 | 6943445 | 778969 | 173649 | 18265 | 1472517 | 854694 | 914449 |
|  | Multiunit firms . . . . . . . | 241 | 610 | 6982349 | 559154 | 126504 | 11698 | 1157248 | 854694 1300590 | 1228301 |
|  | Firms with 1 establishment ... | 97 | 97 | 1921847 | 113674 | 26548 | 2304 | 249038 | 283648 | 277478 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 77 | 154 | 1198316 | 105739 | 23337 | 2066 | 204612 | 201832 | 214736 |
|  | establishments.... | 46 | 156 | 1742247 | 132179 | 29202 | 2595 | 277414 | 396784 | 365873 |
|  | Firms with 5 to 9 establishments . . . . | 16 | 108 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 4 | 58 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 37 | D | D | D | f | D | D | D |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3388 | 4042 | 15099475 | 2069068 | 487920 | 56245 | 3544920 | 1654475 | 1743448 |
|  | Single unit firms . | 2932 | 2932 | 6826643 | 1008316 | 227238 | 27960 | 1809703 | 643332 | 700008 |
|  |  |  | 1110 |  | 1060752 | 260682 | 28285 | 1735217 | 1011143 | 1043440 |
|  | Firms with 1 establishment ... | 168 | 168 | 2854146 1 | 212744 | 54613 | 5279 | 368478 | 243605 | 245878 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 152 | 304 | 1784037 | 286292 | 68439 | 7569 | 471327 | 204613 | 208977 |
|  | establishments........... | 89 | 299 | D | D | D | i | D | D | D |
|  | establishments.. | 43 | 249 | D | D | D | i | D | D | D |
|  | Firms with 10 to 24 establishments. | 3 | 43 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 47 | D | D | D | g | D | D | D |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2029 | 2688 | 7740720 | 693599 | 150488 | 18900 | 1316709 | 847083 | 989913 |
|  | Single unit firms . | 1803 | 1803 | 3775820 | 394857 | 82149 | 10920 | 767881 | 381719 | 471249 |
|  | Multiunit firms . . . . . . . . . . . . . | 226 | 885 | 3964900 | 298742 | 68339 | 7980 | 548828 | 465364 | 518664 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | 88 68 | 88 136 | D | D |  | ${ }_{\mathrm{g}}^{\mathrm{g}}$ | D | D | D |
|  | Firms with 3 or 4 |  |  | D | D |  | 9 |  |  |  |
|  | establishments . . . . . . . . . . | 43 | 148 | D | D | D | g | D | D | D |
|  | establishments ............ | 15 | 101 | 454867 | 35003 | 7440 | 917 | 61128 | 68070 | 81917 |
|  | Firms with 10 to 24 | 6 | 86 | 409399 | 22238 | 5154 | 482 | 39249 | 81253 | 87096 |
|  | Firms with 25 establishments or more | 6 | 326 | 1493296 | 68203 | 16918 | 2274 | 117500 | 132503 | 141283 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5105 | 5549 | 19252387 | 2143494 | 484421 | 50387 | 4173661 | 2582076 | 2777069 |
|  | Single unit firms . . . . . . . . . . . . | 4646 | 4646 | 10715470 | 1286430 | 284577 | 32783 | 2547011 | 1313511 | 1450209 |
|  | Multiunit firms . . . . . . . . . . . . . . | 459 | 903 | 8536917 | 857064 | 199844 | 17604 | 1626650 | 1268565 | 1326860 |
|  | Firms with 1 establishment ... | 256 114 | 256 |  | 286061 | 68540 | 6 6 3 | 543864 | 398632 | 401786 |
|  | Firms with 2 establishments .. | 114 | 228 | 1821802 | 193539 | $45028$ | 3896 | 356576 | 296241 | 296057 |
|  | establishments............ | 58 | 193 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 24 | 142 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 7 | 84 | 1556902 | 155335 | 28445 | 2396 | 288379 | 171773 | 218300 |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - |  |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 8764 | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Single unit firms . . . . . . . . . . . . |  |  | 16271208 | 2115040 | 464479 |  | 3930354 | 1800373 | 1966688 |
|  | Multiunit firms . ................. | 1195 | 5299 | 20617821 | 2304999 | 548138 | 63456 | 4399046 | 2645705 | 2799206 |
|  | Firms with 1 establishment ... | 388 | 388 | 2776543 | 318033 | 77159 | 7590 | 620132 | 312170 | 318009 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 390 | 780 | 3209530 | 433785 | 102132 | 11698 | 770672 | 426210 | 431053 |
|  | Firms with 3 or 4 <br> establishments . . . . . . . . . . . . . | 220 | 723 | 2832732 | 361590 | 82878 | 9351 | 674406 | 427924 | 456470 |
|  | Firms with 5 to 9 establishments | 137 | 849 | 2943807 | 368042 | 88143 | 10119 | 670773 | 392902 | 402451 |
|  | Firms with 10 to 24 establishments ............ | 40 | 563 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more | 20 | 563 1996 | D | D | D | , | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 928 | 1279 | 5276944 | 611403 | 140346 | 14238 | 1145035 | 799843 | 820778 |
|  | Single unit firms . | 736 | 736 | 2300467 | 295178 | 63956 | 6708 | 541437 | 312988 | 334282 |
|  | Multiunit firms . . | 192 | 543 | 2976477 | 316225 | 76390 | 7530 | 603598 | 486855 | 486496 |
|  | Firms with 1 establishment ... | 69 | 69 | 492050 | 58361 | 15298 | 1212 | 111800 | 70396 | 66655 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 65 | 130 | 666853 | 78674 | 18863 | 1882 | 147177 | 103597 | 102281 |
|  | establishments.............. <br> estabishments | 30 | 101 | 505550 | 55862 | 11668 | 1302 | 100274 | 89732 | 99743 |
|  | establishments ............ | 22 | 146 | D | D | D | g | D | D | D |
|  | establishments .... | 5 | 58 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more ...................... | 1 | 39 | D | D | D | e | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3059 | 3751 | 10581175 | 1328647 | 304274 | 36731 | 2457743 | 1231448 | 1334392 |
|  | Single unit firms . | 2663 | 2663 | D | D | D |  | D | D | D |
|  |  | 396 | 1088 | D | D | D | j | D | D | D |
|  | Firms with 1 establishment ... | 178 120 | 178 240 | D | D | D | h $h$ | D | D | D |
|  | Firms with 3 or 4 establishments | 55 | 178 | 654545 | 78145 | 17590 | 2065 | 144620 | 78229 | 85561 |
|  | Firms with 5 to 9 establishments | 27 | 166 | 721315 | 95446 | 23513 | 2540 | 157883 | 83199 | 83833 |
|  | Firms with 10 to 24 establishments | 14 | 198 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 128 | D | D | D | g | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5327 | 6233 | 11044612 | 1646019 | 383581 | 56364 | 3058945 | 1208260 | 1294341 |
|  | Single unit firms . | 4873 | 4873 | 7213605 | 1022788 | 232189 | 36385 | 1936090 | 696133 | 763012 |
|  | Multiunit firms . . . . . . . . . . . . . . | 454 | 1360 | 3831007 | 623231 | 151392 | 19979 | 1122855 | 512127 | 531329 |
|  | Firms with 1 establishment ... | 207 | 207 | 948225 | 150426 | 36304 | 4602 | 269642 | 117280 | 118365 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 130 | 260 | 812562 | 139893 | 34126 | 4148 | 246047 | 96609 | 98380 |
|  | establishments............ | 65 | 219 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 27 | 180 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 19 | 262 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 6 | 232 | D | D | D | g | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5327 | 6233 | 11044612 | 1646019 | 383581 | 56364 | 3058945 | 1208260 | 1294341 |
|  | Single unit firms . . . . . . . . . . . . | 4873 | 4873 | 7213605 | 1022788 | 232189 | 36385 | 1936090 | 696133 | 763012 |
|  | Multiunit firms . ............... | 454 | 1360 | 3831007 | 623231 | 151392 | 19979 | 1122855 | 512127 | 531329 |
|  |  | 207 | 207 | 948225 | 150426 | 36304 | 4602 | 269642 | 117280 | 118365 |
|  | Firms with 2 establishments .. | 130 | 260 | 812562 | 139893 | 34126 | 4148 | 246047 | 96609 | 98380 |
|  | establishments | 65 | 219 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments ............ | 27 | 180 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments | 19 | 262 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 6 | 232 | D | D | D | g | D | D | D |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 784 | 1240 | 2016050 | 351378 | 82788 | 13671 | 649637 | 297828 | 328061 |
|  | Single unit firms . . . . . . . . . . . . | 666 | 666 | D | D | D | i | D | D | D ${ }_{\text {D }}$ |
|  | Multiunit firms................ | 118 | 574 | D | D |  |  | D | D |  |
|  | Firms with 1 establishment ... | 46 | 46 | 164719 | 32495 | 7639 | 1232 | 56793 | 27965 | 28625 |
|  | Firms with 2 establishments .. | 19 | 38 | 112471 | 23353 | 5615 | 727 | 38682 | 17963 | 16960 |
|  | Firms with 3 or 4 establishments | 22 | 76 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 14 | 93 | 116555 | 27701 | 6571 | 1206 | 47052 | 24304 | 24000 |
|  | Firms with 10 to 24 | 13 | 186 | 237132 | 49155 | 12137 | 2143 | 88088 | 45919 | 49119 |
|  | Firms with 25 establishments ${ }^{\text {ent.... }}$ |  |  |  |  |  |  |  |  |  |
|  | or more ................... | 4 | 135 | 135339 | 15426 | 3515 | 691 | 38453 | 15582 | 17297 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1969 | 2189 | 3745652 | 625841 | 147020 | 21414 | 1144893 | 382831 | 403819 |
|  | Single unit firms ............... | 1819 | 1819 | D | D | D |  | D | D | D |
|  |  | $\begin{array}{r}150 \\ 74 \\ \hline\end{array}$ | $\begin{array}{r}370 \\ 74 \\ \hline\end{array}$ | 482975 | 70 723 | 16958 | 2079 | 130935 | 47021 | 4788 |
|  | Firms with 2 establishments ... | 47 | 94 | - D | D | 16 958 | 2 ${ }^{\text {g }}$ | 130 | 47 | 47283 |
|  |  | 19 | 65 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 6 | 39 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 . |  |  |  |  |  |  |  |  |  |
|  | establishments ........ | 3 | 37 | D | D | D | f | D | D | D |
|  |  | 1 | 61 | D | D | D | g | D | D | D |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 604 | 655 | D | D | D | i | D | D | D |
|  | Single unit firms . | 540 | 540 | D | D | D | h | D | D | D |
|  | Multiunit firms ............... | 64 | 115 | D | D | D | g | D | D | D |
|  | Firms with 1 establishment . . ${ }^{\text {Firms }}$ with 2 establishments | 33 22 | 33 44 | D | D | D | f | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 22 | 44 | D | D | D | f | D | D |  |
|  | establishments............ | 7 | 23 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 15 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1976 | 2149 | D | D | D | j | D | D | D |
|  | Single unit firms . . . . . . . . . . . . . | 1848 | 1848 | D | D | D | j | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 128 | 301 | D | D | D | h | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 61 43 | 61 86 | D | D | D | g | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 establishments. | 15 | 48 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots . . . . .$. | 5 | 32 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 ....... |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 3 | 38 | D | D | D | c | D | D | D |
|  | or more ................... | 1 | 36 | D | D | D | e | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 3186 | 3454 | 16634756 | 1431585 | 319666 | 35256 | 2851887 | 2671149 | 3069716 |
|  | Single unit firms . . . . . . . . . . . . | 2928 | 2928 | 8845084 | 886905 | 194395 | 22364 | 1766143 | 1340445 | 1589303 |
|  | Multiunit firms . . . . . . . . . . . . . . | 258 | 526 | 7789672 | 544680 | 125271 | 12892 | 1085744 | 1330704 | 1480413 |
|  | Firms with 1 establishment ... | 139 | 139 | 3134937 | 195623 | 47195 | 4544 | 389211 | 386734 | 430972 |
|  | Firms with 2 establishments .. | 69 | 138 | 767081 | 84634 | 19636 | 2260 | 154454 | 157164 | 130617 |
|  | Firms with 3 or 4 establishments | 32 | 103 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 13 | 78 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  | 78 | D | D | D | $g$ |  |  |  |
|  | establishments............ | 5 | 68 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3186 | 3454 | 16634756 | 1431585 | 319666 | 35256 | 2851887 | 2671149 | 3069716 |
|  | Single unit firms . . . . . . . . . . . . | 2928 | 2928 | 8845084 | 886905 | 194395 | 22364 | 1766143 | 1340445 | 1589303 |
|  | Multiunit firms . . . . . . . . . . . . | 258 | 526 | 7789672 | 544680 | 125271 | 12892 | 1085744 | 1330704 | 1480413 |
|  | Firms with 1 establishment . . | 139 | 139 | 3134937 | 195623 | 47195 | 4544 | 389211 | 386734 | 430972 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 69 | 138 | 767081 | 84634 | 19636 | 2260 | 154454 |  | 130617 |
|  | establishments............ | 32 | 103 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | 13 | 78 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  | g | D |  |  |
|  | establishments............ | 5 | 68 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more |  |  | - | - | - | - | - | - | - |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1935 | 2092 | 12214744 | 929885 | 206175 | 21276 | 1893980 | 2063036 | 2377201 |
|  | Single unit firms. | 1792 | 1792 | 6264499 | 592182 | 129556 | 13975 | 1184990 | 991780 | 1178237 |
|  | Multiunit firms . . | 143 | 300 | 5950245 | 337703 | 76619 | 7301 | 708990 | 1071256 | 1198964 |
|  | Firms with 1 establishment. | 78 | 78 | 2293471 | 112937 | 27455 | 2670 | 248151 | 299302 | 333551 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 37 | 74 | D |  | D | g | D | D | D |
|  | Firms with establishments $4 . \ldots \ldots \ldots .$. | 18 | 58 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 6 | 36 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments . . | 4 | 54 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more |  | 5 | D | D | D | g | D | D | - |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 755 | 825 | 2566747 | 304561 | 69149 | 8418 | 596428 | 383049 | 418396 |
|  | Single unit firms . | 683 | 683 | D | D | D | h | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 72 | 142 | D | D | D | h | D | D | D |
|  | Firms with 1 establishment ... | 39 | 39 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 19 | 38 | D | D | D | f | D | D | D |
|  | establishments............ | 10 | 32 | D | D | D | g | D | D | D |
|  | establishments . . . . . . . . . . | 3 | 19 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments . | 1 | 14 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | D | - | - | D | - |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 500 | 537 | 1853265 | 197139 | 44342 | 5562 | 361479 | 225064 | 274119 |
|  | Single unit firms . . . . . . . . . . . . | 453 | 453 | D | D | D | h | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 47 | 84 | D | D | D | g | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments | 29 11 | 29 22 | D | D | D | ${ }_{\text {f }}$ | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  | 22 | D | D | D | e | D | D | D |
|  | establishments............ | 3 | 10 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 23 | 188556 | 18609 | 5021 | 523 | 27141 | 30201 | 32838 |
|  | Firms with 10 to 24 establishments | - | - | - | - | _ | - | _ | - |  |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - |  |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 31714 | 33956 | 155636289 | 10094244 | 2345746 | 331513 | 24594828 | 15948947 | 16982519 |
|  | Single unit firms . . . . . . . . . . . . . | 30022 | 30022 | D | D | D | m | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . . | 1692 | 3934 | D | D | D | m | D | D | D |
|  | Firms with 1 establishment ... | 865 | 865 | 20144405 | 946034 | 228010 | $\begin{array}{ll}26 & 454\end{array}$ | 2523754 | 2 <br> 1 <br> 1 <br> 326156 <br> 154 | 2208201 |
|  | Firms with 2 establishments .. | 478 | 956 | 13191658 | 780553 | 183525 | 23318 | 1845289 | 1329844 | 1415936 |
|  | Firms with 3 or 4 establishments | 220 | 721 | D | D | D | j | D | D | D |
|  | Firms with 5 to 9 establishments | 82 | 491 | D | D | D | j | D | D | D |
|  | Firms with 10 to 24 establishments | 39 | 600 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more | 8 |  | 3943490 | 181487 | 46327 | 5973 | 440056 | 112998 | 117040 |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  | 5973 | 440056 |  |  |
|  | All firms ............. | 4579 | 4961 | 17059006 | 1546470 | 356459 | 53620 | 3678121 | 3018376 | 3206465 |
|  | Single unit firms <br> Multiunit firms | 4272 | 4272 | 10865104 | 1052392 | 238432 | 37516 | 2524186 | 1806959 | 1964329 |
|  |  | 307 | 689 | 6193902 | 494078 | 118027 | 16104 | 1153935 | 1211417 | 1242136 |
|  | Miltiunit firms . $\ldots$ Firms with 1 establishment ... | 178 | 178 | 2364446 | 212133 | 50348 | 6135 | 496658 | 454939 | 454925 |
|  | Firms with 2 establishments . <br> Firms with 3 or 4 establishments . <br> Firms with 5 to 9 establishments <br> Firms with 10 to 24 establishments . Firms with 25 establishments or more $\qquad$ | 74 | 148 | 1116472 | 81467 | 17893 | 3177 | 200467 | 209495 | 218226 |
|  |  | 34 | 109 | 1018925 | 88002 | 22714 | 3202 | 176405 | 216479 | 213277 |
|  |  | 15 | 85 | 912209 | 59151 | 14129 | 1808 | 151750 | 195226 | 219309 |
|  |  | 4 |  | D | D | D | f | D | D | D |
|  |  |  |  | D | D | D | $f$ | D | D | D |
|  |  |  | 106 |  | D |  |  | D | D | D |

Table 3. Single Units and Multiunits: 1997-Con.




[^191]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219301 | Iron \& steel scrap processors \& dealers <br> All firms $\qquad$ | 2981 | 3403 | 17430292 | 1282757 | 308237 | 43370 | 3233625 | 1008934 | 1054579 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Single unit firms Multiunit firms | $\begin{array}{r}2729 \\ 252 \\ \hline 1\end{array}$ | 2729 674 | D | D D | D | k | D | D | D |
|  |  | 111 | 111 | 1110146 | 73664 | 17761 | 2244 |  | 56029 | 50335 |
|  | Firms with 2 establishments .. | 79 | 158 | 110 | 7364 | 17 | 2 24 | 163 D | [6029 | 50 D |
|  | Firms with 3 or 4 $\qquad$ | 31 | 105 | D | D | D | g | D | D | D |
|  | establishments ............. | 19 | 105 | D | D | D | h | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots .$. | 10 | 137 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 58 | D | D | D | $f$ | D | D | D |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |  |
|  | All firms | 1926 | 2268 | 12322747 | 1093664 | 256788 | 36101 | 2795855 | 881777 | 899101 |
|  | Single unit firms . . | 1714 | 1714 | D | D | D |  | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 212 | 554 | D | D | D | j | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments $\ldots$ | 94 69 | $\begin{array}{r}94 \\ 138 \\ \hline\end{array}$ | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 69 | 138 | D | D | D | h | D | D |  |
|  | establishments ............ | 26 | 89 | D | D | D | g | D | D | D |
|  | Firmstablishments ............. | 13 | 78 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments.............. | 9 | 128 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | 1 | 27 | D | D | D | e | D | D | D |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1080 | 1135 | 5107545 | 189093 | 51449 | 7269 | 437770 | 127157 | 155478 |
|  | Single unit firms . . . . . . . . . . . . | 1015 | 1015 | D | D | D | i | D | D |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 65 | 120 | D | D | D | g | D | D | D |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | 41 11 | 41 <br> 22 | D | D | D | c ${ }_{\text {f }}$ | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 11 | 22 | D | D | D | c | D | D |  |
|  | establishments ........... | 8 | 26 | 200001 | 6071 | 1310 | 203 | 16179 | 9966 | 10007 |
|  | Pitablishments ............. | 4 | 21 | 537028 | 5211 | 1477 | 130 | 9016 | 17256 | 20170 |
|  | Firms with 10 to 24 establishments | 1 | 10 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - | - |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1268 | 1539 | 5384421 | 580846 | 133943 | 20405 | 1263317 | 121099 | 133373 |
|  | Single unit firms . . . . . . . . . . . . | 1146 | 1146 |  |  | D | j | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . | 122 | 393 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment . . . | 57 | 57 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 31 | 62 | D | D | D | g | D | D | D |
|  | establishments ........... | 19 | 65 | 530674 | 41339 | 9968 | 1374 | 95396 | 14456 | 13894 |
|  | Firms with 5 to 9 establishments | 7 | 44 | D | D | D | f | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  | 4 |  |  |  |  |  |  |  |
|  | establishments ........... | 6 | 96 | D | D | D | g | D | D | D |
|  |  |  |  | D | D | D | g | D | D | D |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 3566 | 3891 | 14543434 | 1333388 | 303917 | 50322 | 2794114 | 861884 | 909442 |
|  | Single unit firms . . . . . . . . . . . . | 3225 | 3225 | 8930381 | 873426 | 193427 | 34572 | 1785724 | 437782 | 470739 |
|  | Multiunit firms ................ | 341 | 666 | 5613053 | 459962 | 110490 | 15750 | 1008390 | 424102 | 438703 |
|  |  | 192 95 | 192 190 | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | h h | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 95 | 190 | $\bar{D}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | h | $\overline{\mathrm{D}}$ | D | D |
|  | establishments........... | 35 | 119 | 1169580 | 90082 | 20867 | 2700 | 195731 | 69557 | 68292 |
|  | Firms with 5 to 9 establishments | 12 | 68 | 278454 | $26873$ | 6900 | 1127 | 62236 | 16997 | 17565 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  | 62236 | 16997 |  |
|  | establishments............ | 7 | 97 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more |  |  |  | - | - | - | - | - | - |

[^192]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 7070 | 7183 | 30824486 | 1613759 | 366259 | 47910 | 3842310 | 5085548 | 5403568 |
|  | Single unit firms . | 6870 | 6870 | D | D |  |  |  |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 200 | 313 | D | D | D | i | D | D | ${ }_{\text {D }}$ |
|  | Firms with 1 establishment ... | 125 | 125 | D | D | D | h | D | D | D |
|  | Firms with 2 establishments .. | 56 | 112 | D | D | D | g | D | D | D |
|  | Firms with 3 or 4 | 16 | 56 | 1212677 | 99872 | 18617 | 2326 | 254957 | 267989 | 255611 |
|  | Firms with 5 to 9 establishments | 3 | 20 | 57218 | 4904 | 1190 | 152 | 8743 | 6631 | 6237 |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - | _ |
|  | Firms with 25 establishments or more $\qquad$ | - | - |  | - | - | - | - | - | - |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7070 | 7183 | 30824486 | 1613759 | 366259 | 47910 | 3842310 | 5085548 | 5403568 |
|  | Single unit firms... | 6870 | 6870 | D | D | D | k | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 200 | 313 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment ... | 125 | 125 | D | D | D | h | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 56 | 112 | D | D | D | g | D | D | D |
|  | establishments............ | 16 | 56 | 1212677 | 99872 | 18617 | 2326 | 254957 | 267989 | 255611 |
|  | Firms with 5 to 9 establishments | 3 | 20 | 57218 | 4904 | 1190 | 152 | 8743 | 6631 | 6237 |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6539 | 6641 | 21097516 | 1495898 | 338739 | 45014 | 3585783 | 4360264 | 4695119 |
|  | Single unit firms . . . . . . . . . . . . | 6356 | 6356 | D | D | D | k | D | D |  |
|  | Multiunit firms Firms with 1 establishment . | 183 | 285 | D | D | D | ${ }^{\text {i }}$ | D | D | D |
|  | Firms with 1 establishment . $\ldots$ | 117 48 | 117 96 |  | D | D | h g | D | D | D |
|  | Firms with 3 or 4 establishments | 15 | 52 | 1187476 | 97739 | 18100 | 2207 | 250628 | 263158 | 251663 |
|  | Firms with 5 to 9 establishments | 3 | 20 | $57218$ | 4904 | $1190$ | 152 | $8743$ | $6631$ | 6237 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | 3 | 20 |  |  |  | 152 |  | 6631 |  |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | - | - | - | _ | - | - |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 536 | 542 | 9726970 | 117861 | 27520 | 2896 | 256527 | 725284 | 708449 |
|  | Single unit firms . . . . . . . . . . . . | 514 | 514 |  |  | D |  |  | D |  |
|  | Multiunit firms................ | 22 | 28 | D | D | D | f | D | D | D |
|  | Firms with 1 establishment ... | 16 | 16 |  | D | D | e | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | D | D | D | e | D | D | D |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \times \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more ..................... | - | - | - | - | - | - | - | - | - |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 9693 | 10187 | 54504229 | 2676132 | 632443 | 83095 | 6113099 | 3793409 | 4056687 |
|  | Single unit firms . . . . . . . . . . . . | 9255 | 9255 | 16923085 | 1579848 | 369635 | 52821 | 3586553 | 1569775 | 1854817 |
|  | Multiunit firms . . . . . . . . . . . . | 438 | 932 | 37581144 | 1096284 | 262808 | 30274 | 2526546 | 2223634 | 2201870 |
|  | Firms with 1 establishment ... | 243 | 243 |  | 222454 | 53334 | $5619$ | 528060 | 281058 | 291993 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 110 | 220 | 13280142 | 269953 | 63956 | 6950 | 698637 | 718198 | 780951 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 52 | 167 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments | 21 | 125 | 1472630 | 87993 | 22005 | 2617 | 175330 | 142025 | 136197 |
|  | Firms with 10 to 24 | 12 | 177 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments |  |  |  |  |  | - |  |  | D |
|  | or more ................... |  |  |  | - | - | - | - | - | - |

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^193]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Number of establishments by type of operation and specified kind of business \& \[
\begin{array}{r}
\text { Firms } \\
\text { (number) }
\end{array}
\] \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& \[
\begin{gathered}
\text { End-of-1996 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \& \[
\begin{gathered}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \\
\hline 422 \& \begin{tabular}{l}
MERCHANT WHOLESALERS-Con. \\
Wholesale trade, nondurable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \& \\
\hline 4222101 \& General-line drugs whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms \& 2783 \& 3283 \& 79946995 \& 2290715 \& 546162 \& 70977 \& 5352458 \& 9238904 \& 9838713 \\
\hline \& Single unit firms . \& 2514 \& 2514 \& 15496189 \& 957411 \& 218696 \& 28446 \& 2200379 \& 1437604 \& 1598409 \\
\hline \& Multiunit firms... \& 269 \& 2769 \& 64450806 \& 1333304 \& 327466 \& 42531 \& 3152079 \& 7801300 \& 8240304 \\
\hline \& Firms with 1 establishment . . \& 177 \& 177 \& 5314368 \& 315437 \& 79461 \& 8053 \& 759837 \& 774294 \& 818242 \\
\hline \& Firms with 2 establishments .. Firms with 3 or 4 \& 44 \& 88 \& 2700058 \& 112561 \& 28272 \& 3552 \& 245872 \& 241909 \& 235941 \\
\hline \& establishments...... \& 26 \& 87 \& 3307350 \& 158006 \& 39679 \& 4876 \& 352479 \& 366479 \& 360972 \\
\hline \& Firms with 5 to 9 establishments.. \& 11 \& 72 \& 1832762 \& 127355 \& 26434 \& 4160 \& 228517 \& 188835 \& 208565 \\
\hline \& Firms with 10 to 24 establishments . \& 5 \& 93 \& 14360052 \& 160866 \& 40662 \& 6026 \& 372166 \& 1287756 \& 1418151 \\
\hline \& Firms with 25 establishments or more \(\qquad\) \& 6 \& 252 \& 36936216 \& 459079 \& 112958 \& 15864 \& 1193208 \& 4942027 \& 5198433 \\
\hline 4222102 \& Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms. \& 3240 \& 3967 \& 27432503 \& 2162702 \& 505717 \& 57664 \& 5596370 \& 2679083 \& 3107907 \\
\hline \& Single unit firms . \& 2981 \& 2981 \& 10783604 \& 1039122 \& 230588 \& 27690 \& 2655701 \& 1106568 \& 1360475 \\
\hline \& Multiunit firms ............... \& 259 \& 986 \& \& 1123580 \& \& \& 2940669 \& 1572515 \& 1747432 \\
\hline \& Firms with 1 establishment ... \& 168 \& 168 \& 4591869 \& 370784 \& 93431 \& 9705 \& 1020586 \& 530304 \& 581569 \\
\hline \& Firms with 2 establishments ... Firms with 3 or 4 \& 58 \& 116 \& 4939856 \& 348994 \& 83978 \& 8970 \& 976446 \& 602482 \& 689179 \\
\hline \& establishments ............ \& 23 \& 71 \& 3051278 \& 141392 \& 33896 \& 3991 \& 368823 \& 156077 \& 165064 \\
\hline \& establishments... \& 3 \& 18 \& 121356 \& 27607 \& 6844 \& 875 \& 55816 \& 12108 \& 12303 \\
\hline \& Firms with 10 to 24 establishments. \& 4 \& 78 \& 289138 \& 40303 \& 9821 \& 943 \& 93148 \& 28285 \& 33072 \\
\hline \& Firms with 25 establishments or more \(\qquad\) \& 3 \& 535 \& 3655402 \& 194500 \& 47159 \& 5490 \& 425850 \& 243259 \& 266245 \\
\hline 4223 \& Apparel, piece goods, \& notions whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms \& 16231 \& 16964 \& 84358265 \& 6296411 \& 1431085 \& 177783 \& 15311242 \& 10840171 \& 12038566 \\
\hline \& Single unit firms . \& 15405 \& 15405 \& 48438969 \& 4085234 \& 903981 \& 127082 \& 9669603 \& 6136956 \& 7126925 \\
\hline \& Multiunit firms ................ \& 826 \& 1559 \& 35919296 \& 2211177 \& 527104 \& 50701 \& 5641639 \& 4703215 \& 4911641 \\
\hline \& Firms with 1 establishment . . F \& 479 \& 479 \& 12205655 \& \& 204430 \& 20674 \& 2078672
1 \& 1671267
1
1 63440 \& 1693718 \\
\hline \& Firms with 2 establishments ..
Firms with 3 or 4 \& 244 \& 488 \& 8530812 \& 611911 \& 141169 \& 13902 \& 1445103 \& 1263440 \& 1296769 \\
\hline \& establishments............ \& 69 \& 223 \& 7089667 \& 445857 \& 111385 \& 8905 \& 1294963 \& 774904 \& 807609 \\
\hline \& Firms with 5 to 9 establishments \& 18 \& 115 \& 855227 \& 59736 \& 14219 \& 1932 \& 150457 \& 143954 \& 147817 \\
\hline \& Firms with 10 to 24 . \& \& 19 \& \& 59 \& 1 \& , \& 150 \& 143 \& 147 \\
\hline \& \(\xrightarrow{\text { establishments } \ldots \ldots \ldots \ldots . .}\) \& 14 \& 194 \& D \& D \& D \& h \& D \& D \& D \\
\hline \& or more ................. \& 2 \& 60 \& D \& D \& D \& h \& D \& D \& D \\
\hline 42231 \& Piece goods, notions, \& other dry goods whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms ............ \& 4380 \& 4628 \& 14151550 \& 1231590 \& 277556 \& 38216 \& 2646207 \& 1838149 \& 2061920 \\
\hline \& Single unit firms . . . . . . . . . . . . . \& 4167 \& 4167 \& 10198482 \& 904190 \& 201613 \& 29198 \& 1941602 \& 1305985 \& 1499123 \\
\hline \& Multiunit firms . . . . . . . . . . . . . \& 213 \& 461 \& 3 953068 \& 327400 \& 75943
29418 \& 9
3
3 18 \& 704605

265846 \& 532164
209474 \& 562797 <br>
\hline \& Firms with 1 establishment . . \& 122 \& 122 \& 1815042
1104560 \& 119636
86838 \& 29418
20844 \& 3270
2
291 \& 265846
176698 \& 209474
112582 \& 223383
118752 <br>
\hline \& Firms with 2 establishments .. Firms with 3 or 4 \& 61 \& 122 \& 1104560 \& 86838 \& 20844 \& 2591 \& 176698 \& 112582 \& 118752 <br>
\hline \& establishments ........... \& 14 \& 43 \& 353634 \& 42933 \& 9748 \& 1074 \& 86330 \& 94855 \& 100191 <br>
\hline \& Fitablishments ............. \& 9 \& 55 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Firms with 10 to 24 \& \& \& \& \& \& \& \& \& <br>
\hline \& Firms with 25 establishments \& \& \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& or more .................. \& 1 \& 30 \& D \& D \& D \& e \& D \& D \& D <br>
\hline 422310 \& Piece goods, notions, \& other dry goods whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............ \& 4380 \& 4628 \& 14151550 \& 1231590 \& 277556 \& 38216 \& 2646207 \& 1838149 \& 2061920 <br>
\hline \& Single unit firms . . . . . . . . . . . . \& \& \& 10198482 \& 904190 \& 201613 \& 29198 \& 1941602 \& 1305985 \& <br>
\hline \& Multiunit firms . . . . . . . . . . . . . \& 213 \& 461 \& 3953068 \& 327400 \& 75943 \& 9018 \& 704605 \& 532164 \& 562797 <br>
\hline \& Firms with 1 establishment . . . \& 122 \& 122 \& 1815042 \& 119636 \& 29418 \& 3270 \& 265846 \& 209474 \& 223383 <br>
\hline \& Firms with 2 establishments ..
Firms with 3 or 4 \& 61 \& 122 \& 1104560 \& 86838 \& 20844 \& 2591 \& 176698 \& 112582 \& 118752 <br>
\hline \& Firms with 3 or 4
$\qquad$ \& 14 \& 43 \& 353634 \& 42933 \& 9748 \& 1074 \& 86330 \& 94855 \& 100191 <br>
\hline \& Firms with 5 to 9
establishments $\ldots \ldots \ldots \ldots .$. \& 9 \& 55 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Firms with 10 to 24 \& \& \& \& D \& D \& f \& - \& D \& <br>
\hline \& establishments ............
Firms with 25 establishments \& 6 \& 89 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& or more . . . . . . . . . . . . . . . \& 1 \& 30 \& D \& D \& D \& e \& D \& D \& D <br>
\hline
\end{tabular}

[^194]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms | 3124 | 3345 | 11726039 | 913402 | 205573 | 27021 | 2011079 | 1511605 | 1697776 |
|  | Single unit firms . . | 2955 | 2955 | 8285167 | 655745 | 145545 | 20290 | 1438100 | 1057829 |  |
|  | Multiunit firms . . . . . . . . . . . | 169 | 390 | 3440872 | 257657 | 60028 | - 6731 | - 572979 | + 453776 | + 478484 |
|  | Firms with 1 establishment .... | 98 | 98 | 1643157 | 101838 | 25277 | 2555 | 231358 | 204778 | 217636 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 46 | 92 | 911351 | 62956 | 14529 | 1776 | 131816 | 95079 | 99471 |
|  | establishments........... | 10 | 31 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . | 8 | 50 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 6 | 89 | D | D | D | f | D | D | D |
|  | or more ................... | 1 | 30 | D | D | D | e | D | D | D |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1260 | 1283 | 2425511 | 318188 | 71983 | 11195 | 635128 | 326544 | 364144 |
|  | Single unit firms . | 1212 | 1212 | 1913315 | 248445 | 56068 | 8908 | 503502 | 248156 | 279831 |
|  | Multiunit firms . . . | 48 | 71 | 512196 | 69743 | 15915 | 2287 | 131626 | 78388 | 84313 |
|  | Firms with 1 establishment ... | 31 | 31 | 259662 | 32847 | 7209 | 1098 | 64309 | 41773 | 44780 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 13 | 26 | 180432 | 24896 | 6267 | 834 | 47187 | 21344 | 22431 |
|  | establishments ........... | 3 | 9 | D | D | D | c | D | D | D |
|  | establishments ....... | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  | - |  |  |  |
|  |  | - | - | - | - | - | - | - | - | - |
|  | or more . | - | - | - | - | - | - | - | - | - |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3988 | 4144 | 22684344 | 1743994 | 397911 | 52198 | 4352999 | 3405188 | 3765771 |
|  | Single unit firms . | 3743 | 3743 | 13075872 | 1061419 | 237162 | 35526 | 2528511 | 1806232 | 2027575 |
|  | Multiunit firms . . . . . . . . . . . . . . | 245 | 401 | 9608472 | 682575 | 160749 | 16672 | 1824488 | 1598956 | 1738196 |
|  | Firms with 1 establishment . . . | 148 | 148 | 4374327 | 402813 | 92724 | 9619 | 965158 | 688018 | 706234 |
|  | Firms with 2 establishments .. | 73 | 146 | 2252155 | 149364 | 37537 | 3326 | 455479 | 284182 | 319440 |
|  | Firms with 3 or 4 | 17 | 56 | 1956040 | 89520 | 20933 | 2418 | 229190 | 401661 | 474615 |
|  | Firms with 5 to 9 establishments.............. | 6 | 39 | D | D | D | g | D | D | D |
|  | $\underset{\text { Firms with } 10 \text { to } 24}{\text { establishments }}$. | 1 | 12 | D | D | D | e | D | D |  |
|  |  | 1 | 12 | D | D | D | e | D | D | D |
|  | or more | - | - | - | - | - | - | - | - | - |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3988 | 4144 | 22684344 | 1743994 | 397911 | 52198 | 4352999 | 3405188 | 3765771 |
|  | Single unit firms . . . . . . . . . . . . | 3743 | 3743 | 13075872 | 1061419 | 237162 | 35526 | 2528511 | 1806232 | 2027575 |
|  | Multiunit firms . . . . . . . . . . . . . . | 245 | 401 | 9608472 | 682575 | 160749 | 16672 | 1824488 | 1598956 | 1738196 |
|  | Firms with 1 establishment ... | 148 | 148 | 4374327 | 402813 | 92724 | 9619 | 965158 | 688018 | 706234 |
|  | Firms with 2 establishments .. | 73 | 146 | 2252155 | 149364 | 37537 | 3326 | 455479 | 284182 | 319440 |
|  | Firms with 3 or 4 establishments . | 17 | 56 | 1956040 | 89520 | 20933 | 2418 | 229190 | 401661 | 474615 |
|  | Firms with 5 to 9 establishments | 6 | 39 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 . ${ }^{\text {a }}$. | - |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments | 1 | 12 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - |  | - | - | - | - | - | - |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 6581 | 6781 | 29520620 | 2402560 | 538486 | 67876 | 5815263 | 3357724 | 3887001 |
|  | Single unit firms . . . . . . . . . . . . | 6282 | 6282 | 19728255 | 1744649 | 376645 | 52830 | 4156468 | 2300638 | 2772269 |
|  | Multiunit firms ............... | 299 | 499 | 9792365 | 657911 | 161841 | 15046 | 1658795 | 1057086 | 1114732 |
|  | Firms with 1 establishment . . | 176 | 176 | 3833592 | 328519 | 80726 | 7422 | 773747 | 533657 | 538793 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 87 | 174 | 2339658 | 176290 | 41032 | 4118 | 425763 | 287890 | 353201 |
|  | Firms with 3 or 4 $\qquad$ | 30 | 94 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments........... | 4 | 27 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ Firms with 25 establishments | 2 | 28 | D | D | D | c | D | D | D |
|  |  | - | - | - | - | - | - | - | - | - |

[^195]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ |  | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6581 | 6781 | 29520620 | 2402560 | 538486 | 67876 | 5815263 | 3357724 | 3887001 |
|  | Single unit firms . | 6282 | 6282 | 19728255 | 1744649 | 376645 | 52830 | 4156468 | 2300638 | 2772269 |
|  | Multiunit firms . . | 299 | 499 | 9792365 | 657911 | 161841 | 15046 | 1658795 | 1057086 | 114732 |
|  | Firms with 1 establishment ... | 176 | 176 | 3833592 | 328519 | 80726 | 7422 | 773747 | 533657 | 538793 |
|  | Firms with 2 establishments .. | 87 | 174 | 2339658 | 176290 | 41032 | 4118 | 425763 | 287890 | 353201 |
|  | Firms with 3 or 4 establishments | 30 | 94 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . | 4 | 27 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . . | 2 | 28 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more ..................... |  | - | - | _ | - | - | _ | - | - |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1304 | 1411 | 18001751 | 918267 | 217132 | 19493 | 2496773 | 2239110 | 2323874 |
|  | Single unit firms. | 1213 | 1213 | 5436360 | 374976 | 88561 | 9528 | 1043022 | 724101 | 827958 |
|  | Multiunit firms.... | 91 | 198 | 12565391 | 543291 | 128571 | 9965 | 1453751 | 1515009 | 1495916 |
|  | Firms with 1 establishment ... | 59 | 59 | 3760661 | 155892 | 37371 | 3248 | 478404 | 459564 | 454436 |
|  | Firms with 2 establishments .. | 22 | 44 | 3085964 | 200470 | 41846 | 3490 | 474865 | 549532 | 489297 |
|  | establishments. | 4 | 14 | D | D | D | $f$ | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 12 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments... | 3 | 42 | D | D | D | f | D | D | D |
|  | or more .................. | 1 | 27 | D | D | D | g | D | D | D |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1304 | 1411 | 18001751 | 918267 | 217132 | 19493 | 2496773 | 2239110 | 2323874 |
|  | Single unit firms . | 1213 | 1213 | 5436360 | 374976 | 88561 | 9528 | 1043022 | 724101 | 827958 |
|  | Multiunit firms................. |  | 198 | 12565391 | 543291 | 128571 | 9965 | 1453751 | 1515009 | 1495916 |
|  | Firms with 1 establishment ... | 59 | 59 | 3760661 | 155892 | 37371 | 3248 | 478404 | 459564 | 454436 |
|  | Firms with 2 establishments .. | 22 | 44 | 3085964 | 200470 | 41846 | 3490 | 474865 | 549532 | 489297 |
|  | establishments......... | 4 | 14 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 12 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | 3 | 42 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 27 | D | D | D | g | D | D | D |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 30643 | 33343 | 330210735 | 18119436 | 4234394 | 604145 | 37797658 | 16610203 | 17736637 |
|  | Single unit firms . . | 28796 | 28796 | 141313501 | 8830466 | 2001016 | 329070 | 18891671 | 6127912 | 6727387 |
|  | Multiunit firms................. | 1847 | 4547 | 188897234 | 9288970 | 2233378 | 275075 | 18905987 | 10482291 | 11009250 |
|  | Firms with 1 establishment ... | 963 | 963 | 27946533 | 1386106 | 322073 | 42727 | 2992052 | 1519470 | 1518516 |
|  | Firms with 2 establishments .. | 545 | 1090 | 21771111 | 1232468 | 285495 | 41895 | 2556822 | 1101192 | 1159417 |
|  | establishments........... | 205 | 672 | 22176269 | 1014938 | 242948 | 31670 | 2025261 | 1320260 | 1352426 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 89 | 555 | 35734058 | 1342264 | 321393 | 41000 | 2940936 | 2206214 | 2272363 |
|  | Firms with 10 to $24 . \ldots \ldots .$. | 29 | 449 | 18632573 | 947531 | 228308 | 28526 | 2002578 | 1010211 | 1041356 |
|  | Firms with 25 establishments or more | 16 | 818 | 62636690 | 3365663 | 833161 | 89257 | 6388338 | 3324944 | 3665172 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2802 | 3390 | 93941524 | 4682800 | 1135331 | 139593 | 8927593 | 5619021 | 5740085 |
|  | Single unit firms . . . . . . . . . . . . | 2587 | 2587 | 15984662 | 843561 | 195729 | 31805 | 1702787 | 909893 | 968783 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 215 | 803 | 77956862 | 3839239 | 939602 | 107788 | 7224806 | 4709128 | 4771302 |
|  | Firms with 1 establishment ... | 132 | 132 | 9810985 | 377371 | 91162 | 12360 | 728675 | 565163 | 567770 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 40 | 80 | 10480543 | 368832 | 87919 | 9952 | 670770 | 628362 | 643617 |
|  | Firms with 3 or 4 establishments | 20 | 66 | 5451677 | 264699 | 63506 | 7336 | 493922 | 452690 | 452988 |
|  | Firms with 5 to 9 establishments | 13 | 72 | 7738114 | 302379 | 71370 | 9705 | 649758 | 483413 | 508466 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 4 | 71 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more ....................... | 6 | 382 | D | D | D | I | D | D | D |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2802 | 3390 | 93941524 | 4682800 | 1135331 | 139593 | 8927593 | 5619021 | 5740085 |
|  | Single unit firms . | 2587 | 2587 | 15984662 | 843561 | 195729 | 31805 | 1702787 | 909893 | 968783 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 422420 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. <br> Packaged frozen food whsle -Con. |  |  |  |  |  |  |  |  |  |
| 422420 | Multiunit firms. | 255 | 532 | 26963782 | 1267217 | 301813 | 35475 | 2622063 | 1344793 | 1662954 |
|  | Firms with 1 establishment ... | 155 | 155 | 6447061 | 356825 | 86009 | 9815 | 2754756 | 1483661 | 1486292 |
|  | Firms with 2 establishments .. | 57 | 114 | 3549134 | 186978 | 43754 | 5732 | 373183 | 207319 | 221854 |
|  | Festablishments $\ldots \ldots \ldots \ldots$ | 23 | 75 | 3177031 | 127553 | 30560 | 3764 | 265963 | 161449 | 163394 |
|  | Firms with 5 to 9 establishments | 12 | 73 | 5280864 | 246529 | 59260 | 6864 | 496090 | 271458 | 296139 |
|  | Firms with 10 to 24 establishments. | 7 | 89 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more ..................... | 1 | 26 |  | D | D | g | D | D | D |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2019 | 2174 | 20315524 | 849475 | 196547 | 27596 | 1854375 | 512648 | 557552 |
|  | Single unit firms . | 1874 | 1874 | D | D | D | j | D | D |  |
|  | Multiunit firms... | 145 | 300 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment ... | 80 37 | 80 74 | D | D | D | h | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 37 | 74 | D | D | D | g | D | D | D |
|  | establishments ........... | 18 | 63 | 1557686 | 61847 | 13874 | 1759 | 136543 | 53996 | 49829 |
|  | establishments ...... | 6 | 31 | 769768 | 10748 | 3283 | 446 | 33763 | 12467 | 18124 |
|  | Firms with 10 to 24 establishments | 4 | 52 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more |  |  |  | - | - | - | - | - | - |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2019 | 2174 | 20315524 | 849475 | 196547 | 27596 | 1854375 | 512648 | 557552 |
|  | Single unit firms . . . . . . . . . . . . . | 1874 | 1874 |  | D | D | j | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 145 | 300 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment $\ldots$ | 80 37 | 80 74 | D | D | D | h | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 37 | 74 |  | D | D | g | D | D | D |
|  | establishments............ | 18 | 63 | 1557686 | 61847 | 13874 | 1759 | 136543 | 53996 | 49829 |
|  | Firmsablishments ........... | 6 | 31 | 769768 | 10748 | 3283 | 446 | 33763 | 12467 | 18124 |
|  | Firms with 10 to 24 establishments | 4 | 52 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 4 | 52 | D | - | D | - | D | D | D |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . | 131 | 138 | D | D | D | g | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 114 | 114 | D | D | D | f | D |  |  |
|  |  | 17 <br> 15 | 24 15 | D | D | D | f | D | D | D |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | 15 | 15 | D | D | D | f | D | D | D |
|  | Firms with 3 or 4 establishments. | 1 | 4 | D | D | D | b | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots$. | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 1 |  |  | D | D | $c$ | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | _ | - | - | _ | - | _ | - |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1894 | 2036 | D | D | D | k | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 1760 | 1760 | D | D | D | j | D | D | D |
|  |  | 134 | 276 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment ... | 73 | 73 | D | D | D | h | D | D | D |
|  | Firms with 2 establishments .. | 35 | 70 | D | D | D | g | D | D | D |
|  | Firms with 3 or 4 establishments. | 18 | 62 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots .$. Firms with 10 to 24. | 4 | 20 | D | D | D | e | D | D | D |
|  | establishments ............ | 4 | 51 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | g | - | - | - |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 830 | 873 | 10721436 | 423543 | 96860 | 15681 | 921425 | 230145 | 251499 |
|  | Single unit firms . . . . . . . . . . . . | 766 | 766 |  |  |  |  | D | D | D |

Table 3. Single Units and Multiunits: 1997-Con.




[^196]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT <br> WHOLESALERS-Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42248 | Fresh fruit \& vegetable whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms-Con. <br> Firms with 10 to 24 establishments Firms with 25 establishments or more $\qquad$ | 5 3 | 96 108 | 1890337 3081751 | 131484 113791 | 31956 30842 | 3497 2076 | 256016 251111 | 29018 15936 | 34692 15332 |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5049 | 5474 | 40417798 | 2840345 | 640915 | 104811 | 5869669 | 562265 | 640886 |
|  | Single unit firms . . . . . . . . . . Multiunit firms . . . . . . . . . . | $\begin{array}{r}4702 \\ 347 \\ \hline\end{array}$ | 4702 | 26273926 14143872 | $\begin{array}{r}1943215 \\ 897130 \\ \hline\end{array}$ | 428 <br> 212841 <br> 84 | 74839 29972 | 3984750 1884919 | 286608 275657 | 358591 282295 |
|  | Firms with 1 establishment ... | 186 | 186 | 3401146 | 249768 | 55115 | 8202 | 535704 | 89179 | 87394 |
|  | Firms with 2 establishments .. | 114 | 228 |  |  |  |  | D | D | D |
|  | Firms with 3 or 4 establishments | 31 | 102 | 1342837 | 101176 | 23388 | 3660 | 214703 | 75011 | 75601 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . | 8 | 52 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments. | 5 | 96 | 1890337 | 131484 | 31956 | 3497 | 256016 | 29018 | 34692 |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 108 | 3081751 | 113791 | 30842 | 2076 | 251111 | 15936 | 15332 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 9869 | 10598 | 73594207 | 4547944 | 1057753 | 152713 | 10059258 | 5076268 | 5373232 |
|  | Single unit firms .. | 9182 | 9182 | D | D | D | I | D | D | D |
|  |  | 687 387 | 1416 387 | D | D | D | I | D | D | D |
|  | Firms with 2 establishments .. | 180 | 360 | 8183971 | 495603 | 113287 | 15449 | 1006611 | 547017 | 599245 |
|  | Firms with 3 or $4 \times \ldots . .$. | 81 | 268 | 7079449 | 419491 | 105508 | 13434 | 890858 | 452478 | 460410 |
|  | Firms with 5 to 9 establishments | 27 | 170 | 11111379 | 388275 | 90737 | 12326 | 918729 | 812397 | 857610 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | 10 | 127 | - | 275 |  |  |  |  |  |
|  | establishments ............ | 10 | 127 | D | D | D | i | D | D | D |
|  | $\text { -irms with } 25 \text { establishments }$ | 2 | 104 | D | D | D | g | D | D | D |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 9869 | 10598 | 73594207 | 4547944 | 1057753 | 152713 | 10059258 | 5076268 | 5373232 |
|  | Single unit firms . . . . . . . . . . . . . | 9182 | 9182 | D | D | D | I | D | D | D |
|  | Multiunit firms ............... | 687 | 1416 | D | D | D | ! | D | D | D |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments . | 387 180 | 387 360 | 8183971 | D 495603 | 113287 | 15449 | 1006611 | 547017 | 599 245 |
|  | Firms with 3 or 4 establishments | 81 | 268 | 7079449 | 419491 | 105508 | 13434 | 890858 | 452478 | 460410 |
|  | Firms with 5 to 9 establishments | 27 | 170 | 11111379 | 388275 | 90737 | 12326 | 918729 | 812397 | 857610 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ Firms with 25 establishments | 10 | 127 | D | D | D | i | D | D | D |
|  | or more | 2 | 104 | D | D | D | g | D | D | D |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1328 | 1420 | 7087834 | 397640 | 91263 | 13783 | 852828 | 488011 | 626211 |
|  | Single unit firms . . . . . . . . . . . . . | 1233 | 1233 | 4787100 | 292517 | 65024 | 10441 | 630356 | 307104 | 365859 |
|  | Multiunit firms . . . . . . . . . . . . . . |  |  | 2300734 | 105123 | 26239 | 3342 | 222472 | 180907 | 260352 |
|  | Firms with 1 establishment ... | 55 | 55 | 1583340 | 51232 | 13178 | 1634 | 107636 | 114539 | 166980 |
|  | Firms with 2 establishments .. | 24 | 48 |  |  |  |  | D | D | D |
|  | Firms with 3 or 4 establishments | 11 | 36 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 3 | 19 | 32642 | 7716 | 1866 | 277 | 13126 | 6085 | 4974 |
|  | Firms with 10 to $24 . \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 2 | 29 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms... | 2103 | 2187 | 5821864 | 594621 | 137158 | 24477 | 1108595 | 262177 | 267272 |
|  | Single unit firms . . . . . . . . . . . . | 1994 | 1994 | 2447739 | 322188 | 74377 | 15841 | 606889 | 93725 | 103950 |
|  | Multiunit firms . . . . . . . . . . . . . | 109 | 193 | 3374125 | 272433 | 62781 | 8636 | 501706 | 168452 | 163322 |
|  | Firms with 1 establishment . $\ldots$ | 69 | 69 | 2432348 | 171860 D | 38373 D | 5019 |  |  |  |
|  | Firms with 2 establishments .. | 23 | 46 |  |  | D | g | D | D | D |
|  |  | 12 | 40 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 25 | 107252 | 20992 | 4953 | 639 | 37639 | 1243 | 1343 |
|  | Firms with 10 to 24 establishments. | 1 | 13 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments |  |  |  |  |  |  | D |  |  |
|  | or more ................... |  |  |  |  |  | - | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

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See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




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See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^197]Table 3. Single Units and Multiunits: 1997-Con.




[^198]Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2866 | 3257 | 17022288 | 1697252 | 409254 | 69110 | 3453522 | 1876325 | 2022021 |
|  | Single unit firms | 2543 | 2543 | 4974244 | 685335 | 161650 | 25267 | 1358310 | 487827 | 542659 |
|  | Multiunit firms... | 323 | 714 | 12048044 | 1011917 | 247604 | 43843 | 2095212 | 1388498 | 1479362 |
|  | Firms with 1 establishment. | 194 | 194 | 2043148 | 250275 | 61356 | 9406 | 515618 | 267959 | 292405 |
|  | Firms with 2 establishments ... | 65 | 130 |  | D |  |  | D | D | D |
|  | irms with 3 or 4 <br> establishments . . . . . . . . . . . . . <br> establish with 5 to 9 | 37 | 129 | 2978836 | 213706 | 50815 | 9312 | 417834 | 593567 | 605283 |
|  | establishments... | 20 | 121 | D | D | D | i | D | D | D |
|  | Firms with 10 to 24 establishments ............ | 6 | 101 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 39 | D | D | D | h | D | D | D |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3253 | 3654 | 7244856 | 986762 | 229037 | 43624 | 2036312 | 641989 | 700100 |
|  | Single unit firms . | 3007 | 3007 | 4560375 | 623991 | 140442 | 28478 | 1276424 | 386121 | 434985 |
|  | Multiunit firms . . . . . . . . . . . . . . | 246 | 647 | 2684481 | 362771 | 88595 | 15146 | 759888 | 255868 | 265115 |
|  | Firms with 1 establishment ... | 105 | 105 | 948630 | 116906 | 28419 | 4353 | 269831 | 91711 | 92609 |
|  | Firms with 2 establishments .. | 77 | 154 | D | D | D | h | D | D |  |
|  | establishments........ | 34 | 115 | D | D | D | h | D | D | D |
|  | Firms with Sto ${ }^{\text {establishments }}$....... | 19 | 107 | 326550 | 49627 | 12038 | 2034 | 98345 | 32038 | 31610 |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . . | 11 | 166 | 501664 | 67726 | 17450 | 2828 | 138507 | 40293 | 40499 |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - |  |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3253 | 3654 | 7244856 | 986762 | 229037 | 43624 | 2036312 | 641989 | 700100 |
|  | Single unit firms . . . . . . . . . . . . | 3007 | 3007 | 4560375 | 623991 | 140442 | 28478 | 1276424 | 386121 | 434985 |
|  | Multiunit firms . ................ | 246 | 647 | 2684481 | 362771 | 88595 | 15146 | 759888 | 255868 | 265115 |
|  | Firms with 1 establishment ... | 105 | 105 | 948630 | 116906 | 28419 | 4353 | 269831 | 91711 | 92609 |
|  | Firms with 2 establishments .. | 77 | 154 | D | D | D | h | D | D | D |
|  | establishments.. | 34 | 115 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 . | 19 | 107 | 326550 | 49627 | 12038 | 2034 | 98345 | 32038 | 31610 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 11 | 166 | 501664 | 67726 | 17450 | 2828 | 138507 | 40293 | 40499 |
|  | or more ................... | - | - | - | - | - | - | - | - |  |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1282 | 1466 | 31656394 | 1178783 | 276353 | 45602 | 2328873 | 1792803 | 2042330 |
|  | Single unit firms . . . . . . . . . . . . . | 1144 | 1144 | 15153023 | 530418 | 123311 | 21419 | 1062428 | 711789 | 812425 |
|  | Multiunit firms................. | 138 | 322 | 16503371 | 648365 | 153042 | 24183 | 1266445 | 1081014 | 1229905 |
|  | Firms with 1 establishment ... | 72 | 72 | 3154192 | 125433 | 28261 | 4829 | 243956 | 223738 | 253725 |
|  | Firms with 2 establishments .. | 42 | 84 | 2773030 | 99426 | 22292 | 3694 | 194435 | 151728 | 174721 |
|  | establishments............ | 11 | 35 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments.............. | 7 | 46 | 1352082 | 56417 | 13390 | 2120 | 97434 | 70360 | 78700 |
|  | Firms with 10 to 24 establishments. | 6 | 85 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments | - | - | - | - | - | - | - | - |  |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1282 | 1466 | 31656394 | 1178783 | 276353 | 45602 | 2328873 | 1792803 | 2042330 |
|  | Single unit firms . . . . . . . . . . . . | 1144 | 1144 | 15153023 | 530418 | 123311 | 21419 | 1062428 | 711789 | 812425 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 138 | 322 | 16503371 | 648365 | 153042 | 24183 | 1266445 | 1081014 | 1229905 |
|  | Firms with 1 establishment ... | 72 | 72 | 3154192 | 125433 | 28261 | 4829 | 243956 | 223738 | 253725 |
|  | Firms with 2 establishments .. | 42 | 84 | 2773030 | 99426 | 22292 | 3694 | 194435 | 151728 | 174721 |
|  | Firms with 3 or 4 establishments | 11 | 35 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 7 | 46 | 1352082 | 56417 | 13390 | 2120 | 97434 | 70360 |  |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  | 1352 |  |  |  |  | 70360 |  |
|  | establishments............ | 6 | 85 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  |  |  |  |  | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^199]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3920 | 3976 | 7426099 | 888512 | 196526 | 30205 | 2271032 | 1182362 | 1344462 |
|  | Single unit firms | 3773 | 3773 | 5458446 | 676454 | 144783 | 24472 | 1583584 | 819807 | 964894 |
|  | Multiunit firms . . | 147 | 203 | 1967653 | 212058 | 51743 | 5733 | 687448 | 362555 | 379568 |
|  | Firms with 1 establishment ... | 114 | 114 |  | D | D | h | D | D | D |
|  | Firms with 2 establishments .. | 24 | 48 | D | D | D | g | D | D | D |
|  | Firms with 3 or 4 establishments . | 6 | 19 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments | 3 | 22 | 66306 | 9769 | 1765 | 259 | 17419 | 17712 | 18257 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | $\bigcirc$ |  |  |  |  |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2777 | 2842 | 33181350 | 653859 | 152784 | 18841 | 1315798 | 1498263 | 1564291 |
|  | Single unit firms . | 2683 | 2683 | 3545527 | 284804 | 62155 | 11262 | 630705 | 321199 | 407457 |
|  | Multiunit firms.... | 94 | 159 | 29635823 | 369055 | 90629 | 7579 | 685093 | 1177064 | 1156834 |
|  | Firms with 1 establishment ... | 61 | 61 | D | D | D | h | D | D | D |
|  | Firms with 2 establishments .. | 15 | 30 | D | D | D | $g$ | D | D | D |
|  | establishments...... | 16 | 52 | D | D | D | h | D | D | D |
|  | establishments ........... | 1 | 6 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . . | 1 | 10 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - | - |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 394 | 400 | 723184 | 73748 | 16037 | 2882 | 173346 | 88608 | 109275 |
|  | Single unit firms . . . . . . . . . . . . | 383 | 383 | 676409 | 68018 | 14821 | 2668 | 161993 | 82251 | 103454 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 11 | 17 | 46775 | 5730 | 1216 | 214 | 11353 | 6357 | 5821 |
|  | Firms with 1 establishment ... | 7 | 7 | D | D | D | c | D | D | D |
|  | Firms with 2 establishments .. | 3 | 6 | D | D | D | b | D | D | D |
|  | establishments........... | 1 | 4 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | _ | - | - | - | - | _ | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - |  |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5600 | 5702 | 9926592 | 903808 | 199591 | 33031 | 1959708 | 1221456 | 1427308 |
|  | Single unit firms . . . . . . . . . . . . | 5392 | 5392 | D | D |  | k |  |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 208 | 310 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment ... | 157 | 157 |  |  |  | h |  | D | D |
|  | Firms with 2 establishments .. | 34 | 68 | 475876 | 30634 | 6971 | 977 | 67123 | 80229 | 86456 |
|  | establishments............ | 10 | 31 | 64413 | 10644 | 2636 | 546 | 19858 | 20385 | 20273 |
|  | Firms with 5 to 9 establishments | 6 | 34 | 131157 | 17301 | 4159 | 643 | 32931 | 24457 | 21069 |
|  | Firms with 10 to 24 establishments. | 1 | 20 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | 20 | - | - | D | $\bigcirc$ | - | - | - |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 4082 | '29 305 | r1 258874769 | '45911766 | ${ }^{1} 11963217$ | r922 208 | 95051279 | 39467315 | 40758311 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 4082 | 29305 | 1258874769 | 45911766 | 11963217 | 922208 | 95051279 | 39467315 | 40758311 |
|  | Firms with 1 establishment ... | 2090 | 2090 | 86341252 | 4340228 | 1038542 | 89082 | 10729225 | 5 404578 | 5717887 |
|  | Firms with 2 establishments .. | 543 | 1086 | 46436499 | 1615971 | 401597 | 37883 | 3958320 | 2253656 | 2441699 |
|  | Firms with 3 or $4 . \ldots \ldots \ldots .$. | 453 | 1538 | 61096162 | 2851409 | 691297 | 57314 | 6856350 | 3073050 | 3292289 |
|  | Firms with 5 to 9 establishments | 423 | 2732 | 120318465 | 4300039 | 1037068 | 97125 | 9907087 | 5594917 | 5714635 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 336 | 5283 | 226995014 | 6926514 | 1749458 | 155487 | 15584144 | 8402756 | 8524109 |
|  | or more .................. | 237 | 16576 | 717687377 | 25877605 | 7045255 | 485317 | 48016153 | 14738358 | 15067692 |

[^200]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods | 2580 | r17 228 | '707 565616 | r26 757611 | '7167 566 | '479 447 | 52345151 | 26273001 | 27084251 |
|  | All firms . |  |  |  |  |  |  |  |  |  |
|  | Single unit firms ............... |  | 17 - | $7075050{ }^{-}$ | - 757 - | 7167 - |  | $52-$ | - 27300 | $27-1$ |
|  | Multiunit firms. Firms with 1 establishme...... | 2580 1 | 17228 1 1 | 707565616 | 26757611 2 2 | 7167566 | 479447 | 52345151 | 26273001 | 27084251 385845 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments .. | $\begin{array}{r}1341 \\ 352 \\ \hline\end{array}$ | 1341 704 | 43898747 14681232 | 2534532 890055 | 601451 225601 | 54126 20485 | 5939160 2001073 | 3600168 1532354 | 3858459 1623115 |
|  | Firms with 3 or 4 establishments | 280 | 949 | 31937237 | 1255778 | 296614 | 25964 | 2656185 | 1615844 | 1720494 |
|  | Firms with 5 to 9 establishments | 270 | 1762 | 73163631 | 1949559 | 477247 | 39968 | 4540049 | 4029169 | 4129820 |
|  |  | 202 | 3234 | D | D | D | 1 | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 135 | 9238 |  | D | D | m | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 233 | 1425 | 291207541 | 2233321 | 570190 | 47824 | 5928771 | 5894354 | 5776275 |
|  | Single unit firms . . . . . . . . . . . . | ${ }^{-}$ | - - | , | - ${ }^{-}$ | - | - | - | - | $5776{ }^{-}$ |
|  | Multiunit firms . . . . . . . . . . . . . | 233 | 1425 | 291207541 | 2233321 | 570190 | 47824 | 5928771 | 5894354 | 5776275 |
|  | Firms with 1 establishment ... | 126 | 126 | 1544569 | 69 D | - ${ }^{\text {D }}$ | ${ }_{1756^{\text {h }}}$ | D 149 | 197 | ${ }^{\text {D }}$ D |
|  | Firms with 2 establishments .. | 28 | 56 | 1544569 | 69672 | 15684 | 1756 | 149704 | 197433 | 206811 |
|  | establishments........... | 18 | 62 | 10278694 | 121092 | 30223 | 3086 | 319269 | 185187 | 175792 |
|  | Firms with 5 to $9 \ldots \ldots . .$. | 31 | 202 | 19830987 | 292631 | 70037 | 6467 | 653328 | 1240456 | 1110264 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 16 | 261 | D | D | D | i | D | D | D |
|  | or more .................... | 14 | 718 | D | D | D | k | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 55 | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | 25502 - | $7350{ }^{\text {- }}$ | - | - | 704 - | - | -738 - |
|  | Multiunit firms . . . . . . . . . . . . . | 55 | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | 31 4 | 31 8 |  | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | g | ${ }_{\text {D }}^{\text {D }}$ | D | D |
|  | Firms with 3 or 4 | 5 | 20 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | 7 | 40 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments .............. | 3 | 52 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 229 | D | D | D | i | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 55 | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  |  | 55 31 | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 31 4 | 31 8 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\stackrel{\mathrm{g}}{\mathrm{b}}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D |
|  | Firms with 3 or 4 establishments | 5 | 20 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots \ldots$ Firms with 10 to $24 . \ldots \ldots$. | 7 | 40 | D | D | D | g | D | D | D |
|  | establishments............ | 3 | 52 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more ...................... | 5 | 229 | D | D | D | i | D | D | D |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 14 | 124 | 95851919 | 298709 | 71122 | 5211 | 1890320 | 2196413 | 1935877 |
|  | Single unit firms . | - | - |  | 298709DDDD |  | - | - | - | $193587 \overline{7}$ |
|  | Multiunit firms <br> Firms with 1 establishment <br> Firms with 2 establishments <br> Firms with 3 or 4 <br> establishments <br> Firms with 5 to 9 <br> establishments <br> Firms with 10 to 24 <br> establishments <br> Firms with 25 establishments or more $\qquad$ | 14 | 124 |  |  | $\begin{array}{rr} 71 & 12 \overline{2} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 5211 | 1890320DD | 2196413DD |  |
|  |  | 5 2 2 | $\begin{aligned} & 5 \\ & 4 \end{aligned}$ |  |  |  | c ${ }_{\text {c }}^{\text {b }}$ |  |  | D |
|  |  | 2 | 4 |  |  |  | b |  |  |  |
|  |  | 1 | 4 |  |  | D | e | D | D | D |
|  |  | 2 | 11 |  |  | D | f | D | D | D |
|  |  | 3 | 51 |  |  | 35586 | 2968 | 1525269 | 1579709 | 1419422 |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  | D |

[^201]Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421120 | Motor vehicle supplies \& new parts whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms $\qquad$ <br> Single unit firms | 169 | 895 | 25607316 | 1287094 | 316689 | 29268 | 2684657 | 2815454 | 2830859 |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 169 | 895 | 25607316 | 1287094 | 316689 | 29268 | 2684657 | 2815454 | 2830859 |
|  | Firms with 1 establishment ... | 95 | 95 | 2436272 | 111606 | 26934 | 2855 | 260239 | 160976 | 167080 |
|  | Firms with 2 establishments... <br> Firms with 3 or 4 | 20 | 40 | 1267102 | 39792 | 9223 | 938 | 97286 | 164704 | 172912 |
|  | establishments............ | 13 | 45 | 3803550 | 107657 | 25357 | 2683 | 235111 | 242647 | 233590 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 20 | 133 | 3272349 | 132080 | 33620 | 4377 | 324960 | 410774 | 420249 |
|  | Firms with 10 to 24 establishments ........... | 13 | 215 | 13284003 | 779707 | 192507 | 14496 | 1513934 | 1590730 | 1609786 |
|  | Firms with 25 establishments or more $\qquad$ | 8 | 367 | 1544040 | 116252 | 29048 | 3919 | 253127 | 245623 | 227242 |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |  |
|  | All firms | 74 | 343 | 6640896 | 223308 | 53476 | 5937 | 548683 | 512479 | 516527 |
|  | Single unit firms . . . . . . . . . . . | 74 | 343 | 6640896 | 223308 | 53476 | 5937 | 548683 | 512479 |  |
|  | Multiunit firms . . . . . . . . . . . . | 74 | 343 | 6640896 | 223308 | 53476 | 5937 | 548683 | 512479 | 516527 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 45 11 | 45 22 | 1434672 | 40709 D | 9055 D | 1012 | 133049 | 128111 | 138694 |
|  | Firms with 3 or 4 establishments | 4 | 14 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 6 | 37 | 1041292 | 24712 | 6510 | 678 | 63663 | 19749 | 27059 |
|  | Firms with 10 to 24 | 5 | 99 | 1232118 | 33724 | 8998 | 918 | 84829 | 68639 | 69992 |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 126 | 634015 | 49313 | 12238 | 1834 | 89358 | 101985 | 103214 |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 124 | 541 | 18824469 | 1057445 | 261684 | 23182 | 2124144 | 2297437 | 2308531 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | 18 -22 - | - | 201 - | - | $12{ }^{-}$ | 207 437 |  |
|  | Multiunit firms .................... Firms with 1 establishment.. | 124 78 18 | 541 78 | $\begin{array}{rr} 18824469 \\ & \text { D } \end{array}$ | $\begin{array}{r} 1057445 \\ \mathrm{D} \end{array}$ | $\begin{array}{rr} 261684 \\ \mathrm{D} \end{array}$ | 23182 | 2124144 | 2297437 | 2308531 |
|  | Firms with 2 establishments .. | 11 | 22 | D | $\mathrm{D}$ | D | e | D | $\mathrm{D}$ | D |
|  | Firms with establishments ............ | 10 | 33 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 14 | 88 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments | 8 | 141 | 11668792 | 732893 | 180273 | 13220 | 1407862 | 1513642 | 1531186 |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 179 | 491725 | 46538 | 11686 | 1520 | 103487 | 71943 | 56242 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 5 | 11 | 141951 | 6341 | 1529 | 149 | 11830 | 5538 | 5801 |
|  | Single unit firms . . . . . . . . . . . . | - |  |  | - |  |  |  |  |  |
|  | Multiunit firms . ............... | 5 3 | 11 3 | 141951 | 6341 | 1529 | 149 | 11830 | 5538 | 5801 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 3 | $\stackrel{3}{-}$ |  | D | D | ${ }_{-}$ | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 ........... | 1 | 5 |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots .$. Firms with 10 to 24 | 1 | 5 | D | D | D | a | D | D | D |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 23 | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - 6 | - | - | - | - | - | - ${ }^{-}$ |
|  |  | 23 11 | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 11 3 | $\begin{array}{r} 11 \\ 6 \end{array}$ | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | D |  | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 3 | $6$ | D | D | $\overline{\mathrm{D}}$ | c | $\overline{\mathrm{D}}$ | D | D |
|  | establishments............ | 3 | 10 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots . .$. | 3 | 16 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  | g | D |  |  |
|  | establishments........... | 2 | 32 | D | D | D | f | D | D | D |
|  | firms with 25 establishments |  |  | D | D | D | g | D | D | D |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 23 | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Single unit firms ..... |  | - | - 6 | - | - | - | - | - | - ${ }^{-}$ |
|  | Multiunit firms . . . . . . . . . . . . | 23 | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Firms with 1 establishment .. | 11 | 11 |  |  |  | e |  |  | D |
|  | Firms with 2 establishments . | 3 | 6 | D | D | D | c | D | D | D |
|  | Firms with 3 or $4 . . . . . . .$. | 3 | 10 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments . $\ldots \ldots \ldots \ldots$ | 3 | 16 | D | D | D | g | D | D | D |
|  | Firms with establishments ............. | 2 | 32 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 75 | D | D | D | g | D | D | D |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 147 | 485 | 21729080 | 646395 | 162255 | 16119 | 1835902 | 727049 | 852893 |
|  | Single unit firms ... | $\stackrel{-}{-}$ | - | - 720 - | - - | - ${ }^{-}$ | - | - $83{ }^{-}$ | 727 - | - ${ }^{-}$ |
|  | Multiunit firms . . . . . . . . . . . . . | 147 | 485 | 21729080 | 646395 | 162255 | 16119 | 1835902 | 727049 | 852893 |
|  | Firms with 1 establishment ... | 90 | 90 | 4404981 | 220455 | 53320 | 6485 | 543949 | 360013 | 449842 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 18 | 36 | 2277551 | 81681 | 20536 | 1691 | 315636 | 109206 | 126707 |
|  | establishments..... | 11 | 40 | 1144105 | 35473 | 8860 | 768 | 66829 | 16630 | 17315 |
|  | Firms with 5 to 9 establishments ................ . | 12 | 70 | 1572551 | 67253 | 16248 | 1635 | 175536 | 46264 | 63085 |
|  | Firms with 10 to $24 \ldots \ldots .$. | 15 | 223 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 26 | D | D | D | f | D | D | D |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 54 | 247 | 7242080 | 228139 | 56666 | 4486 | 733330 | 232588 | 234624 |
|  | Single unit firms .. | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . | 54 | 247 | 7242080 | 228139 | 56666 | 4486 | 733330 | 232588 | 234624 |
|  | Firms with 1 establishment $\ldots$. Firms with 2 establishments .. | 31 5 | 31 10 | $803820$ | $\begin{array}{r} \text { D } \\ 36613 \end{array}$ | 8893 | 681 | 167 740 |  | 44848 |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 5 | 16 | D | D | D | c | D | D | D |
|  | establishments ............ | 4 | 22 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 | 8 | 142 | D | D | D |  | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 26 | D | D | D | f | D | D | D |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 54 | 247 | 7242080 | 228139 | 56666 | 4486 | 733330 | 232588 | 234624 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms.............. | 54 | 247 | 7242080 | 228139 | 56666 |  |  |  | 234624 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 31 5 | 31 10 | $803820$ | $\begin{array}{r} \text { D } \\ 36613 \end{array}$ | D 8893 | 681 | $\begin{aligned} & \text { D } \\ & 167740 \end{aligned}$ | $\begin{array}{rr}  & \text { D } \\ 43 & \end{array}$ | 44848 |
|  | Firms with 3 or 4 establishments | 5 | 16 16 | D | D | D | c | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots$. |  | 6 |  | D | D | - |  |  |  |
|  | establishments ............ | 4 | 22 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments. | 8 | 142 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 142 26 | D | D | D | f | D | D | D |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 24 | 91 | 1584873 | 59681 | 15306 | 1472 | 149871 | 142636 | 145393 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 24 | 91 | 1584873 | 59681 | 15306 | 1472 | 149871 | 142636 | 145393 |
|  | Firms with 1 establishment ... | 16 | 16 | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | ${ }_{\text {f }}$ | $\begin{aligned} & \mathrm{D} \end{aligned}$ | D | D |
|  | Firms with 2 establishments .. | 3 | 6 | D | D | D | b | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments | 4 | 66 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |

[^202]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 32 | 156 | 5657207 | 168458 | 41360 | 3014 | 583459 | 89952 | 89231 |
|  | Single unit firms . . . . . . . . . . . . |  | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 32 | 156 | 5657207 | 168458 | 41360 | 3014 | 583459 | 89952 | 89231 |
|  | Firms with 1 establishment ... | 17 | 17 | D |  |  |  |  |  | D |
|  | Firms with 2 establishments .. | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments | 5 | 16 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 22 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | 4 |  | D | D | D | c | D | D | D |
|  | establishments ............ | 4 | 73 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more...$\ldots \ldots \ldots \ldots \ldots$............. | 1 | 26 | D | D | D | f | D | D | D |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 96 | 238 | 14487000 | 418256 | 105589 | 11633 | 1102572 | 494461 | 618269 |
|  | Single unit firms ..... | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } 1 \text { establishment }\end{aligned}$ | 96 | 238 | 14487000 | 418256 | 105589 | 11633 | 1102572 | 494461 | 618269 |
|  | Firms with 1 establishment $\ldots$ | 13 | 62 26 | 1473731 | - 45068 | D 11643 | $1010^{\text {i }}$ | 147896 | 65835 | 81859 |
|  | Firms with 3 or 4 establishments. | 6 | 23 | D | D | D | $f$ | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots .$. | 8 | 48 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  | D | D |  | g |  |  |  |
|  | establishments............. Firms with 25 establishments | 7 | 79 | D | D | D | h | D | D | D |
|  | or more .................. | - | - | - | - | - | - | - | - | - |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 96 | 238 | 14487000 | 418256 | 105589 | 11633 | 1102572 | 494461 | 618269 |
|  | Single unit firms . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 96 | 238 | 14487000 | 418256 | 105589 | 11633 | 1102572 | 494461 | 618269 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 62 13 | 62 26 | 1473731 | 45068 | D 11643 | $1010^{\text {i }}$ | 147896 | 65835 | 81859 |
|  | Firms with 3 or 4 establishments | 6 | 23 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 | 8 | 48 | D | D |  |  |  |  |  |
|  | establishments ${ }_{\text {a }}$ Firms with 10 to $24 \ldots \ldots$ | 8 | 48 | D | D | D | g | D | D | D |
|  | establishments............ | 7 | 79 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 8 | 14 | 597661 | 45630 | 11679 | 3156 | 185733 | 113060 | 116905 |
|  | Single unit firms . . . . . . . . . . . . | - | - |  | - ${ }^{-}$ | 11 -9 | - |  | - |  |
|  |  | 8 6 | 14 6 | 597661 | 45630 | 11679 D | 3156 | 185733 | 113060 | 116905 |
|  | Firms with 2 establishments ... | 6 1 | 6 2 | D | D | D | h e | D | D | D |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | _ |
|  | Firms with 5 to 9 establishments | 1 | 6 | D | D | D | b | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 38 | 102 | 5437338 | 173959 | 41494 | 3356 | 412153 | 133549 | 182658 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 38 | 102 | 5437338 | 173959 | 41494 | 3356 | 412153 | 133549 | 182658 |
|  |  | 25 | 25 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. | 4 | 8 | D | D | D | e | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 4 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 5 | 31 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments | 3 | 34 | 1289521 | 12983 | 3541 | 252 | 22670 | 9386 | 9677 |
|  | Firms with 25 establishments or more $\qquad$ |  |  |  |  |  | - |  | - | - |

[^203]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212203 | Floor coverings whsle <br> All firms $\qquad$ | 37 | 96 | 7864637 | 161893 | 43378 | 4236 | 405041 | 165967 | 192458 |
|  | Single unit firms .. |  | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . | 37 | 96 | 7864637 | 161893 | 43378 | 4236 | 405041 | 165967 | 192458 |
|  | Firms with 1 establishment ... | 22 | 22 | 1741479 | 51627 | 15335 | 1110 | 122245 | 57820 | 81773 |
|  | Firms with 2 establishments Firms with 3 or 4 | 6 | 12 | 535458 | 13590 | 3246 | 223 | 20588 | 3269 | 3187 |
|  | irms with 3 or 4 <br> establishments . . . . . . . . . . . . . | 4 | 15 | 634052 | 23924 | 4929 | 420 | 43980 | 11679 | 12207 |
|  | establishments ....... | 2 | 14 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments. | 3 | 33 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more ..................... |  | - |  | _ | - | - | - | - | _ |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 19 | 26 | 587364 | 36774 | 9038 | 885 | 99645 | 81885 | 126248 |
|  | Single unit firms . . |  | , |  |  | - | - | - | - | $120{ }^{-}$ |
|  |  | 19 14 | 26 14 | 587364 355165 | 36774 19558 | 9 4 | 885 | 99645 51728 | 81885 | 126248 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments .. | $\begin{array}{r}14 \\ 4 \\ \hline\end{array}$ | $\begin{array}{r}14 \\ 8 \\ \hline\end{array}$ | 355165 | 19558 | 4631 | 419 | 51728 D | 47200 D | 76440 |
|  | Firms with 3 or 4 establishments | 1 | 4 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 |  | - |  |  |  |  |  |  |  |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 382 | 1728 | 21380553 | 959343 | 223167 | 26196 | 2168463 | 1129218 | 1192107 |
|  | Single unit firms . . . . . . . . . . . . . | - | - ${ }^{-}$ |  | - ${ }^{-}$ | - | - ${ }^{-}$ | - $0^{-}$ | 1 $12 \square^{-}$ |  |
|  |  | 382 | 1728 | 21380553 | 959343 | 223167 | 26196 | 2168463 | 1129218 | 1192107 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 210 52 | 210 104 | 5592341 | 264874 | 55289 | 5870 | 544770 | 273051 | 275929 |
|  | Firms with 3 or 4 |  |  |  |  | D | g | D |  |  |
|  | establishments ............. | 43 | 147 | D | D | D | g | D | D | D |
|  | establishments | 47 | 286 | 4298125 | 196659 | 46162 | 5230 | 437874 | 193724 | 193469 |
|  | establishments ............ | 21 | 333 | 4280519 | 169904 | 42475 | 5036 | 424032 | 168800 | 180267 |
|  | Firms with 25 establishments or more | 9 | 648 | 4774847 | 182723 | 44504 | 5961 | 461342 | 310090 | 345359 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 167 | 501 | 10261254 | 445340 | 100385 | 11443 | 980545 | 577840 | 582251 |
|  | Single unit firms . . . . . . . . . . . . |  | - |  | 415 - | - |  | , | - |  |
|  | Multiunit firms ................ | 167 | 501 | 10261254 | 445340 | 100385 | 11443 | 980545 | 577840 | 582251 |
|  | Firms with 1 establishment . . . | 103 | 103 | 4423631 | 178136 | 36354 | 3886 | 368791 | 199202 | 204088 |
|  | Firms with 2 establishments .. | 22 | 44 |  |  |  | $g$ | D | D | D |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . | 15 | 54 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 17 | 101 | 1302643 | 86663 | 19367 | 2429 | 183604 | 94737 | 93604 |
|  | Firms with 10 to 24 ..... |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | 7 | 91 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 108 | D | D | D | g | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 167 | 501 | 10261254 | 445340 | 100385 | 11443 | 980545 | 577840 | 582251 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms................. | 167 | 501 | 10261254 | 445340 | 100385 | 11443 | 980545 | 577840 | 582251 |
|  |  | 103 |  |  |  |  | 3886 |  |  | 204088 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 22 | 44 | D | D | D | g | D | D | D |
|  | Firms with 3 or 4 $\qquad$ | 15 | 54 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments.............. | 17 | 101 | 1302643 | 86663 | 19367 | 2429 | 183604 | 94737 | 93604 |
|  | Firms with 10 to 24 establishments . . . . . . . . . . | 7 | 91 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 108 | D | D | D | g | D | D | D |

[^204]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213101 | Lumber without yard whsle All firms | 35 | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Single unit firms . . . . . . . . . . . . |  | - | - | - | - | - | - | - | - |
|  | Multiunit firms <br> Firms with 1 establishment Firms with 2 establishments Firms with 3 or 4 | 35 29 5 | 42 29 10 | $\begin{array}{r} 2568618 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 7390 \overline{3} \\ D \\ D \end{array}$ | $\begin{array}{r} 17069 \\ \text { D } \\ \text { D } \end{array}$ | 1261 g c | $\begin{array}{r} 154834 \\ \text { D } \\ \text { D } \end{array}$ | 44241 D D | 42086 D D |
|  | $\underset{\text { establishments } \ldots \ldots \ldots \ldots . . .}{ }$ | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  | _ | - | - | _ | - | - | _ | - |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 52 | 96 | 2240878 | 108796 | 26767 | 3064 | 215313 | 193666 | 204645 |
|  | Single unit firms . . | - | - | - | - | - | - | - | - | - |
|  |  | 52 | 96 | 2240878 | 108796 | 26767 | 3064 | 215313 | 193666 | 204645 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 36 9 | 36 18 | $\begin{array}{r}\text { D } \\ 303 \\ \hline 05\end{array}$ | $\begin{array}{r} \text { D } \\ 22274 \end{array}$ | 5020 | 637 | $\begin{array}{r}\text { ¢ } \\ 43 \\ \hline 078\end{array}$ | \% $\begin{array}{r}\text { D } \\ 3258\end{array}$ | 41211 |
|  | Firms with 3 or 4 establishments Firms with 5 to 9 | 3 | 10 | 125290 | 6221 | 1110 | 169 | 12957 | 17829 | 18425 |
|  | establishments | 3 | 19 | D | D | D | e | D | D | D |
|  | establishments | 1 | 13 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 102 | 363 | 5451758 | 262641 | 56549 | 7118 | 610398 | 339933 | 335520 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | 1 | - | - | - | - | 5350 |
|  | Multiunit firms <br> Firms with 1 establishment | 102 58 10 | 363 58 5 | $\begin{array}{r} 5451758 \\ \mathrm{D} \end{array}$ | $262641$ | 56549 D | 7118 9 | $610398$ | $339933$ | $335520$ |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  | D | D |  | e | D |  | D |
|  | establishments ............ | 13 | 48 | 881706 | 38969 | 9457 | 1035 | 84826 | 33410 | 29806 |
|  | Firms with 5 to 9 establishments | 13 | 80 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments............... | 6 | 75 | 1265772 | 44243 | 11124 | 1143 | 144018 | 93371 | 91495 |
|  | Firms with 25 establishments or more...$\ldots \ldots \ldots \ldots$............. |  | 82 | D | D | D | e | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 126 | 761 | 5848872 | 243871 | 60393 | 7587 | 566136 | 315377 | 322020 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - ${ }^{-}$ | - | - | - | - | 0 |
|  |  | $\begin{array}{r}126 \\ 65 \\ \hline 1\end{array}$ | 761 65 | $\begin{array}{r} 5848872 \\ \text { D } \end{array}$ | $\begin{array}{r} 243871 \\ D \\ D \end{array}$ | $\begin{array}{r} 60393 \\ \text { D } \end{array}$ | 787 g | $\begin{array}{r} 566136 \\ \mathrm{D} \end{array}$ | $315377$ | $\begin{array}{r} 322020 \\ \text { D } \end{array}$ |
|  | Firms with 2 establishments ... <br> Firms with 3 or 4 | $21$ | $42$ | D | $\mathrm{D}$ | D | e | D | $\mathrm{D}$ | D |
|  | establishments | 13 | 44 | 238859 | 17026 | 3345 | 349 | 34522 | 13338 | 14537 |
|  | Firms with 5 to 9 establishments | 16 | 100 | 1019315 | 27716 | 7643 | 731 | 72317 | 18058 | 18658 |
|  | Firms with 10 to 24 establishments............... . | 7 | 113 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 4 | 397 | 1810560 | 84868 | 22675 | 3602 | 212026 | 158573 | 165487 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 126 | 761 | 5848872 | 243871 | 60393 | 7587 | 566136 | 315377 | 322020 |
|  | Single unit firms . . . . . . . . . . . . | - | - | $5848{ }^{-}$ | - | - | - | 566 - | 315377 | 220 |
|  |  | 126 65 | 761 65 | 5848872 | 243871 | 60393 D | 7587 | 566136 | 315377 | 322020 |
|  | Firms with 2 establishments ... | 21 | 42 | D | D | D | e | D | D | D |
|  | Firms with 3 or 4 establishments | 13 | 44 | 238859 | 17026 | 3345 | 349 | 34522 | 13338 | 14537 |
|  | Firms with 5 to 9 establishments | 16 | 100 | 1019315 | 27716 | 7643 | 731 | 72317 | 18058 | 18658 |
|  | Firms with 10 to 24 establishments | 7 | 113 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more |  | 397 |  |  | 22675 | 3602 | 212026 | 158573 | 165487 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 49 | 431 | 2150812 | 127852 | 32499 | 4853 | 298148 | 175800 | 183045 |
|  | Single unit firms ..... | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms <br> Firms with 1 establishment | 49 31 4 | $\begin{array}{r}431 \\ 31 \\ \hline\end{array}$ | 2150812 D D | 127852 | 32499 | 4853 f b | 298148 | 175800 D | 183045 |
|  | Firms with 2 establishments .. | 4 | 8 | D | $\mathrm{D}$ | D | b | D | D | D |
|  | Firms with 3 or 4 establishments | 5 | 18 | 62692 | 8208 | 1586 | 222 | 15778 | 8952 | 9309 |
|  | Firms with 5 to 9 establishments | 4 | 23 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments . | 1 | 14 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 4 | 337 | D | D | D | h | D | D | D |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 43 | 88 | 309282 | 28242 | 5737 | 758 | 66523 | 30696 | 32544 |
|  | Single unit firms . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firmsFirms with 1 establishment $\ldots$.... | 43 <br> 23 <br> 1 | 88 23 | 309282 123522 | 28242 17 | 5737 | 758 376 | 66523 | 30696 | 32544 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments . | 23 11 | 23 22 | 123522 88335 | 17136 4719 | 3 3 1 | 376 177 | 30550 19742 | 12222 5921 | 13362 6322 |
|  | Firms with 3 or 4 establishments | 6 | 20 | 51190 | 3783 | 802 | 115 | 9565 | 7195 | 7858 |
|  | establishments... | 3 | 23 | 46235 | 2604 | 625 | 90 | 6666 | 5358 | 5002 |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - | - |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 51 | 242 | 3388778 | 87777 | 22157 | 1976 | 201465 | 108881 | 106431 |
|  | Single unit firms . | - | - | - | - | - | - | - | - | - |
|  |  | 51 | 242 | 3388778 | 87777 | 22157 | 1976 | 201465 | 108881 | 106431 |
|  | Firms with 1 establishment ... | 24 | 24 14 | 298194 | 21543 | 4425 | 507 | 40142 | 40596 | 35141 14104 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 7 | 14 | 135753 | 4614 | 1238 | 92 | 10775 | 14505 | 14104 |
|  | establishments | 6 | 21 | 170992 | 9094 | 1831 | 112 | 21030 | 3732 | 4265 |
|  | establishments ............. | 7 | 41 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 establishments .............. | 6 | 96 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 46 | D | D | D | c | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 42 | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Single unit firms . . . . . . . . . . . . . |  |  |  |  | - | $\bigcirc{ }^{-}$ | - | - |  |
|  | Multiunit firms . ............... | 42 | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 27 2 | 27 4 | 581326 | 20217 D | 4747 D | 483 c | 45203 D | 18047 D | 18681 |
|  | Firms with 3 or 4 establishments | 4 | 15 | 89308 | 7592 | 1764 | 182 | 14483 | 9629 | 8569 |
|  | Firms with 5 to 9 establishments | 5 | 30 | 1288485 | 50366 | 11310 | 1242 | 124484 | 49094 | 49558 |
|  | Firms with 10 to $24 . \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 2 | 25 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more ....................... | 2 | 121 | D | D | D | f | D | D | D |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 42 | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . ................. | 42 | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  |  | 27 | 27 | 581326 |  |  |  |  | $18047$ | 18681 |
|  | Firms with 2 establishments... Firms with 3 or 4 | 2 | 4 | $\begin{gathered} 20 \\ \mathrm{D} \end{gathered}$ | D | D | c | D | D | D |
|  | Firms with 3 or 4 establishments $\qquad$ | 4 | 15 | 89308 | 7592 | 1764 | 182 | 14483 | 9629 | 8569 |
|  | Firms with 5 to 9 establishments. | 5 | 30 | 1288485 | 50366 | 11310 | 1242 | 124484 | 49094 | 49558 |
|  | Firms with 10 to 24 establishments. | 2 | 25 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more | 2 | 121 | D | D | D | f | D | D | D |

[^205]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 42 | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Single unit firms . . | - | - | - 20 - |  | - $5^{-}$ | - ${ }^{-}$ | 335 - | 110 - | $10510{ }^{-}$ |
|  | Multiunit firms . . . . . . . . . . | 42 | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Firms with 1 establishment ... <br> Firms with 2 establishments | 27 2 | 27 4 | 581326 D | 20217 | 4747 D | $\begin{array}{r}483 \\ \hline\end{array}$ | 45203 | 18047 D | 18681 |
|  | Firms with 2 establishments .. | 2 | 4 | D | D | D | c | D | D | D |
|  | establishments | 4 | 15 | 89308 | 7592 | 1764 | 182 | 14483 | 9629 | 8569 |
|  | Firms with 5 to 9 establishments | 5 | 30 | 1288485 | 50366 | 11310 | 1242 | 124484 | 49094 | 49558 |
|  | Firms with 10 to 24 establishments. | 2 | 25 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 121 | D | D | D | f | D | D | D |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 77 | 244 | 2001895 | 135737 | 32235 | 4157 | 286174 | 116452 | 122642 |
|  | Single unit firms ............... | 77 | 4 | 2001805 | 3 | - | 5 | 74 | 5 | , |
|  | Multiunit firms Firms with 1 establishment . | 77 | 244 | 2001895 | 135737 | 32235 | 4157 | 286174 | 116452 | 122642 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments . | 39 7 | 39 <br> 14 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D ${ }_{\text {D }}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | f c | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 17 | 56 | D | D | D | f | D | D | D |
|  | establishments... | 9 | 54 | 668421 | 24062 | 5448 | 747 | 47730 | 21012 | 21664 |
|  | establishments ............ | 5 | 81 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - | - |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 77 | 244 | 2001895 | 135737 | 32235 | 4157 | 286174 | 116452 | 122642 |
|  | Single unit firms .............. |  | 244 | 2001895 | 135737 | 32235 | 4157 | 286174 | 116452 |  |
|  | Multiunit firms $\ldots \ldots . . . . . . . . . .$. Firms with 1 establishment $\ldots$ | 77 39 | 244 39 | 2001895 | 135737 | 32235 D | 4157 | 286174 | 116452 | 122642 |
|  | Firms with 2 establishments ... | 7 | 14 | D | D | D | c | D | D | D |
|  | Firms with 3 or 4 establishments | 17 | 56 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 9 | 54 | 668421 | 24062 | 5448 | 747 | 47730 | 21012 | 21664 |
|  | Firms with 10 to 24 establishments . | 5 | 81 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | 81 | - | D | D | 9 | D | D | D |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 22 | 97 | 712348 | 60185 | 14959 | 2027 | 133089 | 31569 | 33993 |
|  | Single unit firms ............... | - | -7 | - | - ${ }^{-}$ | - ${ }^{-}$ | - ${ }^{-}$ | - ${ }^{-}$ | - - $^{-}$ |  |
|  | Multiunit firms . . . . . . . . . . . . . | 22 | 97 | 712348 | 60185 | 14959 | 2027 | 133089 | 31569 | 33993 |
|  |  | 10 1 | 10 2 | 125061 | 11766 | 3548 D |  | 33034 D | 2312 D | 2487 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 1 | 2 | D | D | D | b | D | D | D |
|  | establishments............ | 5 | 18 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 4 | 26 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 |  |  |  | D |  |  |  |  |  |
|  | establishments............ | 2 | 41 | D | D | D | g | D | D | D |
|  | or more ...................... | - | - | - | - | - | - | - | - | - |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 57 | 147 | 1289547 | 75552 | 17276 | 2130 | 153085 | 84883 | 88649 |
|  | Single unit firms . . . . . . . . . . . . | - | - | $\overline{-}$ |  | - | - | - |  | $\bigcirc \square_{-}^{-}$ |
|  | Multiunit firms................. | 57 | 147 | 1289547 | 75552 | 17276 | 2130 | 153085 | 84883 | 88649 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | 30 6 | 30 12 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | e c | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | ${ }_{\text {D }}^{\text {D }}$ | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | D |  | D | c |  | D | D |
|  | establishments............ | 14 | 45 | D | D | D | f | D | D | D |
|  | Firmsablishments ............. | 5 | 30 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 |  |  |  | D |  |  |  |  |  |
|  | establishments............ | 2 | 30 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214 | Professional \& commercial equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . | 373 | 3160 | 112786674 | 11179271 | 3185154 | 168896 | 20269644 | 6208920 | 6462776 |
|  | Single unit firms . . . . . . . . . . . . |  | 3- |  | 11179271 | $3{ }^{154}{ }^{-}$ |  |  |  |  |
|  | Multiunit firms Firms with 1 estabishe..... | 373 | 3160 | $\begin{array}{r}112786674 \\ 9 \\ \hline 73 \\ \hline 857\end{array}$ | 11179271 | 3185154 | 168896 | 20269644 | 6208920 | 6462776 1 130838 |
|  | Firms with 1 establishment ... | 193 | 193 | 9373857 | 851203 | 201965 | 14711 | 2034504 | 947651 | 1130838 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 48 | 96 | 2407877 | 281011 | 74076 | 5474 | 734907 | 285966 | 340423 |
|  | establishments............ | 42 | 141 | 3127947 | 258503 | 60127 | 3399 | 512594 | 161507 | 211104 |
|  | Firms with establishments... | 32 | 214 | 11383120 | 436046 | 107547 | 7242 | 1082805 | 565414 | 592505 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 27 | 436 | 12896737 | 651829 | 169948 | 11393 | 1179984 | 478675 | 471156 |
|  | or more ............... | 31 | 2080 | 73597136 | 8700679 | 2571491 | 126677 | 14724850 | 3769707 | 3716750 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 20 | 74 | 8103149 | 265078 | 66723 | 4684 | 551818 | 300597 | 300374 |
|  | Single unit firms . . . . . . . . . |  | - | 8103 - | $2050{ }^{\text {- }}$ | $0 \square^{-}$ | - | 551 - | 30050 | 300 - |
|  | Multiunit firms. $\quad$ Firms with 1 establishment $\ldots$ | 20 13 | 74 <br> 13 | 8103149 | 265078 | 66723 | 4684 | 551818 | 300597 | 300374 |
|  | Firms with 2 establishments ... | 1 | + 2 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 | _ | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 | 3 | 17 | D | D | D | f | D | D | D |
|  |  | 3 | 42 | 7516908 | 218591 |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments or more $\qquad$ | 3 | 42 | 7516908 | 218591 | 53807 | 3802 - | 467014 - | 229623 | 226950 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 20 | 74 | 8103149 | 265078 | 66723 | 4684 | 551818 | 300597 | 300374 |
|  | Single unit firms . . . . . . . | - | - | - ${ }^{-}$ | - - | - | - | - | - | - - |
|  | Multiunit firms . . . . Firms withe. 1 . | 20 | 74 | 8103149 | 265078 | 66723 | 4684 | 551818 | 300597 | 300374 |
|  | Firms with 1 establishment $\ldots$ | 13 1 | $\begin{array}{r}13 \\ 2 \\ \hline\end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | $\stackrel{\text { c }}{\text { a }}$ | D | D | D |
|  | Firms with 3 or 4 |  |  |  | D |  | , |  |  |  |
|  | establishments........... | - | - | - | - | - | - | - | - |  |
|  | establishments ........... | 3 | 17 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . . | 3 | 42 | 7516908 | 218591 | 53807 | 3802 | 467014 | 229623 | 226950 |
|  | Firms with 25 establishments or more |  | - | - | - | - | - | - | - | - |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 34 | 624 | 10554896 | 1648110 | 496155 | 30895 | 2537175 | 396474 | 407557 |
|  | Single unit firms . . . . . | - | - | - | - - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 34 | 624 | 10554896 | 1648110 | 496155 | 30895 | 2537175 | 396474 | 407557 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 15 2 | 15 4 | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | ${ }_{\text {e }}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 2 |  |  |  |  | e |  | D | D |
|  | establishments ............ | 5 | 19 | 29150 | 3924 | 1010 | 141 | 6311 | 1027 | 903 |
|  | Firms with 5 to 9 establishments | 1 | 7 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments | 6 | 103 | 441851 | 102091 | 25974 | 2183 | 143321 | 19630 | 18266 |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 476 | 9708258 | 1512818 | 461942 | 27865 | 2327775 | 360434 | 371131 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 34 | 624 | 10554896 | 1648110 | 496155 | 30895 | 2537175 | 396474 | 407557 |
|  | Single unit firms . . . . . | - | - |  | - | - | - | - | - | - |
|  | Multiunit firms . $\ldots$. $\ldots$. $\ldots$. $\ldots$. . | 34 | 624 | 10554896 | 1648110 | 496155 | 30895 | 2537175 | 396474 | 407557 |
|  |  |  | 15 | D | D | D | e | D | D | D |
|  | Firms with 2 establishments .. | 2 | 4 | $\mathrm{D}$ | D | D | e | D | D | D |
|  | Firms with 3 or 4 <br> establishments | 5 | 19 | 29150 | 3924 | 1010 | 141 | 6311 | 1027 | 903 |
|  | Firms with 5 to 9 establishments | 1 | 7 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments | 6 | 103 | 441851 | 102091 | 25974 | 2183 | 143321 | 19630 | 18266 |
|  | Firms with 25 establishments or more | 5 | 476 | 9708258 | 1512818 | 461942 | 27865 | 2327775 | 360434 | 371131 |

[^206]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^207]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 104 | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Single unit firms . . . . . . |  |  |  | $15050{ }^{-}$ | 378 50- |  |  | 147 - ${ }^{-}$ |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 104 | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Firms with 12 establishment . $\ldots$ Firms with 2 establishments.. | 65 11 | 65 <br> 22 | 4248861 | 433137 | 107839 | 620 g | 1137506 | 695613 D | 866961 |
|  | Firms with 3 or 4 establishments | 11 | 37 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 6 | 35 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 | 5 | 82 | 1554558 | 135490 | 39783 | 2832 | 220992 | 120748 | 116566 |
|  | Firms with 25 establishments or more | 5 6 | 82 218 | 6490394 | 135490 451 | 39783 108905 | 2832 6410 | 220992 807836 | 120748 63451 | 116566 66408 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 104 | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Single unit firms . . . . . . . . . . . . | , | , | - | 1505015 |  | - | O |  |  |
|  | Multiunit firms ............... | 104 | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Firms with 1 establishment . $\ldots$ Firms with 2 establishments . | 65 11 | $\begin{array}{r}65 \\ 22 \\ \hline\end{array}$ | 4248861 | 433137 | 107839 | 620 g | 1137506 | 695613 | 866961 |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 11 | 37 | D | D | D | g | D | D | D |
|  | establishments ........... | 6 | 35 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments. | 5 | 82 | 1554558 | 135490 | 39783 | 2832 | 220992 | 120748 | 116566 |
|  | Firms with 25 establishments or more | 6 | 218 | 6490394 | 451492 | 108905 | 6410 | 807836 | 63451 | 66408 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 94 | 439 | 18453838 | 1458202 | 367384 | 21912 | 3328511 | 1400212 | 1690071 |
|  | Single unit firms . . . . . . . . . . . . . |  | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 94 | 439 | 18453838 | 1458202 | 367384 | 21912 | 3328511 | 1400212 | 1690071 |
|  | Firms with 1 establishment... | 57 | 57 | 4190216 | 430702 | 107590 | 5938 | 1126726 |  |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 10 | 20 | D | D | D | g | D | D | $\begin{array}{r} \circ 0 \\ \mathrm{D} \end{array}$ |
|  | Firms with 3 or 4 establishments ........... | 10 | 33 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 6 | 35 | D | D | D | h | D | D | D |
|  | Firms with 10 to $24 \times \cdots \cdots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | 5 | 76 | 1541381 | 134412 | 39552 | 2809 | 218526 | 119679 | 115463 |
|  | Firms with 25 establishments or more $\qquad$ | 6 | 218 | 6490394 | 451492 | 108905 | 6410 | 807836 | 63451 | 66408 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 12 | 20 | 246496 | 47413 | 11209 | 1064 | 105159 | 47434 | 44925 |
|  | Single unit firms . . . . . . . . . . . . |  | - | - |  | $-$ | - | - | - |  |
|  | Multiunit firms . ............... | 12 | 20 | 246496 | 47413 34 | 11 7 7 929 | 1064 | 105159 | 47434 | 44925 |
|  | Firms with 1 establishment . $\ldots$ | 10 | 10 | 155960 | 34454 | 7929 | 738 | 74044 | 38951 | 37658 |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  |  |  | - |  |  | - |  |
|  | establishments . | 1 | 4 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 6 | D | D | D | b | D | D | D |
|  | Firms with 10 to $24 \cdots \cdots \cdots$ |  |  |  | D | D | b | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | - | - | - | - | - | - |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 21 | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . | 21 | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Firms with 1 establishment ... | 11 | 11 | 65023 | 9906 | 2669 | 295 | 17200 | 12777 | 13629 |
|  | Firms with 2 establishments ... | 4 | 8 | 96382 | 11635 | 2864 | 430 | 20171 | 11584 | 11434 |
|  | Firms with 3 or 4 establishments | 3 | 9 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 | 1 | 7 | D |  | D | e |  |  | D |
|  | estabilishments $\ldots \ldots \ldots \ldots .$. | 1 | 7 | D | D | D | e | D | D | D |
|  | establishments ............ | 2 | 31 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | _ |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
|  | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 21 | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Single unit firms . . . . . . . . . . . | 21 |  | 88679 | 69912 | 78 | 1819 | 0 | 2 | - |
|  | Multiunit firms $\quad$ Firms with 1 establishment ......... | 21 11 | 66 11 | 886679 65023 | 69912 9906 | 18378 2669 | $\begin{array}{r}1819 \\ \hline 295\end{array}$ | 144230 17200 | 42902 12 777 | 37555 13629 |
|  | Firms with 2 establishments $\ldots$ | 4 | 8 | 96382 | 99635 | + | 430 | 20171 | 12777 11584 | 13629 11434 |
|  | establishments ............. | 3 | 9 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 7 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 establishments.............. | 2 | 31 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | _ | - | - | - |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 56 | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Single unit firms . . . . . . | - |  | - | - | - | - | - | - | - |
|  | Multiunit firms . .............. | 56 | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Firms with 1 establishment ... Firms with 2 establishments. | 37 8 | 37 16 | 758142 18181 | 43437 3225 | 13156 827 | $\begin{array}{r}163 \\ 189 \\ \hline\end{array}$ | 160143 5732 | 44094 2579 | 45 4 4 171 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 | 18181 | 3225 |  | 89 |  | 2579 |  |
|  | establishments ............ | 9 | 29 | D | D | D | f | D | D | D |
|  | establishments | 2 | 14 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ | - | _ | _ | - | - | - | - | - |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 56 | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Single unit firms . . . . . | 56 | - | - | - | - | 3 | - | -85 ${ }^{-}$ | - |
|  | Multiunit firms . $\ldots$............. | 56 | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 37 8 | 37 16 | 758142 18181 | 43437 3225 | 13156 827 | $\begin{array}{r}1163 \\ \hline 89\end{array}$ | 160143 5732 | 44094 2579 | 45 4 4 171 |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  |  |  |  | 89 |  |  |  |
|  | establishments ............ | 9 | 29 | D | D | D | f | D | D | D |
|  | establishments ............ | 2 | 14 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | _ | - | _ | - | - | - |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6 | 9 | 211078 | 5843 | 1584 | 254 | 42117 | 5184 | 5377 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms................. | 6 | 9 | 211078 | 5843 | 1584 | 254 | 42117 | 5184 | 5377 |
|  | Firms with 1 establishment . $\ldots$ | 4 1 | 4 2 | 198045 | 4782 | 1292 | 224 | 40619 | 4484 | 4623 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 1 | 2 |  |  | D | a | D | D | D |
|  | establishments........... | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  | - | - | - | - | - | - |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more.................. | - | - | - | - | - | - | - | - | - |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 50 | 87 | 1276121 | 108364 | 28379 | 1979 | 295716 | 62972 | 69202 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms................. | 50 | 87 | 1276121 | 108364 | 28379 | 1979 | 295716 | 62972 | 69202 |
|  | Firms with 1 establishment .... | 33 | 33 | 560097 | 38655 | 11864 | 939 | 119524 | 39610 | 40405 |
|  | Firms with 2 establishments .. | 7 | 14 | D | D | D | b | D | D | D |
|  | Firms with 3 or 4 establishments $\qquad$ | 8 | 26 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 14 | D | D | D |  | D |  |  |
|  |  | 2 | 14 | D | D | D | c | D | D | D |
|  | establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | - | - | - |

[^208]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 299 | 1045 | 45511177 | 1053480 | 254172 | 22869 | 2209867 | 2485392 | 2573871 |
|  | Single unit firms . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . | 299 | 1045 | 45511177 | 1053480 | 254172 | 22869 | 2209867 | 2485392 | 2573871 |
|  | Firms with 1 establishment . | 166 | 166 | 6837758 | 234373 | 60789 | 5281 | 518280 | 523125 | 476469 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 51 | 102 | 4095126 | 128331 | 31206 | 2810 | 277906 | 423183 | 426130 |
|  | Firms with 3 or 4 establishments $\ldots \ldots \ldots . . . . . . . . . . . . . ~$ | 29 | 99 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 29 | 196 | D | D | D | i | D | D | D |
|  | Firms with 10 to 24 establishments | 18 | 251 | 8396042 | 191206 | 53033 | 4274 | 434811 | 514207 | 559788 |
|  | Firms with 25 establishments or more $\qquad$ | 18 6 | 231 | 6491446 | 74659 | 18164 | 1990 | 142041 | 152212 | 152298 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 276 | 1004 | 40775671 | 1013345 | 245477 | 22181 | 2113821 | 2305880 | 2400276 |
|  | Single unit firms ... | - | - | 40775 - | 1013 ${ }^{-}$ | - ${ }^{-}$ | - | - ${ }^{-}$ | -305 - | - $00{ }^{-}$ |
|  | Multiunit firms ................ Firms with 1 establishment ... | 276 151 | 1004 151 | 40775671 | 1013345 | 245477 | 22181 | 2113821 | 2305880 | 2400276 |
|  | Firms with 2 establishments ... | 46 | 92 | 2695830 | 115410 | 28864 | 2696 | 252599 | 364291 | 362044 |
|  | Firms with 3 or 4 establishments $\ldots \ldots \ldots \ldots . .$. | 28 | 96 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 | 27 | 183 | D | D | D | h | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments... | 18 | 251 | 8396042 | 191206 | 53033 | 4274 | 434811 | 514207 | 559788 |
|  | Firms with 25 establishments or more $\qquad$ | 6 | 231 | 6491446 | 74659 | 18164 | 1990 | 142041 | 152212 | 152298 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 276 | 1004 | 40775671 | 1013345 | 245477 | 22181 | 2113821 | 2305880 | 2400276 |
|  | Single unit firms . . |  | - | - | - |  | - | - | - | - |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } \\ & \text { establishment }\end{aligned}$ | 276 | 1004 | 40775671 | 1013345 | 245477 | 22181 | 2113821 | 2305880 | 2400276 |
|  | Firms with 12 establishment $\ldots$ Firms with 2 establishments . | 151 46 | 151 92 | 2695830 | 115410 | 28864 | 2696 | 2525 | 364291 | 362044 |
|  | Firms with 3 or 4 establishments. | 28 | 96 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 27 | 183 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments | 18 | 251 | 8396042 | 191206 | 53033 | 4274 | 434811 | 514207 | 559788 |
|  | Firms with 25 establishments or more | 6 | 231 | 6491446 | 74659 | 18164 | 1990 | 142041 | 152212 | 152298 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 203 | 785 | 30866626 | 674331 | 153261 | 15365 | 1406341 | 1487008 | 1555328 |
|  | Single unit firms . . . . . . . . . . . . . | - |  | - | - | - | - | - | - | - |
|  | Multiunit firms . . . Firms with 1 establishment ....... | 203 106 | 785 106 | 30866626 | 674331 | 153261 | 15365 $h$ | 1406341 | 1487008 | 1555328 |
|  | Firms with 2 establishments .. | 106 38 | 76 |  |  |  | h g |  | D |  |
|  | Firmstablishments ............. | 18 | 61 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 23 | 153 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments |  | 163 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | 12 6 | 163 | 6430071 | 73977 | 18034 | 1975 | 141130 | 152212 | 152298 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 162 | 517 | 8999281 | 556503 | 122134 | 13236 | 1169111 | 1487008 | 1555328 |
|  | Single unit firms . . | - | - |  | - | - | - | - | - |  |
|  | Multiunit firms............... | 162 | 517 | 8999281 | 556503 | 122134 | 13236 | 1169111 | 1487008 | 1555328 |
|  | Firms with 1 establishment ... | 84 | 84 | 1374089 | 94784 | 23983 | 2786 | 217488 | 248470 | 252511 |
|  | Firms with 2 establishments .. | 35 | 70 | 1682721 | 80139 | 19749 | 2043 | 176986 | 255962 | 230466 |
|  | Firms with 3 or 4 establishments | 17 | 57 | 1107445 | 57454 | 11990 | 1429 | 129242 | 188100 | 255808 |
|  | Firms with 5 to 9 establishments | 16 | 109 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  | D |  | D | D |  |
|  | establishments | 8 | 116 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more ...................... |  |  |  |  |  |  |  |  | D |

[^209]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151012 | Ferrous metal sales offices <br> All firms | 62 | 268 | 21867345 | 117828 | 31127 | 2129 | 237230 | - | - |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Single unit firms Multiunit firms | 62 | 268 | $21867345^{-}$ | $11782{ }^{-}$ | 31127 | 2129 | 237230 | - | - |
|  | Firms with 1 establishment .... | 34 | 34 | 21867 | 178 | 31 | \% ${ }_{\text {f }}$ | 237 | D | D |
|  | Firms with 2 establishments .. | 7 | 14 | D | D | D | b | D | D | D |
|  | establishments........... | 5 | 17 | D | D | D | b | D | D | D |
|  | establishments... | 12 | 72 | D | D | D | f | D | D | D |
|  | $\underset{\text { Firms with } 10 \text { to } 24}{\text { establishments }}$, | 1 | 24 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 107 |  | D | D | e | D | D | D |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms | 84 | 219 | 9909045 | 339014 | 92216 | 6816 | 707480 | 818872 | 844948 |
|  | Single unit firms . . |  | - | - | - | - | - | - | - | - |
|  | Multiunit firms ................ Firms with 1 establishment $\ldots$ | 84 52 | 219 52 16 | 9909045 D | 339014 | 92216 D | 6816 9 | 707480 D | 818872 D | 844948 |
|  | Firms with 2 establishments .. | 8 | 16 | D | D | D | f | D | D | D |
|  | r $\qquad$ | 12 | 42 | 1744400 | 100248 | 25839 | 2195 | 206504 | 214395 | 246231 |
|  | Firms with 5 to 9 establishments | 7 | 43 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments. | 5 | 66 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more |  | - |  | _ | _ | - | _ | - | - |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 62 | 151 | 6405017 | 278484 | 72189 | 6118 | 602806 | 818872 | 844948 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms ................ | 62 | 151 | 6405017 | 278484 | 72189 | 6118 | 602806 | 818872 | 844948 |
|  | Firms with 1 establishment . $\ldots$ | 36 8 | 36 | 2926201 | 101099 37583 | 26366 10348 | 2284 | $\begin{array}{r}207097 \\ 83 \\ \hline\end{array}$ | 312854 138236 |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 | 966943 | 37583 | 10348 | 661 | 83385 | 138236 | 160211 |
|  | establishments. | 9 | 31 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments .......... | 7 | 45 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments. | 2 | 23 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more |  | - | - | - | - | - | - | - | - |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 32 | 68 | 3504028 | 60530 | 20027 | 698 | 104674 | - | - |
|  | Single unit firms . . . . . . . . . . . . |  | - | - | - | - | $-$ | - | - | - |
|  |  | 32 21 | 68 21 | 3504028 | 60530 | 20027 | 698 | 104674 | $\bar{\square}$ | $\overline{\text { - }}$ |
|  | Firms with 1 establishment . $\ldots$ Firms with 2 establishments .. | 21 6 | 21 12 |  | D | D | ${ }_{\text {e }}^{\text {c }}$ | D | D | D |
|  | Firms with 3 or 4 establishments | 2 | 8 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments . $\because$ | 1 | 5 | D | D | D | a | D | D | D |
|  | establishments ........... | 2 | 22 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | - | - |  | _ | - | - | _ | - | - |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 28 | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - - |
|  | Multiunit firms Firms with 1 establishment . ${ }^{\text {a }}$ | 28 | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 8 | 16 | 2326779 | 18213 | D 3603 | 188 | 37301 | 156550 | 155555 |
|  | Firms with 3 or 4 establishments . | 2 | 7 | D | D | D | b | D |  | D |
|  | Firms with 5 to 9 . |  |  | - | D |  |  |  |  |  |
|  | establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with entishments .............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | _ | - | - | - | - | - | _ |

[^210]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 28 | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Single unit firms . . . . . |  | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 28 | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Firms with 1 establishment... | 18 | 18 | - ${ }^{\text {D }}$ | D |  | e | ${ }^{\text {D }}$ | 15655 | 155 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 8 | 16 | 2326779 | 18213 | 3603 | 188 | 37301 | 156550 | 155555 |
|  | Firms with 3 or 4 establishments | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  | _ | _ | - | - | - | - | - | - |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 23 | 33 | D | D | D | f | D | D | D |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } \\ & \text { establishment }\end{aligned}$ | 23 16 | 33 | D | D | D | ${ }^{\text {f }}$ | D | D | D |
|  | Firms with 1 establishment ... | 16 5 | 16 10 | D | D | D | e | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 establishments | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | _ | - | _ | - | _ |
|  | Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments | - | - | - | _ | - | - | _ | - |  |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6 | 8 | D | D | D | b | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 6 | 8 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment . . Firms with 2 establishments . | 4 2 | 4 | D | D | D | b | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 |  |  |  | D | D | a |  |  |  |
|  | $\xrightarrow{\text { establishments }}$ Firms with 5 to $9 . \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - |  |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | - | - | - | - | _ | - |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 364 | 4235 | 109430432 | 5859327 | 1602067 | 96438 | 10337202 | 2564249 | 2702130 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 364 | 4235 | 109430432 | 5859327 | 1602067 | 96438 | 10337202 | 2564249 | 2702130 |
|  | Firms with 1 establishment ... | 174 | 174 |  | 281746 | 71231 |  | 613238 | 239470 | 280965 |
|  | Firms with 2 establishments .. | 45 | 90 | 2974183 | 108829 | 25815 | 2190 | 230212 | 145824 | 121615 |
|  | Firms with 3 or 4 establishments | 44 | 149 | 3798946 | 224173 | 53343 | 5591 | 496720 | 205196 | 204711 |
|  | Firms with 5 to $9 \ldots \ldots . . . .$. | 38 | 245 | D | D | D | i | D | D | D |
|  | Firms with 10 to 24 establishments. |  |  |  | D |  |  |  |  |  |
|  | establishments Firms with 25 establishments | 35 | 503 | D | D | D | i | D | D | D |
|  | or more ........ | 28 | 3074 | D | D | D | I | D | D | D |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 176 | 1608 | 25132554 | 1527424 | 376644 | 27155 | 2754559 | 1065246 | 1133762 |
|  | Single unit firms . . . . . . . . . . . . | - |  | - | - | - | - | - | - | 1133 - |
|  | Multiunit firms . . . . . . . . . . . . . . | 176 | 1608 | 25132554 | 1527424 | 376644 | 27155 | 2754559 | 1065246 | 1133762 |
|  | Firms with 1 establishment . . | 89 | 89 | 1299 459 | 109248 33452 | 27672 8207 | 2471 | 232948 75 745 | 163005 50419 | 210653 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 21 | 42 | 1529229 | 33452 | 8207 | 925 | 75745 | 50419 | 45597 |
|  | establishments........... | 23 | 76 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 20 | 131 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments | 11 | 169 | 3255599 | 215828 | 53504 | 1881 | 434214 | 111275 | 125763 |
|  | Firms with 25 establishments or more $\qquad$ | 12 | 1101 | D | D | D |  | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4216901 | Communications equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 79 | 1884 | 48149700 | 3392770 | 993768 | 51416 | 5405631 | 643686 | 683442 |
|  | Single unit firms. | 79 | $18{ }^{-}$ | 48140 - | 3 - 770 | 093 - | 51 - | 5405631 | 643686 | 683442 |
|  | Multiunit firms . . . . . . . . . . | 79 | 1884 3 | 48149700 | 3392770 | 993768 | 51416 | 5405631 | 643686 | 683442 |
|  | Firms with 1 establishment ... | 37 | 37 | 1008522 | 92348 | 23373 | 1615 | 220534 | 48928 | 48931 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 10 | 20 | 440863 | 36341 | 7854 | 565 | 59331 | 8625 | 6304 |
|  | establishments Firms with 5 to $9 . \ldots \ldots . .$. | 10 | 35 | 1724077 | 252872 | 60806 | 3744 | 439969 | 42424 | 84590 |
|  | establishments ............. | 5 | 29 | 429991 | 31238 | 8005 | 312 | 54308 | 268 | 1155 |
|  | Firms with 10 to 24 establishments | 10 | 158 | 2334746 | 171749 | 40037 | 2854 | 270452 | 34803 | 29719 |
|  | Firms with 25 establishments or more | 7 | 1605 | 42211501 | 2808222 | 853693 | 42326 | 4361037 | 508638 | 512743 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 136 | 612 | 26718661 | 697747 | 173315 | 12400 | 1470065 | 625864 | 650303 |
|  | Single unit firms . . . . | - | $\bigcirc$ | -718- | 097 - | 173 - | - ${ }^{-}$ | 14005 | -25- | -50 ${ }^{-}$ |
|  | Multiunit firms .............. | 136 | 612 | 26718661 | 697747 | 173315 | 12400 | 1470065 | 625864 | 650303 |
|  | Firms with 1 establishment ... | 70 | 70 | 3368644 | 119005 | 28586 | 2563 | 249333 | 104187 | 133918 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 16 | 32 | 701762 | 31106 | 7758 | 525 | 54785 | 73310 | 49750 |
|  | establishments............ | 14 | 47 | 1982271 | 69941 | 15483 | 2539 | 100648 | 54533 | 61393 |
|  | Firms with 5 to 9 establishments . | 16 | 105 | 4288119 | 186435 | 44075 | 2562 | 427037 | 43238 | 66573 |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 16 | 216 | 5160192 | 151155 | 40132 | 2686 | 304260 | 318982 | 306468 |
|  | or more . . . . . . . . . . . . . . | 4 | 142 | 11217673 | 140105 | 37281 | 1525 | 334002 | 31614 | 32201 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 195 | 767 | D | D | D | j | D | D | D |
|  | Single unit firms . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 195 | 767 | D | D | D | j | D | D | D |
|  | Firms with 1 establishment ... | 101 | 101 | D | D | D | h | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 34 | 68 | D | D | D | g | D | D | D |
|  | establishments....... | 28 | 102 | D | D | D | g | D | D | D |
|  | establishments.. | 17 | 116 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments . | 10 | 167 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | 5 | 213 | D | D | D | i | D | D | D |
| 42171 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 87 | 255 | 7531815 | 361083 | 81902 | 7244 | 706728 | 400220 | 454610 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 87 | 255 | 7531815 | 361083 | 81902 | 7244 | 706728 | 400220 | 454610 |
|  |  | 44 | 44 | 884271 | 57962 | 13132 | 1648 | 124069 | 63806 | 67107 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 19 | 38 | 637515 | 33583 | 8227 | 1073 | 73068 | 56970 | 57643 |
|  | Firms with establishments $4 . \ldots \ldots \ldots .$. | 13 | 47 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 9 | 54 | 3129833 | 71488 | 17191 | 2149 | 177283 | 243976 | 289136 |
|  | Firms with 10 to 24 establishments . | 1 | 21 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 51 | D | D | D | g | D | D | D |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 87 | 255 | 7531815 | 361083 | 81902 | 7244 | 706728 | 400220 | 454610 |
|  | Single unit firms . . . . . . . . . . . . | - | - | 7531 - | - ${ }^{-}$ | - ${ }^{-}$ | - | - | - | - $\square^{-}$ |
|  |  | 87 | 255 | 7531815 | 361083 | 81902 | 7244 | 706728 | 400220 | 454610 |
|  | Firms with 1 establishment ... | 44 | 44 | 884271 | $\begin{array}{r}57962 \\ \hline 3358\end{array}$ | 13132 | 1648 | 124069 | 63806 | $67107$ |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 19 | 38 | 637515 | 33583 | 8227 | 1073 | 73068 | 56970 | $57643$ |
|  | Firms with establishments $4 . \ldots \ldots \ldots .$. | 13 | 47 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments ............ | 9 | 54 | 3129833 | 71488 | 17191 | 2149 | 177283 | 243976 | 289136 |
|  | Firms with 10 to $24 \ldots \ldots \ldots \ldots$ |  |  | 3129 | 7148 | 17 | 214 | 177 | 243 |  |
|  | establishments ............. | 1 | 21 | D | D | D | c | D | D | D |
|  | or more | 1 | 51 | D | D | D | g | D | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 61 | 212 | 4212982 | 163627 | 40542 | 4287 | 317159 | 285521 | 305052 |
|  | Single unit firms . . . . . . . . . . | - |  | - 212 - | 163 - 7 | - $\square^{-}$ | - $\square^{-}$ | 317 - | -285- | -505 |
|  | Multiunit firms . ............... | 61 37 | 212 | 4212982 | 163627 | 40542 | 4287 | 317159 | 285521 | 305052 |
|  | Firms with 1 establishment ... | 37 | 37 | 1071103 | 56048 | 13378 | 1436 | 108319 | 97527 | 104027 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 7 | 14 | 203464 | 10565 | 2453 | 329 | 19741 | 18041 | 8256 |
|  | establishments | 8 | 29 | 602815 | 15126 | 3321 | 482 | 28852 | 42366 | 63889 |
|  | Firms with 5 to $9 . . . . . . . .$. | 4 | 32 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments. | 4 | 68 | 1401082 | 31686 | 8653 | 679 | 59095 | 11207 | 11674 |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 32 | D | D | D | f | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 61 | 212 | 4212982 | 163627 | 40542 | 4287 | 317159 | 285521 | 305052 |
|  | Single unit firms . | - | - | - 212 - | - 027 | - $\square^{-}$ | - $\square^{7}$ | 317 - | - ${ }^{-}$ | 3050 |
|  | Multiunit firms . . . . . . . . . . . . . . | 61 | 212 | 4212982 | 163627 | 40542 | 4287 | 317159 | 285521 | 305052 |
|  | Firms with 1 establishment ... | 37 | 37 | 1071103 | 56048 | 13378 | 1436 | 108319 | 97527 | 104027 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 7 | 14 | 203464 | 10565 | 2453 | 329 | 19741 | 18041 | 8256 |
|  | establishments............. | 8 | 29 | 602815 | 15126 | 3321 | 482 | 28852 | 42366 | 63889 |
|  | Firms with 5 to 9 establishments ............... . | 4 | 32 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments | 4 | 68 | 1401082 | 31686 | 8653 | 679 | 59095 | 11207 | 11674 |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 32 | D | D | D | f | D | D | D |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 39 | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Single unit firms . . | - | - | 1 | - | - | - | 1 | - $\square^{-}$ | - $\square^{-}$ |
|  | Multiunit firms . . . . . . . . . . . . | 39 | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | 21 6 | 21 12 | 1461201 143426 | 67073 13965 | 17861 3893 | 1648 153 | 323298 3853 | 169050 22375 | 166259 23504 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | 143426 | 13965 | 3393 | 353 | 38533 | 22375 | 23504 |
|  | establishments............ | 2 | 6 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 28 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 establishments | 3 | 46 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 108 | 1369774 | 150185 | 37534 | 2816 | 245351 | 39832 | 42779 |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 39 | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - ${ }^{-}$ |
|  | Multiunit firms ................. | 39 | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Firms with 1 establishment ... | 21 | 21 | 1461201 | 67073 | 17861 | 1648 | 323298 | 169050 | 166259 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | 143426 | 13965 | 3393 | 353 | 38533 | 22375 | 23504 |
|  | establishments............ | 2 | 6 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 4 | 28 | D | D | D | e | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  | 28 | D | D | D |  | D |  |  |
|  | establishments............ | 3 | 46 | D | D | D | f | D | D | D |
|  | or more ................. | 3 | 108 | 1369774 | 150185 | 37534 | 2816 | 245351 | 39832 | 42779 |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 19 | 79 | D | D | D | g | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 19 | 79 | D | D | D | g | D | D | D |
|  | Firms with 1 establishment ... | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 4 | 8 | D | D | D | b | D | D | D |
|  | establishments | 3 | 10 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 7 | D | D | D | b | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | 1 |  | D | D | D |  | D |  |  |
|  | establishments ............ | 3 | 46 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | - | - | - |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 19 | 79 | D | D | D | g | D | D | D |
|  | Single unit firms | - | - | - | - | - | - | - |  |  |
|  | Multiunit firms <br> Firms with 1 establishment | 19 8 | 79 8 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. | 4 | 8 | D | D | D | b | D | D |  |
|  | Firms with $\mathrm{establishments} \ldots \ldots \ldots \ldots .$. | 3 | 10 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 7 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments. | 3 | 46 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 834 | 4120 | 75691801 | 3381032 | 824894 | 72156 | 6466552 | 5425245 | 5652296 |
|  | Single unit firms . . . . . . . . . . . . . |  | - | 7509180 | -381 032 |  | 5 | - | $5425{ }^{-}$ |  |
|  | Multiunit firms . $\ldots$ Firms with 1 establishment $\ldots$. ${ }_{\text {a }}$ | 834 <br> 455 | 4120 455 | 75691801 6196254 | $\begin{array}{r}3381032 \\ 547023 \\ \hline 186158\end{array}$ | 824894 130096 | 72156 11689 | $\begin{array}{ll}6466552 \\ 1073 & 771\end{array}$ | $\begin{array}{r}5425245 \\ 662615 \\ \hline\end{array}$ | 5652296 689265 |
|  | Firms with 2 establishments ... | 102 | 204 | 2587875 | 186158 | 130 49487 | 11689 4491 | + 380273 | [626186 | 619 <br> 1993 |
|  | Firms with 3 or 4 establishments.............. | 95 | 319 | 6154209 | 252481 | 61169 | 5636 | 469944 | 647164 | 649428 |
|  | establishments... | 88 | 578 | D | D | D | i | D | D | D |
|  | Firms with 10 to 24 establishments.............. | 63 | 986 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more . ...................... | 31 | 1578 | 27666688 | 1010316 | 254977 | 19626 | 1820229 | 1552958 | 1588386 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 73 | 281 | 11913590 | 447715 | 117664 | 8930 | 850564 | 1965177 | 2048105 |
|  | Single unit firms . . . . . . . . . . . . . | $7{ }^{-}$ | 281 | 11913590 | 447715 | 117 664 | 8930 | 85056 | 1965177 |  |
|  | Multiunit firms................ | 73 38 | 281 38 | 11913590 | 447715 | 117664 | 8930 $g$ | 850564 | 1965177 | 2048105 |
|  | Firms with 2 establishments ... | 38 7 | 14 | D | D | D | ${ }_{\text {e }}$ | D | D | D |
|  | Firms with 3 or 4 establishments | 9 | 31 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 9 | 54 | 673796 | 49001 | 13306 | 1305 | 85682 | 187902 | 190617 |
|  | Firms with 10 to 24 establishments | 9 | 118 | 2973021 | 102697 | 24353 | 2045 | 192176 | 518409 | 517395 |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 26 | D | D | D | h | D | D | D |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 73 | 281 | 11913590 | 447715 | 117664 | 8930 | 850564 | 1965177 | 2048105 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . | 73 | 281 | 11913590 | 447715 | 117664 | 8930 | 850564 | 1965177 | 2048105 |
|  | Firms with 1 establishment ... | 38 7 | 38 14 |  |  |  | ${ }_{\mathrm{e}}^{\mathrm{g}}$ | D | D | D |
|  | Firms with 3 or 4 establishments | 9 | 31 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 10 to 24 | 9 | 54 | 673796 | 49001 | 13306 | 1305 | 85682 | 187902 | 190617 |
|  | establishments ............ | 9 | 118 | 2973021 | 102697 | 24353 | 2045 | 192176 | 518409 | 517395 |
|  | Firms with 25 establishments or more $\ldots \ldots \ldots \ldots \ldots \ldots$................ | 1 | 26 | D | D | D | h | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 53 | 132 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms Firms with 1 establishment . | 53 32 | 132 32 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Firms with 1 establishment ... | 32 6 | $\begin{aligned} & 32 \\ & 12 \end{aligned}$ | D | D | D | ${ }_{\text {e }}{ }^{\text {f }}$ | D | D | D |
|  | Firms with 3 or 4 establishments | 9 | 32 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments |  |  | D | D | D |  | D |  |  |
|  | establishments <br> Firms with 10 to 24 | 4 | 26 | D | D | D | c | D | D | D |
|  | establishments............ | 2 | 30 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | - | - | - |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 53 | 132 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Single unit firms ...... | - | - | - | - | - | - | - |  |  |
|  | Multiunit firms <br> Firms with 1 establishment | 53 32 | 132 32 1 | $\begin{array}{r} 7823700 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 181944 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 42452 \\ \\ \\ \end{array}$ | 4175 | 425286 | 499592 | 496571 |
|  | Firms with 2 establishments .. | 32 6 | $\begin{aligned} & 32 \\ & 12 \end{aligned}$ | D | $\mathrm{D}$ | D | e | D |  | D |
|  | Firms with 3 or 4 establishments | 9 | 32 | D | D | D | f | D | D | D |
|  | Firmstablishments ............ | 4 | 26 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments . | 2 | 30 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - | - |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 22 | 42 | D | D | D | f | D | D | D |
|  | Single unit firms . . | - | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . | 22 | 42 | D | D | D | $f$ | D | D | D |
|  | Firms with 1 establishment $\ldots$. Firms with 2 establishments $\ldots$ | 17 1 | 17 2 | D | D | D | e | D | D | D |
|  | Firms with 3 ert 4 |  |  | D |  |  |  |  |  |  |
|  | establishments ............ | 3 | 11 | D | D | D | c | D | D | D |
|  | establishments . | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to 24 establishments. | 1 | 12 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | - | - | - |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms . | 30 | 70 | D | D | D | h | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . . . | 30 | 70 | D | D | D | h | D | D | D |
|  | Firms with 1 establishment $\ldots$. Firms with 2 establishments $\ldots$ | 16 4 | $\begin{array}{r}16 \\ 8 \\ \hline\end{array}$ | D | D | D | ${ }_{\text {e }}^{\text {e }}$ | D | D | D |
|  | Firms with 3 or 4 | 6 | 20 | D | D | D | f | D | D | D |
|  | Firms with 5 to $9 . . . . . . . . .$. |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 4 | 26 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | _ | - | - | - | - |  |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 9 | 20 | 1036338 | 39387 | 8747 | 754 | 149865 | 108770 | 112891 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | 1030 - | - | - | - | - | 108 - | 112 - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 9 | 20 | 1036338 | 39387 | 8747 | 754 | 149865 | 108770 | 112891 |
|  | Firms with 1 establishment . $\ldots$ | 5 2 | 5 <br> 4 |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | c | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  | D | D | D | f | D | D | D |
|  | establishments........... | 1 | 4 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 7 | D | D | D | b | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  | D | D | D | b | D | D | D |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more...$\ldots \ldots \ldots \ldots \ldots$.............. | - | - | - | - | - | - | - | - | - |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 491 | 2332 | 25170814 | 1793155 | 423140 | 38160 | 3307795 | 1546022 | 1621644 |
|  | Single unit firms . . . . . . . . . . . . | - |  | - | - | - | - | - | - - | - - |
|  | Multiunit firms . $\ldots$ Firmb wisho..... | 491 | 2332 | 25170814 | 1793155 | 423140 | 38160 | 3307795 | 1546022 | 1621644 |
|  | Firms with 1 establishment $\ldots$. | 280 60 | 280 120 | 999860 | 77367 | 17 753 | $1780^{\text {i }}$ | 156934 | 144756 | 151764 |
|  | Firms with 3 or 4 establishments | 51 | 174 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 48 | 326 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments | 34 | 519 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more | 34 18 | 913 | 6398464 | 404184 | 95562 | 8049 | 739324 | 328058 | 356980 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421830 | Industrial machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms $\qquad$ <br> Single unit firms | 491 | 2332 | 25170814 | 1793155 | 423140 | 38160 | 3307795 | 1546022 | 1621644 |
|  | Single unit firms Multiunit firms | 491 | 2332 | $2517081 \begin{aligned} & \text { ¢ }\end{aligned}$ | 1793155 | 423140 | 38160 | 3307795 | 1546022 | 1621644 |
|  | Firms with 1 establishment .... | 280 | 280 | D | 1 | D | i | D | 1546 | 1 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 60 | 120 | 999860 | 77367 | 17753 | 1780 | 156934 | 144756 | 151764 |
|  | establishments........... | 51 | 174 | D | D | D | h | D | D | D |
|  | establishments.. | 48 | 326 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments | 34 | 519 | D | D | D | j | D | D | D |
|  | Firms with 25 establishments or more | 18 | 913 | 6398464 | 404184 | 95562 | 8049 | 739324 | 328058 | 356980 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 21 | 33 | 337285 | 31261 | 7266 | 771 | 52689 | 28248 | 34065 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | 337 - | - | - | $-$ | - | - | - ${ }^{-}$ |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } \\ & \text { establishment }\end{aligned}$ | 21 17 | 33 | 337285 | 31261 | 7266 | 771 | 52689 | 28248 | 34065 |
|  | Firms with 1 establishment ... | 17 2 | 17 4 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | b | D | D | D |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to $9 \ldots \ldots .$. |  |  |  |  |  |  |  |  |  |
|  | establishments . $\ldots \ldots \ldots \ldots$ | 2 | 12 | D | D | D | e | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ | - | - | _ | - | - | - | _ |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 67 | 264 | 2063142 | 118654 | 30155 | 2901 | 206767 | 154417 | 172816 |
|  | Single unit firms . . . . . . . . . . . . . |  | 4 | 2063142 | 118 - | 55 | 2001 | 206767 | 154 |  |
|  | Multiunit firms ................. | 67 | 264 | 2063142 | 118654 | 30155 | 2901 | 206767 | 154417 | 172816 |
|  | Firms with 1 establishment $\ldots$ | 33 17 | 33 34 | 336764 | 18694 | 4918 | 470 | 40826 | 20348 55331 | 20358 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 17 | 34 | 516082 | 28315 | 6216 | 615 | 48068 | 55331 | 70932 |
|  | establishments ............ | 5 | 18 | 34997 | 3287 | 1119 | 73 | 5591 | 3109 | 3260 |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | 2 | 11 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments | 8 | 106 | 809552 | 36910 | 9781 | 1035 | 60282 | 59511 | 59751 |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 62 | D | D | D | f | D | D | D |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 41 | 204 | 1185714 | 77648 | 20182 | 1799 | 133488 | 92070 | 108041 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 41 | 204 | 1185714 | 77648 | 20182 | 1799 | 133488 | 92070 | 108041 |
|  | Firms with 1 establishment... | 18 | 18 | D | - 14 | D |  | - D | - ${ }^{\text {D }}$ | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 | 289834 | 14819 | 3429 | 320 | 27607 | 44071 | 58890 |
|  | establishments........... | 4 | 15 | D | D | D | b | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots .$. | 2 | 11 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments. | 7 | 86 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 58 | D | D | D | f | D | D | D |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 31 | 60 | 877428 | 41006 | 9973 | 1102 | 73279 | 62347 | 64775 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms ................ | 31 | 60 | 877428 | 41006 | 9973 | 1102 | 73279 | 62347 | 64775 |
|  |  | 19 8 | 19 16 | $\begin{array}{rl}  & \text { D } \\ 226 & 073 \end{array}$ | $12991$ | $2621$ | e 268 | D | $\begin{aligned} & \text { D } \\ & 9912 \end{aligned}$ | $\begin{array}{r} \text { D } \\ 10648 \end{array}$ |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 | 226073 | 12991 | 2621 | 268 | 19854 | $9912$ | $10648$ |
|  | (establishments........... | 3 | 11 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments | 1 | 14 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments |  |  |  |  |  |  |  |  |  |
|  | or more .................. |  |  |  | - | - | - | - | - |  |

[^211]Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42184 | Industrial supplies whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 206 | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |
|  | Single unit firms .. |  |  | - - | - ${ }^{\text {- }}$ | -60- | - | - $193-$ | - ${ }^{-}$ | -32- |
|  | Multiunit firms.... | 206 | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |
|  | Firms with 1 establishment ... | 108 | 108 | 1148834 | 79588 | 20285 | 2165 | 165357 | 136299 | 130950 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 25 | 50 | 405988 | 28352 | 7199 | 772 | 53904 | 39665 | 38418 |
|  | Firms with 3 or 4 establishments $\ldots \ldots \ldots \ldots . . . . . . . . ~$ | 20 | 68 | 2205179 | 49155 | 11875 | 1252 | 88746 | 79381 | 77039 |
|  | Firms with 5 to 9 establishments | 25 | 161 | 5084729 | 99338 | 24190 | 2124 | 206356 | 184197 | 179270 |
|  | Firms with 10 to 24 establishments | 18 | 286 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | 10 | 424 |  | D | D | h | D | D | D |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 206 | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |
|  | Single unit firms . | - | 7 | 23 - - | 5 | 35 | - | 17 | - | -32- |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } \\ & \text { establishment }\end{aligned}$ | 206 | 1097 | 23846292 1 148 834 | 643575 | 160535 | 14411 | 1193017 165357 1 | 644254 | 632329 130 950 |
|  | Firms with 2 establishments ... | + 25 | + 5 | 1485984 405 | 28352 | 2085 7 | ${ }^{2} 772$ | 165357 53904 | 136299 39665 | 130950 38418 |
|  | Firms with 3 or 4 establishments................ | 20 | 68 | 2205179 | 49155 | 11875 | 1252 | 88746 | 79381 | 77039 |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | 25 | 161 | 5084729 | 99338 | $24190$ | 2124 | 206356 | 184197 | 179270 |
|  | Firms with 10 to $2{ }^{4} \times \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 18 | 286 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | 10 | 424 | D | D | D | h | D | D | D |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 42 | 301 | 5311517 | 165934 | 38789 | 3993 | 336861 | 216268 | 209539 |
|  | Single unit firms . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . .............. | 42 | 301 | 5311517 | 165934 | 38789 | 3993 | 336861 | 216268 | 209539 |
|  | Firms with 1 establishment ... | 20 | 20 | 294 127 177 | $\begin{array}{r}15175 \\ 3 \\ \hline 570\end{array}$ | 3856 889 | 402 | 38611 6139 | 63287 9652 | 62930 5960 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 5 | 10 | 127177 | 3570 | 889 | 97 | 6139 | 9652 | 5960 |
|  | establishments ............ | 7 | 25 | 257323 | 8012 | 1886 | 206 | 15353 | 41581 | 39788 |
|  | establishments . . . . . . . . . | 3 | 17 | 480764 | 14559 | 3714 | 266 | 39224 | 71754 | 69269 |
|  | $\underset{\text { Firms with } 10 \text { to } 24}{\text { establishments }}$, | 4 | 70 | 1585532 | 89391 | 19937 | 2367 | 173307 | 27636 | 29103 |
|  | Firms with 25 establishments or more | 3 | 159 | 2566394 | 35227 | 8507 | 655 | 64227 | 2358 | 2489 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 17 | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  | Single unit firms . . . . . . . . . . . . |  | - |  | - |  |  |  | - |  |
|  | Multiunit firms . ............... | 17 | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | $\underline{6}$ | ${ }_{6}$ |  |  |  | b |  | D | D |
|  | Firms with 2 establishments .. |  |  |  |  | - | - |  | - |  |
|  | establishments........... | 1 | 4 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | 3 | 24 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments | 5 | 80 | 174251 | 20224 | 4688 | 650 | 39569 | 15785 | 18854 |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 127 | D | D | D | f | D | D | D |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 32 | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  | Single unit firms . . . . . . . . . . . . | - | - |  | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . | 32 | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  |  | 22 |  |  |  | $\mathrm{D}$ | e | D | D | D |
|  | Firms with 2 establishments .. | 4 | 8 | D | D | D | c | D | D | D |
|  | Firms with 3 or 4 | 4 | 12 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 15 | D | D | D | b | D | D | D |
|  | Firms with 10 to $24 \times \cdots \cdots$ |  |  |  | D | D | b | D | D | D |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ |  |  | - | - | - | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (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) | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 25 | 98 | 654866 | 67124 | 17160 | 1422 | 111682 | 53102 | 53498 |
|  | Single unit firms .. |  | - | 054 - | -12 | 17 - | - | 111 - | - | - ${ }^{-}$ |
|  | Multiunit firms . . . . . . . . . . . . . | 25 | 98 | 654866 | 67124  <br> 12  <br> 121  | $\begin{array}{r}17160 \\ 3 \\ \hline\end{array}$ | 1422 | 111682 | 53102 | 53498 |
|  | Firms with 1 establishment . $\ldots$ | 11 4 | 11 | 64065 58392 | 12 9 9 148 | 3 <br> 58 <br> 2 | 270 | 17463 | 3 744 | 3100 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 4 | 8 | 58392 | 9148 | 2524 | 232 | 17681 | 12825 | 14219 |
|  | establishments | 5 | 18 | 208580 | 24961 | 6143 | 519 | 40016 | 23049 | 22727 |
|  | establis | 3 | 16 | 73197 | 9047 | 2002 | 183 | 15871 | 10725 | 11118 |
|  | Firms with 10 to 24 establishments. | 1 | 20 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more | 1 | 25 | D | D | D | b | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 107 | 400 | 13282606 | 328614 | 84606 | 6715 | 575193 | 324093 | 317785 |
|  | Single unit firms . | 107 | - | , | - | 0 | 5 |  | 3 |  |
|  | Multiunit firms ............... | 107 | 400 | 13282606 | 328614 | 84606 | 6715 | 575193 | 324093 | 317785 |
|  | Firms with 1 establishment . $\ldots$ Firms with 2 establishments . | 65 13 | 65 26 | 679604 D | 45111 | $\begin{array}{rr}11 & 145 \\ \text { D }\end{array}$ | 1320 e | 89631 | 67667 D | 63698 |
|  | Firms with 3 or 4 establishments | 1 4 | 14 | 528423 | 18735 | 4599 | 455 | 26847 | 8494 | 10081 |
|  | Firms with 5 to 9 establishments | 13 | 80 | 744949 | 51912 | 12360 | 1146 | 112723 | 95864 | 91376 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ Firms with 25 establishments | 9 | 132 | D | D | D | $g$ | D | D | D |
|  | or more .......... | 3 | 83 | D | D | D | g | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 41 | 182 | 3466042 | 98546 | 23118 | 2107 | 189409 | 89856 | 87142 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | 4 | - | $\overline{7}$ | $-$ | - |  |
|  | Multiunit firms ................ | 41 |  |  |  | 23118 |  |  | 89856 | 87142 |
|  | Firms with 1 establishment .... | 26 | 26 14 | 191375 | 22052 | 51 5 5 127 | - 508 | 45012 | 9121 9 9 | 11857 9 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 7 | 14 | 62530 | 8443 | 2086 | 245 | 14844 | 9461 | 9278 |
|  | establishments | 2 | 8 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 15 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 | 3 | 46 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more | 1 | 73 | D | D | D | e | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 41 | 182 | 3466042 | 98546 | 23118 | 2107 | 189409 | 89856 | 87142 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 41 | 182 | 3466042 | 98546 | 23118 | 2107 | 189409 | 89856 | 87142 |
|  | Firms with 1 establishment . . ${ }^{\text {Firms with }} 2$ establishments | 26 7 | 26 14 | 191375 62530 | 22052 8443 | $\begin{array}{rr} 5 & 127 \\ 2 & 086 \end{array}$ | 508 245 | 45012 14844 | 9121 9461 | 11857 9878 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 7 | 14 | 62530 | 8443 | $2086$ | 245 | 14844 | 9461 | 9278 |
|  | establishments | 2 | 8 | D | D | D | b | D | D | D |
|  | irms with 5 to 9 | 2 | 15 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments. | 3 | 46 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 73 | D | D | D | e | D | D | D |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 2 | 3 | D | D | D | c | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . | 2 | 3 | D | D | D | c | D | D | D |
|  | Firms with 1 establishment ... <br> Firms with 2 establishments .. | 1 1 | 1 | D | D | D | c | D | D | D |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 .......... | - | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ | _ | - | - | - | - | - |  |

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421910 | Sporting \& recreational goods \& supplies whsle <br> All firms $\qquad$ | 44 | r53 | r3 778496 | r171 399 | '41941 | '2746 | 406005 | 211454 | 205552 |
|  | Single unit firms . |  |  | - | - | - | - |  | - |  |
|  | Multiunit firms . . . . . . . . . . . . . . . | 44 | 53 | 3778496 | 171399 | 41941 | 2746 | 406005 | 211454 | 205552 |
|  | Firms with 1 establishment .... | 40 | 40 | 3700422 | 167137 | 40795 | 2606 | 396644 | 199622 | 193606 |
|  | Firms with 2 establishments .. | 3 | 6 | - | D | D | - | - | D | D |
|  | Firms with 3 or $4 . \ldots \ldots . .$. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 ........ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 1 | 7 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 15 | 24 | D | D | D | g | D | D | D |
|  | Single unit firms ... | - | - | - | - | - | - | - | - | - |
|  |  | 15 | 24 | D | D | D | g | D | D | D |
|  | Firms with 1 establishment $\ldots$.. Firms with 2 establishments .. | 10 4 | $\begin{array}{r}10 \\ 8 \\ \hline\end{array}$ | D | D | D | ¢ ${ }_{\text {f }}$ | D | D | D |
|  | Firms with 3 or 4 |  | - | - | - | - |  | - | - | - |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments Firms with 10 to $24 . \ldots \ldots \ldots$. | 1 | 6 | D | D | D | e | D | D | D |
|  | establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ | - | - | _ | - | - | - | _ |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 15 | 24 | D | D | D | g | D | D | D |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . | 15 | 24 | D | D | D | g | D | D | D |
|  | Firms with 1 establishment $\ldots$. Firms with 2 establishments .. | 10 4 | 10 8 | D | D | D | f ${ }_{\text {f }}$ | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 |  |  |  | - | D |  |  |  |  |
|  | establishments........... | - | - | - | - | - | - | - | - |  |
|  | establishments ............ | 1 | 6 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 establishments............. | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more | _ | - |  | - | - | - | - | - |  |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 24 | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 24 | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Firms with 1 establishment ... | 18 | 18 | 496826 | 41068 | 8746 | 654 | 84115 | 52989 | 53470 |
|  | Firms with 2 establishments .. | 2 | 4 |  | D | D | b | D | D | D |
|  | establishments............. | 3 | 10 | D | D | D | b | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots .$. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  | 2 |  | - | - |  |  |  |  |
|  | establishments............. | 1 | 23 | D | D | D | c | D | D | D |
|  |  | - | - | - | - | - | - | - | - | - |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 24 | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 24 | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Firms with 1 establishment ... | 18 | 18 | 496826 | 41068 | 8746 | 654 | 84115 | 52989 | 53470 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 2 | 4 |  | D | D | b | D | D | D |
|  | irms with 3 or 4 establishments | 3 | 10 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | - | - |  | - | - | - | - | - | - |
|  | establishments............ | 1 | 23 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more | - |  |  | - | - | - | - | - | _ |

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^212]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422310 | Piece goods, notions, \& other dry goods whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 112 | 245 | 6592566 | 246518 | 61096 | 4657 | 520679 | 166724 | 163647 |
|  | Single unit firms . . . . . . . . . . . | ${ }^{-}$ |  | -59 - | - 518- | - - | - ${ }^{-}$ | $520-$ |  | 103 - ${ }^{7}$ |
|  |  | 112 | 245 | 6592566 | 246518 | 61096 | 4657 | 520679 | 166724 | 163647 |
|  | Firms with 1 establishment... | 73 17 | $\begin{array}{r}73 \\ \hline 34 \\ \hline\end{array}$ | 2406981 | 94472 | 20614 15451 | 1519 | 193378 | 77259 31 | 67109 |
|  | Firms with 2 establishments .. | 17 | 34 | 894934 | 50215 | 15451 | 1070 | 98771 | 31378 | 32039 |
|  | 3 or 4 establishments | 10 | 37 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 9 | 57 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments | 3 | 44 | 829371 | 20235 | 4872 | 435 | 71961 | 29841 | 32467 |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms. | 95 | 194 | 5899943 | 217278 | 54350 | 3909 | 449240 | 135679 | 134323 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . | 95 | 194 | 5899943 | 217278 | 54350 | 3909 | 449240 | 135679 | 134323 |
|  | Firms with 1 establishment ... | 63 | 63 | 2115173 | 83735 48894 | 17929 15159 | 1 1 1 190 | 169484 9627 | 65132 31057 | 58476 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 14 | 28 | 846896 | 48894 | 15159 | 1040 | 96527 | 31057 | 31708 |
|  | establishments | 9 | 34 | D | D | D | $f$ | D | D | D |
|  | establishments ............ | 7 | 45 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . . | 2 | 24 | D | D | D | c | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  | - | - | - | - | _ | - | - |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 19 | 51 | 692623 | 29240 | 6746 | 748 | 71439 | 31045 | 29324 |
|  | Single unit firms . . . . . . . . . . . . . | - | 51 | -92 | - | - | - | 71 - | - ${ }^{-}$ |  |
|  | Multiunit firms................. | 19 | 51 | 692623 | 29240 | 6746 | 748 | 71439 | 31045 | 29324 |
|  | Firms with 1 establishment ... | 11 | 11 | 293393 | 10914 | 2726 | 336 | 24299 | 12403 | 8918 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 4 | 8 | 75486 | 2296 | 515 | 44 | 3973 | 2247 | 2767 |
|  | establishments........... | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments ................ . | 1 | 5 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments | 1 | 20 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 20 | D | D | D | e | D | D | D |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 78 | 202 | 7748425 | 345408 | 83096 | 8449 | 763011 | 745747 | 754794 |
|  | Single unit firms . . . . . . . . . . . . | 78 |  | 25 |  |  | , | 11 | 745747 |  |
|  |  | 78 53 | 202 53 | 7748425 | 345408 | 83096 | 8449 | 763011 D | 745747 | 754794 |
|  | Firms with 2 establishments ... | 11 | 22 | D | D | D | g | D | D | D |
|  | Firms with 3 or 4 establishments. | 3 | 9 | 164989 | 14752 | 3502 | 558 | 32308 | 16178 | 20248 |
|  | Firms with 5 to $9 . . . . . . .$. | 8 | 47 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots . .$. | 2 | 24 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 47 | D | D | D | f | D | D | D |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 78 | 202 | 7748425 | 345408 | 83096 | 8449 | 763011 | 745747 | 754794 |
|  | Single unit firms . . . . . . . . . . . . . | - | 202 | 7748425 | $34540{ }^{-}$ | $830{ }^{-}$ | 8 - | 763011 | 745747 | 754 - |
|  | Multiunit firms . . . . . . . . . . . . . | 78 | 202 | 7748425 | 345408 | 83096 | 8449 | 763011 | 745747 | 754794 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments . | $\begin{aligned} & 53 \\ & 11 \end{aligned}$ | $\begin{aligned} & 53 \\ & 22 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | h g | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | $11$ | $22$ |  | D |  | g |  |  | D |
|  | establishments ............ | 3 | 9 | 164989 | 14752 | 3502 | 558 | 32308 | 16178 | 20248 |
|  | Firmsablishments ............. | 8 | 47 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............. | 2 | 24 | D | D | D | $f$ | D | D | D |
|  | or more ...................... | 1 | 47 | D | D | D | f | D | D | D |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . | 86 | 233 | 6347552 | 248975 | 63198 | 5248 | 589565 | 294159 | 290081 |
|  | Single unit firms . . . . . . |  |  |  | - | - |  |  | $-$ |  |
|  | Multiunit firms . . . . . . . . . . . . . . . | 86 | 233 | 6347552 | 248975 | 63198 | 5248 | 589565 | 294159 | 290081 |
|  | Firms with 1 establishment ... | 66 | 66 | 2331448 | 137612 | 34673 | 2836 | 292544 | 169956 | 158348 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | 544565 | 11314 | 2873 | 173 | 28771 | 6803 | 7013 |
|  | Firms with 3 or 4 $\qquad$ | 7 | 23 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 26 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 2 | 28 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 78 | D | D | D | e | D | D | D |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 86 | 233 | 6347552 | 248975 | 63198 | 5248 | 589565 | 294159 | 290081 |
|  | Single unit firms . . . . . . . . . . . . | - | - | -347- | - | - $\square^{-}$ | $5{ }^{-}$ | 509 - | - ${ }^{-}$ | - ${ }^{-}$ |
|  |  | 86 66 | 233 66 | 6347552 2331448 | 248975 137612 | 63198 34673 | 5248 2836 | 589565 292544 | 294159 169956 | 290081 158348 |
|  | Firms with 2 establishments ... | 6 | 12 | 544565 | 11314 | 2873 | 173 | 28771 | 6803 | 7013 |
|  | Firms with 3 or 4 establishments | 7 | 23 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 4 | 26 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 2 | 28 | D | D | D | e | D | D | D |
|  | or more $\ldots \ldots \ldots \ldots \ldots \ldots .$. | 1 | 78 | D | D | D | e | D | D | D |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 22 | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - 517 |
|  | Multiunit firms . . . . ${ }_{\text {Firms }}$ with 1 estabishent. . | 22 | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Firms with 1 establishment $\ldots$.. Firms with 2 establishments .. | 17 3 | 17 6 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | g | D | D | D |
|  | Firms with 3 or 4 establishments | 2 | 6 | D | D | D | e | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments. $\ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | _ | - | - | _ | _ | - |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 22 | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 22 | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Firms with 1 establishment ... | 17 3 | 17 |  |  |  | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 3 | 6 |  | D | D | f | D | D | D |
|  | establishments............. | 2 | 6 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | _ | - | _ |
|  | Firms with 10 to $24 . \ldots \ldots .$. |  |  |  |  |  |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 461 | 3765 | 145608857 | 6614860 | 1606055 | 188281 | 13850688 | 2165631 | 2258062 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . ............... | 461 | 3765 | 145608857 | 6614860 | 1606055 | 188281 | 13850688 | 2165631 | 2258062 |
|  | Firms with 1 establishment ... | 207 | 207 | 9957890 | 629371 | 156743 | 14303 | 1744822 | 542051 | 542345 |
|  | Firms with 2 establishments .. | 62 | 124 | 21916599 | 311863 | 70354 | 7562 | 776321 | 278861 | 332581 |
|  | Firms with 3 or 4 <br> establishments .............. . . | 61 | 208 | D | D | D | i | D | D | D |
|  | Firms with 5 to 9 establishments | 48 | 312 | 7294622 | 290848 | 67778 | 9000 | 711892 | 135004 | 137569 |
|  | Firms with 10 to $24 . . . . . . .$. | 57 | 884 | D | D | D | k | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 26 | 2030 |  | D |  |  | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42242 | Packaged frozen food whsle <br> All firms | 49 | 262 | 7449295 | 227226 | 59433 | 6436 | 766248 | 258770 | 287963 |
|  | Single unit firms... |  | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . | 49 | 262 | 7449295 | 227226 | 59433 | 6436 | 766248 | 258770 | 287963 |
|  | Firms with 1 establishment ... | 32 | 32 | 1812396 | 47291 | 13685 | 1482 | 191905 | 162806 | 165187 |
|  | Firms with 2 establishments ... Firms with 3 or 4 | 3 | 8 | 704746 | 11506 | 2207 | 162 | 38999 | 17077 | 40361 |
|  | establishments........... | 4 | 13 | D | D | D | e | D | D | D |
|  | establishments... | 3 | 18 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 | 4 | 56 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 2 | 135 | D | D | D | h | D | D | D |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 49 | 262 | 7449295 | 227226 | 59433 | 6436 | 766248 | 258770 | 287963 |
|  | Single unit firms . |  | - |  | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . | 49 | 262 | 7449295 | 227226 | 59433 | 6436 | 766248 | 258770 | 287963 |
|  | Firms with 1 establishment ... | 32 | 32 | 1812396 | 47291 | 13685 | 1482 | 191905 | 162806 | 165187 |
|  | Firms with 2 establishments .. | 4 | 8 | 704746 | 11506 | 2207 | 162 | 38999 | 17077 | 40361 |
|  | Firmstablishments ........... | 4 | 13 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 establishments ............. | 3 | 18 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............. | 4 | 56 | D | D | D | f | D | D | D |
|  | or more ...................... | 2 | 135 | D | D | D | h | D | D | D |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 88 | 507 | 12804977 | 757461 | 175830 | 19409 | 1849552 | 343331 | 350438 |
|  | Single unit firms | - | $5 \overline{-}$ | - 077 | 757 - | 175 - | - | - ${ }^{-}$ | - ${ }^{-}$ | - ${ }^{-}$ |
|  | Multiunit firms . . . . . . . . . . . . . . . | 88 | 507 | 12804977 | 757461 | 175830 | 19409 | 1849552 | 343331 | 350438 |
|  | Firms with 1 establishment ... | 32 |  | 4082815 | 352775 | 80067 |  | 860697 | 152156 | 156550 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 15 | 30 | 1212700 | 46502 | 9832 | 1378 | 114825 | 62857 | 58854 |
|  | Firms with 3 or 4 establishments...............$~$ | 15 | 50 | 2133192 | 64784 | 15402 | 2280 | 157518 | 35886 | 40421 |
|  | Firms with 5 to 9 | 10 | 63 | 550888 | 40742 | 9311 | 1083 | 109304 | 15112 | 16340 |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 13 | 205 | 3219981 | 113839 | 29709 | 3485 | 264388 | 55502 | 55225 |
|  | or more. | 3 | 127 | 1605401 | 138819 | 31509 | 4341 | 342820 | 21818 | 23048 |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 88 | 507 | 12804977 | 757461 | 175830 | 19409 | 1849552 | 343331 | 350438 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | 757 - | - | - | - | - | - |
|  | Multiunit firms................ | 88 | 507 | 12804977 | 757461 | 175830 | 19409 | 1849552 | 343331 | 350438 |
|  | Firms with 1 establishment ... | 32 | 32 | 4082815 | 352775 | 80067 | 6842 | 860697 | 152156 | 156550 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 15 | 30 | 1212700 | 46502 | 9832 | 1378 | 114825 | 62857 | 58854 |
|  | establishments | 15 | 50 | 2133192 | 64784 | 15402 | 2280 | 157518 | 35886 | 40421 |
|  | Firms with 5 to 9 establishments | 10 | 63 | 550888 | 40742 | 9311 | 1083 | 109304 | 15112 | 16340 |
|  | Firms with 10 to 24 establishments. | 13 | 205 | 3219981 | 113839 | 29709 | 3485 | 264388 | 55502 | 55225 |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 127 | 1605401 | 138819 | 31509 | 4341 | 342820 | 21818 | 23048 |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 88 | 507 | 12804977 | 757461 | 175830 | 19409 | 1849552 | 343331 | 350438 |
|  | Single unit firms . . . . . . . . . . . . . | - | 7 | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . ${ }_{\text {Firms }}$ with 1 estabishment. | 88 | 507 | 12804977 | 757461 | 175830 | 19409 | 1849552 | 343331 | 350438 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 32 15 | 32 30 | $\begin{aligned} & 4082815 \\ & 1212700 \end{aligned}$ | $\begin{array}{r} 352775 \\ 46502 \end{array}$ | $\begin{array}{r} 80067 \\ 9832 \end{array}$ | 6842 1378 | $\begin{aligned} & 860697 \\ & 114825 \end{aligned}$ | $\begin{array}{r} 152156 \\ 62857 \end{array}$ | 156550 58854 |
|  | Firms with 3 or 4 establishments | 15 | 50 | 2133192 | 64784 | 15402 | 2280 | 157518 | 35886 | 40421 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 10 | 63 | 550888 | 40742 | 9311 | 1083 | 109304 | 15112 | 16340 |
|  | Firms with 10 to 24 establishments | 13 | 205 | 3219981 | 113839 | 29709 | 3485 | 264388 | 55502 | 55225 |
|  | Firms with 25 establishments or more $\qquad$ |  | 127 | 1605401 | 138819 | 31509 | 4341 | 342820 | 21818 | 23048 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^213]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224905 | Food \& beverage basic materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Multiunit firms |  |  | 1323153 |  |  |  |  |  |  |
|  | Firms with 1 establishment .... | $\begin{array}{r}7 \\ \hline\end{array}$ | 7 7 | 1323 D | 47 | 12 8 | c | D | D | D |
|  | Firms with 2 establishments .. | 3 | 6 | 534524 | 13610 | 3375 | 240 | 21852 | 31670 | 33622 |
|  | establishments............. | 4 | 14 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 10 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments . | 1 | 15 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  |  | - | - | - | - | - | - |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 81 | 325 | D | D | D | j | D | D | D |
|  | Single unit firms ... | - |  | - | D | - | - | - | - |  |
|  | Multiunit firms ............... | 81 | 325 | D | D | D | j | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 52 | 52 14 | D | D | D | g | D | D | D |
|  | Firms with 3 or 4 establishments | 4 | 14 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 | 5 | 33 | D |  |  | $f$ |  |  |  |
|  | Firms with 10 to $24 . \cdots \cdots \cdots \cdots$ | 5 | 33 | D | D | D | $f$ | D | D | D |
|  | establishments... | 12 | 185 | D | D | D | i | D | D | D |
|  | Firms with 25 establishments or more |  | 27 | D | D | D | g | D | D | D |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 361 | 2281 | 66366082 | 2396085 | 626620 | 46112 | 5063180 | 1911816 | 1928366 |
|  | Single unit firms . . . . . . . . . . | - | - | - 300 | - | - - | - | 5 - | $1011{ }^{-}$ |  |
|  | Multiunit firms | 361 | 2281 | 66366082 | 2396085 | 626620 | 46112 | 5063180 | 1911816 | 1928366 |
|  | Firms with 1 establishment ... | 195 | 195 |  |  |  |  |  | 477155 |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 45 | 90 | 3295314 | 133026 | 33922 | 2612 | 284340 | 132626 | 145364 |
|  | Firms with 3 or 4 establishments | 45 | 156 | 9485906 | 286795 | 82444 | 4396 | 627534 | 182485 | 218366 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 33 | 230 | 24304109 | 496773 | 140712 | 8217 | 1040564 | 585340 | 533061 |
|  | Firms with 10 to $24 \ldots \ldots .$. | 26 | 338 | 10931659 | 263501 | 66350 | 5885 | 508935 | 161582 | 167955 |
|  | Firms with 25 establishments or more $\qquad$ | 17 | 1272 | 11456037 | 889374 | 224093 | 18453 | 1714144 | 372628 | 363821 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 120 | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Single unit firms . . . . . . . . . . . . . |  | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 120 | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Firms with 1 establishment ... | 69 | 69 | 2431568 | 96566 | 23012 | 2336 | 217520 | 235522 | 226963 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 17 | 34 | 1174465 | 52545 | 13494 | 918 | 110224 | 90948 | 94188 |
|  | establishments........... | 15 | 53 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 12 | 88 | 5235279 | 81580 | 21145 | 1790 | 153381 | 64184 | 61167 |
|  | Firms with 10 to 24 establishments | 6 | 68 | 2238303 |  | 13832 | 1048 | 132264 | 114717 | 101313 |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 26 | D | D | D | c | D | D | D |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 120 | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 120 | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Firms with 1 establishment $\ldots$ | 69 | 69 | 2431568 1 | 96566 | 23012 13 | 2336 | 217520 | 235522 | 226963 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 17 | 34 | 1174465 | 52545 | 13494 | 918 | 110224 |  | 94188 |
|  | Firms with 3 or 4 establishments | 15 | 53 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 12 | 88 | 5235279 | 81580 | 21145 | 1790 | 153381 | 64184 | 61167 |
|  | Firms with 10 to 24 establishments . | 6 | 68 | 2238303 | 56955 | 13832 | 1048 | 132264 | 114717 | 101313 |
|  | Firms with 25 establishments or more |  | 26 | D | D | D | c | D | D | D |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 256 | 1943 | 51676955 | 2048114 | 539435 | 39017 | 4302620 | 1336403 | 1343592 |
|  | Single unit firms . . . . . . . . . . . . . | - |  | $51070-$ |  | 5 | 7 | - ${ }^{-}$ | 1330- | 1-343- |
|  | Multiunit firms Firms with 1 establishment. | 256 | 1943 | 51676955 | 2048114 | 539435 | 39017 | 4302620 | 1336403 | 1343592 |
|  | Firms with 1 establishment ... | 134 | 134 | 5057172 | 245884 | 60566 | 4487 | 709512 | 281033 | 315015 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 30 | 60 | 2881007 | 114902 | 29014 | 2144 | 240506 | 119479 | 131520 |
|  | establishments........... | 36 | 125 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments . . . | 22 | 150 | 20359620 | 377723 | 109344 | 5727 | 792516 | 427851 | 377820 |
|  | Firms with 10 to 24 establishments. | 18 | 257 | 2952451 | 169324 | 40913 | 4323 | 331866 | 123870 | 122498 |
|  | Firms with 25 establishments or more $\qquad$ | 16 | 1217 |  | D | D | j | D | D | D |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 256 | 1943 | 51676955 | 2048114 | 539435 | 39017 | 4302620 | 1336403 | 1343592 |
|  | Single unit firms. |  | - | 51070 - | - - | - ${ }^{-}$ | $\overline{-}$ | - ${ }^{-}$ | - ${ }^{-}$ | - 343 - |
|  | Multiunit firms . . . . . . . . . . . . . | 256 | 1943 | 51676955 | 2048114 | 539435 | 39017 | 4302620 | 1336403 | 1343592 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 134 30 | 134 60 | 5057172 2881007 | 245884 114902 | 60566 29014 | 4487 2144 | 709512 240506 | 281033 119479 | 315015 131520 |
|  | Firms with 3 or 4 establishments | 36 | 125 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 22 | 150 | 20359620 | 377723 | 109344 | 5727 | 792516 | 427851 | 377820 |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$. establishments $\ldots \ldots \ldots \ldots$. | 18 | 257 | 2952451 | 169324 | 40913 | 4323 | 331866 | 123870 | 122498 |
|  | Firms with 25 establishments or more $\qquad$ | 16 | 1217 | D | D | D | j | D | D | D |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 13 | 291 | 1302718 | 165055 | 40416 | 4117 | 331836 | 50960 | 54482 |
|  | Single unit firms . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 13 | 291 | 1302718 | 165055 | 40416 | 4117 | 331836 | 50960 | 54482 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 5 | 2 | 102567 | 8029 D | 1990 | 139 b | 20124 | 535 | 647 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 1 | 2 |  | D |  | b | D | D |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 | 2 | 25 | D | D | D | e | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 259 | D | D | D | h | D | D | D |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 249 | 1652 | 50374237 | 1883059 | 499019 | 34900 | 3970784 | 1285443 | 1289110 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 249 | 1652 | 50374237 | 1883059 | 499019 | 34900 | 3970784 | 1285443 | 1289110 |
|  | Firms with 1 establishment ... | 131 33 | 131 | 5018009 | 243200 | 59871 | 4410 | 703883 | 280498 | 314368 |
|  | Firms with 2 establishments .. | 33 | 66 |  | D | D | g | D |  | D |
|  | establishments............ | 34 | 119 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 establishments | 22 | 150 | 20359620 | 377723 | 109344 | 5727 | 792516 | 427851 | 377820 |
|  | Firms with 10 to 24 establishments.............. | 18 | 269 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 11 | 917 | D | D | D | j | D | D | D |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 86 | 1271 | 116162796 | 992475 | 263868 | 20311 | 3286159 | 2527355 | 2513198 |
|  | Single unit firms . . . . . . . . . . . . . | - |  | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 86 | 1271 | 116162796 | 992475 | 263868 | 20311 | 3286159 | 2527355 | 2513198 |
|  |  | 33 |  | 10445984 | $46577$ | $11726$ |  | 574924 |  | 161582 |
|  | Firms with 2 establishments .. | 9 | $18$ | D | D | D | c | D | $\mathrm{D}$ | D |
|  | establishments | 7 | 22 | 1532670 | 11507 | 2201 | 194 | 21496 | 6464 | 10710 |
|  | Firms with 5 to 9 establishments . . . . . . . . . . . . . | 11 | 73 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 . . . . . . .$. | 8 | 134 | 7059215 | 91533 | 24814 | 2042 | 232422 | 162681 | 165636 |
|  | Firms with 25 establishments or more $\qquad$ | 18 | 991 | 93727040 | 765493 | 205677 | 15802 | 2291053 | 2097214 | 2075966 |

[^214]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {¹ }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 12 | 27 | D | D | D | e | D | D | D |
|  | Single unit firms ..... |  |  | - |  | - | - |  |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 12 | 27 | D | D | D | e | D | D | D |
|  | Firms with 1 establishment | - | 6 | D | D | D | c | D | D | D |
|  | Firms with 2 establishments .. | 3 | 6 | D | D | D | b | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 12 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  |  | - | - | - | - | - | - | - | - | - |
|  | or more .................. | - | - | - | - | - | - | - | - | - |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms. | 61 | 379 | 32218482 | 336522 | 92518 | 5620 | 1304434 | 321489 | 314628 |
|  | Single unit firms .. | - | - | - - | - ${ }^{-}$ | - | - | - | - - |  |
|  | Multiunit firms . . . . ${ }_{\text {Firms }}$ with 1 establishment $\ldots$ | 61 27 | $\begin{array}{r}379 \\ \hline\end{array}$ | 32218482 | 336522 | 92518 | 5620 | 1304434 | 321489 | 314628 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 27 9 | 27 18 |  | D |  | c | D | D | D |
|  | Firms with 3 or 4 establishments. | 7 | 24 | 2212482 | 32463 | 7215 | 618 | 62581 | 63178 | 69198 |
|  | Firms with 5 to 9 | 11 | 72 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  | D |  | $g$ |  |  |  |
|  | establishments.... | 3 | 38 | D | D | D | f | D | D | D |
|  | Firms with 25 establishments or more ..................... | 4 | 200 | D | D | D | g | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 61 | 379 | 32218482 | 336522 | 92518 | 5620 | 1304434 | 321489 | 314628 |
|  | Single unit firms .. | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } 1 \text { establishment } \ldots . .\end{aligned}$ | 61 | $\begin{array}{r}379 \\ \hline\end{array}$ | 32218482 | 336522 | 92518 | 5620 | 1304434 | 321489 | 314628 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 27 9 | 27 18 |  | D |  | $\mathrm{c}_{\mathrm{c}}^{\text {¢ }}$ | D | D | D |
|  | Firms with 3 or 4 establishments | 7 | 24 | 2212482 | 32463 | 7215 | 618 | 62581 | 63178 | 69198 |
|  | Firms with 5 to 9 establishments | 11 | 72 | D | D | D | g | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  | 8 |  |  |  | g |  |  |  |
|  | establishments ............ | 3 | 38 | D | D | D | f | D | D | D |
|  | or more ................... | 4 | 200 | D | D | D | g | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 28 | 161 | D | D | D | i | D | D | D |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 28 | 161 | D | D | D | i | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 15 2 | 15 4 | D | D | D | f | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 2 | $4$ | D | D | $\overline{\mathrm{D}}$ | c | D | D |  |
|  | establishments............ | 2 | 7 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 4 | 28 | D | D | D | g | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  | g |  |  |  |
|  | establishments ........... | 4 | 53 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more ...................... | 1 | 54 | D | D | D | g | D | D | D |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 9 | 28 | D | D | D | h | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . ............... | 9 | 28 |  | D | D | h | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 5 1 | 5 <br> 2 | D | D | D | e | D | D | D |
|  | Firms with 3 or 4 | 1 |  |  | D | D | b | D |  | D |
|  | establishments ............ | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 1 | 6 | D | D | D | f | D | D | D |
|  | Firms with 10 to 24 |  | 12 | - |  |  |  |  |  |  |
|  | establishments............ | 1 | 12 | D | D | D | g | D | D | D |
|  | or more | - |  | - | - | - | - | - | - | - |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422810 | Beer \& ale whsle <br> All firms | 9 | 28 | D | D | D | h | D | D | D |
|  | Single unit firms ... | - |  |  | - | - | - | - | - |  |
|  | Multiunit firms . . . . . | 9 | 28 | D | D | D | h | D | D | D |
|  | Firms with 1 establishment ... | 5 | 5 | D | D | D | e | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 1 | 2 | D | D | D | b | D | D |  |
|  | establishments | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 6 | D | D | D | f | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 1 | 12 | D | D | D | g | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  |  |  | - | - | - | - | - | - |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 19 | 133 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Single unit firms . . . . . . . . . | - | ${ }^{-}$ | 0.050 | -77 - | $7{ }^{-}$ | - | $754{ }^{-}$ | - - |  |
|  | Multiunit firms . $\ldots$ Firms with 1 establishment $\ldots$. ${ }_{\text {a }}$ | 19 10 | 133 10 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Firms with 2 establishments ... | 1 | 2 | D | D | D | c | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 4 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | 3 | 22 | 1491444 | 59669 | 15087 | 861 | 188627 | 79628 | 83951 |
|  | Firms with 10 to 24 establishments .......... | 3 | 41 | 3879037 | 58271 | 15746 | 821 | 89307 | 173 | 178 |
|  | Firms with 25 establishments or more $\qquad$ |  | 54 | D | D | D | g | D | D | D |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 19 | 133 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Single unit firms ... | - | - | - | - | - | - | - | - | - |
|  |  | 19 | 133 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Firms with 1 establishment ... | 10 1 | 10 2 |  | D |  | c | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 4 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 . | 3 | 22 |  |  |  | 861 |  |  |  |
|  |  | 3 | 22 | 1491444 |  |  | 861 |  |  |  |
|  | establishments............ | 3 | 41 | 3879037 | 58271 | 15746 | 821 | 89307 | 173 | 178 |
|  | or more .................. | 1 | 54 | D | D | D | g | D | D | D |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 19 | 133 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . $\ldots$............. | 19 | 133 | 8055507 | 277666 | 72952 | 3753 | 754581 | 206955 | 220445 |
|  | Firms with 1 establishment . $\ldots$. Firms with 2 establishments . | 10 1 | 10 2 |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\mathrm{D}$ |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D |
|  | Firms with 3 or 4 | 1 |  |  | D |  | c | D | D | D |
|  | establishments............ | 1 | 4 | D | D | D | a | D | D | D |
|  | establishments ............. | 3 | 22 | 1491444 | 59669 | 15087 | 861 | 188627 | 79628 | 83951 |
|  | Firms with 10 to 24 establishments | 3 | 41 | 3879037 | 58271 | 15746 | 821 | 89307 | 173 | 178 |
|  | Firms with 25 establishments or more | 1 | 54 | D | D | D | g | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 380 | 1936 | D | D | D | 1 | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | - |  | - | - | - | - | - | - |  |
|  | Multiunit firms . .............. | 380 | 1936 | D | D | D | ! | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 207 50 | $\begin{aligned} & 207 \\ & 100 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | ${ }_{\text {j }}$ | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | $50$ | $100$ | $\overline{\mathrm{D}}$ | D | D | h | D | D | D |
|  | establishments............. | 43 | 148 | D | D | D | h | D | D | D |
|  | Firms with establishments ............. | 40 | 263 | D | D | D | j | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  | D | D | j | D | D |  |
|  | establishments........... | 27 | 447 | D | D | D | j | D | D | D |
|  | or more | 13 | 771 | D | D | D |  | D | D | D |

[^215]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42291 | Farm supplies whsle <br> All firms $\qquad$ | 99 | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  | Single unit firms . . . . |  | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . | 99 | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  |  | 41 | 41 |  | D | D | g | - 6 | 846 | 87 |
|  | Firms with 2 establishments ... <br> Firms with 3 or 4 | 16 | 32 |  | D | $\mathrm{D}$ | f | D | D | D |
|  | Firms with 3 or 4 establishments | 11 | 37 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 18 | 122 | 10500771 | 390033 | 108524 | 6463 | 696353 | 81926 | 79205 |
|  | Firms with 10 to 24 establishments. | 8 | 139 | 1205205 | 38669 | 9849 | 1279 | 133696 | 234354 | 239851 |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 347 | 1557270 | 77952 | 18981 | 2548 | 177575 | 198597 | 216002 |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 99 | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  | Single unit firms . . | - | - | - | - | - | - | - | - |  |
|  |  | 99 | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 41 16 | 41 32 |  | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | g | D | D | D |
|  | Firms with 3 or 4 establishments | 11 | 37 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 establishments | 18 | 122 | 10500771 | 390033 | 108524 | 6463 | 696353 | 81926 | 79205 |
|  | Firms with 10 to 24 establishments | 8 | 139 | 1205205 | 38669 | 9849 | 1279 | 133696 | 234354 | 239851 |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 347 | 1557270 | 77952 | 18981 | 2548 | 177575 | 198597 | 216002 |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 57 | 510 | 3131362 | 175680 | 47898 | 5749 | 432124 | 307739 | 315598 |
|  | Single unit firms . . |  | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . | 57 | 510 | 3131362 | 175680 | 47898 | 5749 | 432124 | 307739 | 315598 |
|  | Firms with 1 establishment ... | 24 | 24 |  |  |  |  | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 11 | 22 | D | D | D | e | D | D | D |
|  | establishments... | 2 | 7 | D | D | D | c | D | D | D |
|  | establishments . . | 11 | 71 | 425176 | 40115 | 10650 | 1609 | 75125 | 20270 | 18051 |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . | 4 | 62 | 377028 | 16403 | 4727 | 599 | 43249 | 64395 | 68030 |
|  | Firms with 25 establishments or more $\qquad$ | 5 | 324 | 1285059 | 66894 | 15915 | 2230 | 153283 | 171420 | 184384 |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 65 | 208 | 15657546 | 592964 | 161751 | 8974 | 1266094 | 539144 | 556837 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | 556 - |
|  | Multiunit firms . . . . . . . . . . . . . | 65 | 208 | 15657546 | 592964 | 161751 | 8974 | 1266094 | 539144 | 556837 |
|  |  | 31 | 31 |  |  |  |  |  |  |  |
|  | Firms with 2 establishments .. | 9 | 18 | D | D | D | e | D | D | D |
|  | Firms with 3 or 4 establishments | 12 | 39 | D | D | D | g | D | D | D |
|  |  | 10 | 63 | 9167453 | 306033 |  |  |  |  |  |
|  | establishments <br> Firms with 10 to 24 | 10 | 63 | 9167453 | 306033 | 87240 | 3415 | 524909 | 16866 | 30841 |
|  | establishments | 3 | 57 | 713206 | 18309 | 4553 | 537 | 82263 | 173642 | 165125 |
|  | Firms with 25 establishments or more ................. | - | - |  | - | - | - | - | - | - |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 129 | 674 | 14024800 | 817849 | 207016 | 17026 | 1918824 | 410884 | 421998 |
|  | Single unit firms ... | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 129 | 674 | 14024800 | 817849 | 207016 | 17026 | 1918824 | 410884 | 421998 |
|  | Firms with 1 establishment ... | 66 11 | 66 | 1642517 | 150652 | 36776 | 3800 | 355174 | 84009 | 85431 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 11 | 22 | D |  | D | e | D | D | D |
|  | Firms with 3 or 4 establishments | 20 | 71 | 540036 | 50636 | 11747 | 1525 | 143106 | 62146 | 52711 |
|  | Firms with 5 to 9 establishments | 15 | 103 | D | D | D | h | D | D | D |
|  | Firms with 10 to 24 establishments |  | 178 | D | D |  | h | D |  |  |
|  |  | 12 | 178 | D | D | D | h | D | D | D |
|  | or more ................... | 5 | 234 | D | D | D | h | D | D | D |

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229901 | Art goods whsle <br> All firms | 14 | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 14 | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Firms with 1 establishment ... | 13 | 13 | D | D | D | f | D | D | D |
|  | Firms with 2 establishments .. |  |  |  |  |  | - |  |  |  |
|  | with 3 or 4 <br> establishments............. | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | _ | - | _ | - | _ | - | _ | - | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 7 | 8 | 630129 | 38929 | 10597 | 648 | 84433 | 12259 | 20528 |
|  | Single unit firms .. | - | - | - | - | - | - | - | - | - |
|  |  | 7 | 8 | 630129 | 38929 | 10597 | 648 | 84433 | 12259 | 20528 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 6 1 | 6 2 | D | D | D | c | D | D | D |
|  | Firms with 3 or 4 | - | - | - | - | - | - | - | - |  |
|  | Firms with 5 to $9 . . . . . . . . . .$. |  | - |  | - | - | - | - | - |  |
|  | establishments $\ldots \ldots \ldots \ldots$. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | - | _ | _ | - | - | - |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5 | 6 | 25170 | 1406 | 318 | 34 | 3796 | 2585 | 2665 |
|  | Single unit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Multiunit firms . . . . . . . . . . . . . | 5 | 6 | 25170 | 1406 | 318 | 34 | 3796 | 2585 | 2665 |
|  | Firms with 1 establishment $\ldots$. Firms with 2 establishments . | 4 1 | 4 2 | D | D | D | b | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 | 1 | 2 | D | D | D | a | D | D |  |
|  | establishments . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | _ | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ | - | - | - | _ | - | - | _ | - |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 59 | 84 | D | D | D | g | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 59 | 84 | D | D | D | $g$ | D | D | D |
|  | Firms with 1 establishment ... | 47 | 47 14 | D | D | D | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 7 | 14 | D | D | D | e | D | D | D |
|  | establishments............ | 3 | 10 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 13 | D | D | D | c | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  | D | D | D | - | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more . ...................... | - | - | - | - | - | - | - | - | - |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 45437 | '47835 | '467 651822 | ${ }^{1} 10630348$ | '2 403680 | '283 257 | 19435703 | 579825 | 642529 |
|  | Single unit firms . . . . . . . . . . . . . | 43480 | 43480 | 293700130 | 7836803 | 1750642 | 189664 | 14380779 | 379626 | 444720 |
|  |  | 1957 | 4355 | 173951692 | 2793545 | 653038 | 93593 | 5054924 | 200199 | 197809 |
|  | Firms with 1 establishment ... | 787 | 787 | 23806388 | 513617 | 117424 |  | 958875 |  | 99059 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 722 | 1444 | 35810283 | 622783 | 141507 | 14321 | 1081676 | 36441 | 31254 |
|  | Firms with 3 or 4 establishments ........... | 348 | 1137 | 22634818 | 486658 | 110185 | 11547 | 810990 | 63989 | 57558 |
|  | Firms with 5 to $9 \ldots \ldots .$. |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots . \ldots \ldots \ldots$. | 77 | 475 | 15451443 | 278221 | 68751 | 8445 | 498056 | 6165 | 5371 |
|  | Firms with 10 to 24 establishments. | 15 | 224 | 17596648 | 232851 | 57658 | 9531 | 420308 | 1209 | 1264 |
|  | Firms with 25 establishments or more $\qquad$ | 8 | 288 | $58652112$ | $659415$ | 157513 | 37153 | 1285019 | 3251 | 3303 |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS-Con. <br> Wholesale trade, durable goods |  |  |  |  |  |  |  |  |  |
|  | All firms . | 30451 | 「32 022 | '257 371090 | r6 770114 | r1 521895 | r162 155 | 12275926 | 433137 | 471467 |
|  | Single unit firms . | 29043 | 29043 | 170498121 | 5281433 | 1179053 | 113081 | 9601585 | 293437 | 337378 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 1408 | 2979 | 86872969 | 1488681 | 342842 | 49074 | 2674341 | 139700 | 134089 |
|  | Firms with 1 establishment ... | 545 | 545 | 11980113 | 300491 | 68258 | 6333 | 526731 | 69716 | 72540 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 541 | 1082 | 14862608 | 404065 | 93087 | 7542 | 672816 | 40469 | 32567 |
|  | establishments........... | 266 | 875 | 10246044 | 273410 | 58781 | 4344 | 454441 | 20339 | 20555 |
|  | Firms with 5 to 9 establishments | 48 | 289 | 3844771 | 99621 | 22933 | 1527 | 169123 | 5548 | 4717 |
|  | Firms with 10 to 24 establishments ................ | 5 | 73 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more..$\ldots \ldots \ldots \ldots \ldots$.............. | 3 | 115 | D | D | D | k | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 1655 | 1810 | r75 470396 | r937 928 | r213 493 | 45938 | 1828337 | 47179 | 50185 |
|  | Single unit firms .... | 1576 | 1576 | 23655740 | 458568 | 101399 | 14629 | 852000 | 17078 | 20345 |
|  | Multiunit firms . . . . . . . . . . . . . | 79 | 234 | 51814656 |  |  | 31309 | 976337 | 30101 | 29840 |
|  | Firms with 1 establishment Firms with 2 establishments | 48 21 | 48 42 | 1389 091 | 28929 | ${ }_{5} 551$ | ${ }_{858}$ | 51117 | D 1203 | ${ }_{941}^{\text {D }}$ |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 21 | 42 | 1389091 | 28929 | 5551 | 858 | 51117 | 1203 | 941 |
|  | establishments ............ | 6 | 20 | 244526 | 7296 | 1707 | 198 | 15452 | 675 | 9140 |
|  | Firms with 5 to 9 establishments $\ldots \ldots \ldots \ldots .$. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 | 2 | 34 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | 2 | 34 90 | D | D | D | k | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 500 | 630 | r58 536229 | r582 615 | r134 698 | 40663 | 1202452 | 22706 | 26216 |
|  | Single unit firms . | 466 | 466 | 8561536 | 142402 | 31119 | 9991 | 291040 | 6105 | 8851 |
|  |  | 34 |  | 49974693 | 440213 | 103579 | 30672 |  |  | 17365 |
|  | Firms with 1 establishment ... Firms with 2 establishments | 22 7 | 22 14 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | g | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 1 | 4 | D | D | D | b | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | 2 | 34 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more | 2 | 90 | D | D | D | k | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 500 | 630 | r58 536229 | r582 615 | r134 698 | 40663 | 1202452 | 22706 | 26216 |
|  | Single unit firms . . . . . . . . . . . . . | 466 | 466 | 8561536 | 142402 | 31119 | 9991 | 291040 | 6105 | 8851 |
|  | Multiunit firms . ............... | 34 | 164 | 49974693 | 440213 | 103579 | 30672 | 911412 | 16601 | 17365 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 22 7 | $\begin{aligned} & 22 \\ & 14 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | g | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | $7$ | $14$ | D | D |  | f | D | D |  |
|  | establishments............ | 1 | 4 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 | 2 | 34 |  |  | D | h |  | D |  |
|  | Firms with 25 establishments | 2 | 34 |  |  | D | h | D |  | D |
|  | or more .................. | 2 | 90 | D | D | D | k | D | D | D |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 371 | 497 | r57 491226 | r557 193 | r129 815 | 39692 | 1149865 | 17685 | 12488 |
|  | Single unit firms . . . . . . . . . . . . . | 347 | 347 | 7816381 | 124310 | 27444 |  | 253846 |  |  |
|  | Multiunit firms Firms with 1 establishment . | $\begin{array}{r}24 \\ 14 \\ \hline\end{array}$ | 150 14 | 49674845 | 432883 | 102371 | 30517 | 896019 | 13440 | 6448 |
|  | Firms with 1 establishment ... | 14 6 | $\begin{aligned} & 14 \\ & 12 \end{aligned}$ | $702021$ | $10084$ | $\begin{array}{r} \text { D } \\ 1882 \end{array}$ |  | $\begin{array}{r} \text { D } \\ 21746 \end{array}$ | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 6 | 12 | $702021$ | 10084 | 1882 | 588 | 21746 | - |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | 2 | 34 | D | D | D | h | D | D | D |
|  | or more |  |  |  | D | D | k | D | D | D |

[^216]Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^217]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212203 | Floor coverings whsle <br> All firms $\qquad$ | 225 | 225 | 660505 | 20246 | 4414 | 574 | 43448 | 768 | 615 |
|  | Single unit firms ...... | 220 | 220 | 629434 | 19239 | 4137 | 540 | 41367 | 763 | 603 |
|  | Multiunit firms . . . . . . . . . . . . . | 22 | 5 | 31071 | 1007 | 277 | 34 | 2081 | 5 | 12 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 5 | 5 | 31071 | 1007 | 277 | 34 | 2081 | 5 | 12 |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments ........ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | - | _ | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ | - | - | - | - | - | - | - | - |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 521 | 533 | 2409365 | 70086 | 15738 | 1819 | 149951 | 3056 | 2934 |
|  | Single unit firms . | 505 | 505 | 2129687 | 63447 | 14199 | 1625 | 138023 | 1756 | 2034 |
|  | Multiunit firms . . . . . . . . . . . . | 16 | 28 | 279678 | 6639 | 1539 | 194 | 11928 | 1300 | 900 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 7 | 7 14 | 62462 D | 1179 D | 247 D | 46 c | 2647 | 1300 | 900 |
|  | Firms with 3 or 4 | 7 |  |  |  |  |  |  |  |  |
|  | establishments............ | 2 | 7 | D | D | D | a | D | D | D |
|  | establishments ........ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | _ | _ | - | - | - | - | - | - |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1384 | 1397 | 6492752 | 169286 | 35851 | 3765 | 312694 | 13645 | 16535 |
|  | Single unit firms . | 1360 | 1360 | 5939695 | 157261 | 33290 | 3545 | 292673 | 13175 | 16095 |
|  | Multiunit firms . .............. |  |  |  | 12025 |  |  |  |  |  |
|  | Firms with 1 establishment ... | 13 | 13 18 | 453144 | 6932 | 1429 | 133 | 11562 | 381 | 344 |
|  | Firms with 2 establishments .. | 9 | 18 | D | D | D | b | D | D | D |
|  | establishments............ | 2 | 6 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots$. | - | - | - | - | - | - | - | - | - |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 626 | 630 | 3768321 | 82730 | 17369 | 1732 | 152102 | 11178 | 14273 |
|  | Single unit firms . . . . . . . . . . . . | 617 | 617 | 3341021 | 77217 | 16297 | 1637 | 143394 | 11040 | 14179 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 9 | 13 | 427300 | 5513 | 1072 | 95 | 8708 | 138 | 94 |
|  | Firms with 1 establishment ... | 6 | 6 | 408529 | 4871 | 950 | 84 | 7688 |  | 94 |
|  | Firms with 2 establishments .. | 2 | 4 |  | D | D | a | D | D | D |
|  |  | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments ................ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 626 | 630 | 3768321 | 82730 | 17369 | 1732 | 152102 | 11178 | 14273 |
|  | Single unit firms . . . . . . . . . . . . | 617 | 617 | 3341021 | 77217 | 16297 | 1637 | 143394 |  | 14179 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 9 | 13 | 427300 | 5513 | 1072 | 95 | 8708 | 138 | 94 |
|  |  | 6 | 6 4 |  |  |  | 84 |  |  | 94 |
|  | Firms with 2 establishments . Firms with 3 or 4 | 2 | 4 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  | - | - | - |
|  | establishments <br> Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more $\ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213101 | Lumber without yard whsle <br> All firms | 157 | 160 | 780039 | 14626 | 2965 | 350 | 27048 | 445 | 673 |
|  | Single unit firms .... | 154 | 154 | D | D | D | e | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . . | 3 | 6 1 | ${ }^{\text {D }}$ | D | D | a | D | D | D |
|  | Firms with 1 establishment ... <br> Firms with 2 establishments . | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | _ | - | - | - | - |
|  | Firms with 10 to 24 establishments. | _ | _ | - | - | - | - | - | _ | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 4 | 4 | 34572 | 1160 | 292 | 37 | 2103 | 1131 | 1163 |
|  | Single unit firms . . . . . | 3 | 3 | D | D |  | b |  |  |  |
|  | Multiunit firms................. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots .$. Firms with 5 to $9 . \ldots \ldots .$. | - | - | - | - | - | - | - | - | - |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 <br> establishments.. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ | _ | - | - | _ | - | - | _ | - |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 465 | 466 | 2953710 | 66944 | 14112 | 1345 | 122951 | 9602 | 12437 |
|  | Single unit firms . . . . . . . . . . . . . | 460 | 460 | 2659125 | 62710 | 13301 | 1277 | 116340 | 9464 | 12343 |
|  | Multiunit firms . . . . . . . . . . . . . . | 5 | 6 | 294585 | 4234 | 811 | 68 | 6611 | 138 |  |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 4 1 | 4 2 | D ${ }_{\text {D }}$ | D | D | b a | D | D | D |
|  | Firms with 2 establishments .. | 1 | 2 | D | D | D | a | D | D | D |
|  | $\underset{\text { establishments }}{\text { Firms with }} 5$ to $9 \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 <br> ostablishments | _ | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - |  |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 171 | 171 | 418402 | 15423 | 3053 | 429 | 32849 | 1122 | 827 |
|  | Single unit firms . . . . . . . . . . . . | 169 | 169 |  |  |  | e |  |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... | $\stackrel{2}{-}$ | $\stackrel{2}{-}$ | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  | - | - | - |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............... Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more ..................... | - | - | - | - | - | - | - | - | - |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 171 | 171 | 418402 | 15423 | 3053 | 429 | 32849 | 1122 | 827 |
|  | Single unit firms . . . . . . . . . . . . | 169 | 169 |  |  | D | e | D |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... | $\underline{2}$ | $\stackrel{2}{-}$ | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | - | - | - | - | - | - | - | - | - |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | _ | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |
|  | establishments Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more ....... |  |  |  |  |  |  |  | - |  |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 74 | 74 | 75029 | 3643 | 757 | 120 | 8098 | 588 | 343 |
|  | Single unit firms ... | 73 | 73 | D | D | D | c | D | D | D |
|  | Multiunit firms . . . . . . | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  | - |  |  | - | - |  | - |  |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments <br> estabishments.............. | - | - | - | - | - | - | - | - | - |
|  | or more .................. | - | - | - | - | - | - | - | - | - |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 38 | 38 | 117711 | 5191 | 916 | 139 | 10036 | 4 | 4 |
|  | Single unit firms . | 37 | 37 | D | D | D | c | D | D | D |
|  |  | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | 1 | $\stackrel{1}{-}$ | D | D | D | - | D | D |  |
|  | Firms with 3 or 4 | - | - | - | - | - | - | - | - |  |
|  | Firms with 5 to $9 . . . . . . . . . .$. |  |  | - | - | - | - | - | - | - |
|  | establishments . $\ldots$.......... | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments.. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | _ | - | - | - | - | - | - | - |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 59 | 59 | 225662 | 6589 | 1380 | 170 | 14715 | 530 | 480 |
|  | Single unit firms . . . . . . . . . . . . . | 59 | 59 | 225662 | 6589 | 1380 | 170 | 14715 | 530 | 480 |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms with 2 establishments ... |  | - | - | - | - | - | - | - |  |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 . |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots$. | - | - | - | - | - | - | - | - | - |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 288 | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Single unit firms . . . . . . . . . . . . | 279 | 279 | 1254724 | 32932 | 6801 | 650 | 59376 | 412 | 333 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 9 | 14 | 84810 | 4018 | 906 | 82 | 6856 | 332 | 346 |
|  | Firms with 1 establishment ... | 4 | 4 | 30917 | 1251 | 296 | 31 | 2410 | 243 | 250 |
|  | Firms with 2 establishments .. | 5 | 10 | 53893 | 2767 | 610 | 51 | 4446 | 89 | 96 |
|  | Firms with 3 or 4 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to $9 \ldots \ldots \ldots$. | - |  |  |  |  |  |  |  |  |
|  | establishments $\ldots$. $\ldots \ldots \ldots .$. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | _ | - | - | - | - | - | - |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 288 | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Single unit firms . . . . . . . . . . . . | 279 | 279 | 1254724 | 32932 |  | 650 | 59376 | 412 | 333 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 9 | 14 | 84810 | 4018 | 906 | 82 | 6856 | 332 | 346 |
|  | Firms with 1 establishment ... | 4 | 4 | $30917$ | 1251 | 296 | 31 |  | 243 | 250 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 5 | 10 | $53893$ | 2767 | 610 | 51 | 4446 | 89 | 96 |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments............. Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more | - | - | - | - | - | - | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 288 | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Single unit firms . | 279 | 279 | 1254724 | 32932 | 6801 | 650 | 59376 | 412 | 333 |
|  | Multiunit firms . . . . . . | 9 | 14 | 84810 | 4018 | 906 | 82 | 6856 | 332 | 346 |
|  | Firms with 1 establishment | 4 | 4 | 30917 | 1251 | 296 | 31 | 2410 | 243 | 250 |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 5 | 10 | 53893 | 2767 | 610 | 51 | 4446 | 89 | 96 |
|  | Firms with 3 or 4 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 299 | 303 | 966495 | 34183 | 7722 | 872 | 61511 | 601 | 756 |
|  | Single unit firms . | 295 | 295 | D | D | D | f | D | D | D |
|  | Multiunit firms .... | 4 | 8 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 2 | 4 | D | D | D | a | D | D | D |
|  | establishments............. | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | _ | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | Firms with 25 establishments | - | - | - | - | - | - | - | - |  |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 299 | 303 | 966495 | 34183 | 7722 | 872 | 61511 | 601 | 756 |
|  | Single unit firms . | 295 | 295 | D |  | D | f |  |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . . | 4 | 8 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... | 1 | 1 4 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 2 | 4 | D | D | D | a | D | D | D |
|  | establishments............. | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments . | - | - | - | - | - | - | - | - | _ |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - |  |
|  | establishments............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  | - | - | - | - | - | - | - | - |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 49 | 49 | 220957 | 6052 | 1425 | 120 | 11040 | 188 | 192 |
|  | Single unit firms . . . . . . . . . . . . . | 49 | 49 | 220957 | 6052 | 1425 | 120 | 11040 | 188 | 192 |
|  | Multiunit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 ........... |  | - | - | - | - | - | - | - |  |
|  | establishments . $\ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 250 | 254 | 745538 | 28131 | 6297 | 752 | 50471 | 413 | 564 |
|  | Single unit firms . . . . . . . . . . . . . | 246 | 246 | D | D | D | f | D |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 4 | 8 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. | 2 | 4 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 <br> establishments. | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots \ldots$ |  |  |  | D |  | a | D |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more . . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214 | Professional \& commercial equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3689 | 3825 | 17418779 | 773243 | 181955 | 14500 | 1396000 | 40727 | 41987 |
|  | Single unit firms . | 3552 | 3552 | 13344706 | 637678 | 148970 | 12340 | 1169882 |  |  |
|  | Multiunit firms . ... | 137 | 273 | 4074073 | 135565 | 32985 | 2160 | 226118 | 13220 | 38177 3810 |
|  | Firms with 1 establishment. | 56 | 56 | 1476670 | 54621 | 13632 | 904 | 84055 | 1718 | 1787 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 50 | 100 | 995169 | 35790 | 8635 | 665 | 60400 | 635 | 540 |
|  | establishments............ | 25 | 81 | 1081313 | 22509 | 4847 | 344 | 40944 | 10867 | 1483 |
|  | Firms with 5 to 9 establishments....... | 6 | 36 | 520921 | 22645 | 5871 | 247 | 40719 | - | - |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - | - |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 98 | 98 | 228240 | 8218 | 1708 | 191 | 16815 | 618 | 1098 |
|  | Single unit firms . | 98 | 98 | 228240 | 8218 | 1708 | 191 | 16815 | 618 | 1098 |
|  | Multiunit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Firms with 2 establishments ... | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 | _ | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 .......... |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ | _ | _ | - | - | - | - | - | - |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 98 | 98 | 228240 | 8218 | 1708 | 191 | 16815 | 618 | 1098 |
|  | Single unit firms . . | 98 | 98 | 228240 | 8218 | 1708 | 191 | 16815 | 618 | 1098 |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } 1 \text { establishment }\end{aligned}$ | - | - |  | - | - | - | - | - |  |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments $\ldots$ | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 establishments . | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 | - | - | - | - | - | - |  |  |  |
|  |  | - | - | - | - | - | - | - | - | - |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more ....................... | - | - | - | - | - | - | - | - | - |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 389 | 404 | 1595240 | 63279 | 14593 | 1832 | 110819 | 4555 | 4922 |
|  | Single unit firms . . . . . . . . . . . . | 370 | 370 | 1422940 | 55510 | 12762 | 1645 | 96984 | 3973 | 4318 |
|  | Multiunit firms . . . . . . . . . . . . . | 19 | 34 | 172300 | 7769 | 1831 | 187 | 13835 | 582 | 604 |
|  | Firms with 1 establishment ... | 8 | 8 | 35390 | 2014 | 500 | 63 | 3973 | 460 | 440 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 | 118272 | 4187 | 1012 | 88 | 7378 | 122 | 164 |
|  | establishments | 3 | 10 | 18638 | 1568 | 319 | 36 | 2484 | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more ..................... | - | - | - | - | - | - | - | - | - |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 389 | 404 | 1595240 | 63279 | 14593 | 1832 | 110819 | 4555 | 4922 |
|  | Single unit firms Multiunit firms. | 370 | 370 | 1422940 | 55510 | 12762 | 1645 | 96984 | 3973 | 4318 |
|  |  | 19 | 34 | 172300 | 7769 | 1831 | 187 | 13835 | 582 | 604 |
|  | Multiunit firms $\ldots \ldots . . . . . .$. Firms with 1 establishment $\ldots$ Firms with | 8 | 8 | 35390 | 2014 | 500 | 63 | 3973 | 460 | 440 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 8 | 16 | 118272 | 4187 | 1012 | 88 | 7378 | 122 | 164 |
|  |  | 3 | 10 | 18638 | 1568 | 319 | 36 | 2484 | - | - |
|  | establishments Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |

[^218]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 720 | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |
|  | Single unit firms | 682 | 682 | 4384504 | 140131 | 32755 | 2537 | 240944 | 4675 | 4883 |
|  | Multiunit firms... | 38 | 75 | 2961131 | 71962 | 18519 | 2 974 | 117582 | 11442 | ${ }_{1}^{4} 823$ |
|  | Firms with 1 establishment ... | 16 | 16 | 1142554 | 32022 | 7895 | 439 | 45518 | 334 | 331 |
|  | Firms with 2 establishments ... | 15 | 30 | D | D |  | c | D | D | D |
|  | Firms with 3 or 4 establishments | 6 | 21 | 863319 | 9228 | 2593 | 142 | 18632 | 10853 | 1479 |
|  | Firms with 5 to 9 establishments | 1 | 8 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 . |  |  |  |  |  |  |  |  |  |
|  | establishments ............ Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 720 | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |
|  | Single unit firms . | 682 | 682 | 4384504 | 140131 | 32755 | 2537 | 240944 | 4675 | 4883 |
|  | Multiunit firms . . . . | 38 | 75 | 2961131 | 71962 | 18519 | 974 | 117582 | 11442 | 1923 |
|  | Firms with 1 establishment . . Firms with 2 establishments . | 16 15 | 16 30 | 1142554 | 32022 | 7895 D | 439 c | 45518 D | 334 D | 331 D |
|  | Firms with 3 or 4 establishments | 6 | 21 | 863319 | 9228 | 2593 | 142 | 18632 | 10853 | 1479 |
|  | Firms with 5 to $9 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots$ Firms with 10 to 24. | 1 | 8 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 <br> establishments............... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ | _ | - | - | _ | - | _ | _ | - |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 574 | 609 | 6670157 | 183321 | 44830 | 3031 | 309608 | 15404 | 6142 |
|  | Single unit firms . . . . . . . . . . . . . | 545 | 545 | 3778602 | 117848 | 27845 | 2163 | 202703 | 3989 | 4231 |
|  | Multiunit firms ............... | 29 | 64 | 2891555 | 65473 | 16985 | 868 | 106905 | 11415 | 1911 |
|  | Firms with 1 establishment . $\ldots$ | 19 | -9 26 |  | D |  | e | D | D | D |
|  | Firss with 2 establishments .. Firms with 3 or 4 | 13 | 26 |  | D | D | c | D |  |  |
|  | establishments . . . . . . . . . . | 6 | 21 | 863319 | 9228 | 2593 | 142 | 18632 | 10853 | 1479 |
|  | establishments ............ | 1 | 8 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  | - |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | or more ................. | - | - | - | - | - | - | - | - | - |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |  |
|  | All firms . | 308 | 320 | 4896105 | 102413 | 25812 | 1708 | 172422 | 13537 | 3833 |
|  | Single unit firms . . . . . . . . . . . . | 292 | 292 | 2549964 | 62632 | 15511 | 1146 | 110295 | 2475 | 2297 |
|  | Multiunit firms ................. | 16 | 28 | 2346141 | 39781 | 10301 | 562 | 62127 | 11062 | 1536 |
|  | Firms with 1 establishment ... | 7 | 7 | 1097202 | 27234 | 6870 | 371 | 37925 |  | - |
|  | Firms with 2 establishments .. | 7 | 14 |  |  | D | b | D | D | D |
|  | Firms with 3 or 4 establishments...............$~$ | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  | - | - | - | - | - | - |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | _ | - | - | - | - |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |  |
|  | All firms. | 266 | 289 | 1774052 | 80908 | 19018 | 1323 | 137186 | 1867 | 2309 |
|  | Single unit firms . . . . . | 253 | 253 | 1228638 | 55216 | 12334 | 1017 | 92408 | 1514 | 1934 |
|  | Multiunit firms <br> Firms with 1 establishment Firms with 2 establishments | 13 | 36 | 545414 | 25692 | 6684 | 306 | 44778 | 353 | 375 |
|  |  | 2 6 | 12 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | a | D | D | D |
|  |  | 6 | 12 |  | D | D | b | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 establishments | 4 | 14 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 8 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |

[^219]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214302 | Computer software (packaged) whsle <br> All firms $\qquad$ | 147 | 148 | 675478 | 28772 | 6444 | 480 | 48918 | 713 | 664 |
|  | Single unit firms . | 137 | 137 | 605902 | 22283 | 4910 | 374 | 38241 | 686 | 652 |
|  | Multiunit firms . . . . | 10 | 11 | 69576 | 6489 | 1534 | 106 | 10677 | 27 | 12 |
|  | Firms with 1 establishment ... | , | 9 |  |  |  | c |  | D | D |
|  | Firms with 2 establishments ... | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | - | - | - | - | - | - | - | - | - |
|  | establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | _ | _ | - | - | - | - |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 571 | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Single unit firms . | 543 | 543 | 2291579 | 91075 | 21113 | 2176 | 170162 | 4200 | 4513 |
|  | Multiunit firms . .............. | 28 | 51 | 395186 | 14390 | 3313 | 298 | 26275 | 225 | 245 |
|  | Firms with 1 establishment . . | 11 | 11 | 127091 | 4580 | 1062 | 84 | 9 221 | 211 |  |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 11 | 22 | 182658 | 7267 | 1705 | 169 | 12430 | 211 | 241 |
|  | establishments............ | 6 | 18 | 85437 | 2543 | 546 | 45 | 4624 | 14 | 4 |
|  | Firms with 5 to 9 establishments ............... . | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 571 | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Single unit firms . . . . . . . . . . . . . | 543 | 543 | 2291579 | 91075 | 21113 | 2176 | 170162 | 4200 | 4513 |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 28 | 51 | 395186 | 14390 | 3313 | 298 | 26275 | 225 | 245 |
|  | Firms with 1 establishment ... | 11 | 11 | 127091 | 4580 | 1062 | 84 | 9221 |  |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 11 | 22 | 182658 | 7267 | 1705 | 169 | 12430 | 211 | 241 |
|  | establishments ........... | 6 | 18 | 85437 | 2543 | 546 | 45 | 4624 | 14 | 4 |
|  | Firms with 5 to 9 establishments | _ | _ | - | - | - | - | - | _ | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  |  | - | - | - | - | - | - | - | - |  |
|  | or more ................. | - | - | - | - | - | - | - | - |  |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 415 | 438 | 2172270 | 77586 | 18041 | 1723 | 145614 | 2804 | 3090 |
|  | Single unit firms . . . . . . . . . . . . . | 390 | 390 | 1828998 | 65121 | 15239 | 1466 | 123376 | 2579 | 2845 |
|  | Multiunit firms . . . . . . . . . . . . . . | 25 | 48 | 343272 | 12465 | 2802 | 257 | 22238 | 225 | 245 |
|  | Firms with 1 establishment ... | 8 | 8 | $\begin{array}{r}75 \\ 177 \\ \hline 185\end{array}$ | ${ }^{2} 655$ | + 501 | -43 | r 5184 | 211 | ${ }^{-}$ |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 11 | 22 | 182658 | 7267 | 1705 | 169 | 12430 | 211 | 241 |
|  | establishments ............ | 6 | 18 | 85437 | 2543 | 546 | 45 | 4624 | 14 | 4 |
|  | Firms with 5 to 9 establishments | _ | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more . . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 156 | 156 | 514495 | 27879 | 6385 | 751 | 50823 | 1621 | 1668 |
|  | Single unit firms . . . . . . . . . . . . | 153 | 153 | 462581 | 25954 | 5874 | 710 | 46786 | 1621 | 1668 |
|  |  | 3 <br> 3 | 3 <br> 3 | 51914 51914 | 1925 1925 | 511 511 | 41 41 | $\begin{aligned} & 4037 \\ & 4037 \end{aligned}$ | - | - |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments .. | 3 | $\stackrel{3}{-}$ | 51914 | 1925 | 511 | 41 | 4037 <br> - | - | - |
|  | Firms with 3 or 4 establishments | - | - | _ | - | - | - | - | - | - |
|  | Firms with 5 to 9 ........... | - | - | - | - | - | - | - | - | - |
|  | establishments . $\ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments ................ . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ |  | - | - | - | - | - | _ |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Number of establishments by type of operation and specified kind of business \& Firms
(number) \& Establish(number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
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 \((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline 421 \& \begin{tabular}{l}
AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{10}{*}{42145} \& Medical, dental, \& hospital equipment \& supplies whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms ............. \& 1434 \& 1473 \& 4492032 \& 322532 \& 75514 \& 5076 \& 601004 \& 12517 \& 20881 \\
\hline \& Single unit firms . . . . . . . . . . .
Multiunit firms . . . . . . . . . \& 1399
35

1 \& 1399
74 \& $\begin{array}{r}4136689 \\ 355343 \\ \hline\end{array}$ \& 291869
30663 \& 68926
6588 \& 4653
423 \& 550636
50
368 \& 11952
565 \& 20438
443 <br>
\hline \& Firms with 1 establishment ... \& 13 \& 13 \& 143216 \& 12294 \& 3142 \& 156 \& 19163 \& 535 \& 436 <br>
\hline \& Firms with 2 establishments ... \& 12 \& 24 \& - D \& - \& - \& c \& - \& - \& - <br>
\hline \& Firms with 3 or 4 establishments \& 8 \& 25 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Firms with 5 to 9 establishments \& 2 \& 12 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Firms with 10 to $24 \ldots \ldots$. \& \& \& \& \& \& \& \& \& <br>
\hline \& establishments............ \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& or more ................... \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \multirow[t]{11}{*}{421450} \& Medical, dental, \& hospital equipment \& supplies whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms . \& 1434 \& 1473 \& 4492032 \& 322532 \& 75514 \& 5076 \& 601004 \& 12517 \& 20881 <br>
\hline \& Single unit firms . \& 1399 \& 1399 \& 4136689 \& 291869 \& 68926 \& 4653 \& 550636 \& 11952 \& 20438 <br>
\hline \&  \& 35 \& 74 \& 355343 \& 30663 \& 6588 \& 423 \& 50368 \& 565 \& 443 <br>
\hline \& Firms with 1 establishment ...
Firms with 2 establishments . \& 13

12 \& | 13 |
| :--- |
| 24 | \& 143216 \& $12 \mathrm{Cr}{ }^{\text {D }}$ \& 3142 \& 156

c \& 19163
D \& 535
D \& 436
D <br>
\hline \& Firms with 2 establishments .. Firms with 3 or 4 \& 12 \& 24 \& \& D \& D \& c \& D \& D \& D <br>
\hline \& establishments ............ \& 8 \& 25 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Firms with establishments ........... \& 2 \& 12 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Firms with 10 to 24 \& \& \& \& \& \& \& \& \& <br>
\hline \& establishments............ \& - \& - \& - \& - \& - \& - \& - \& - \& <br>
\hline \& or more ......... \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \multirow[t]{11}{*}{4214501} \& Surgical, medical, \& hospital supplies whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............. \& 1384 \& 1423 \& 4284750 \& 303636 \& 70445 \& 4751 \& 559942 \& 11508 \& 19973 <br>
\hline \& Single unit firms . . . . . . . . . . . . \& 1351 \& 1351 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Multiunit firms . . . . . . . . . . . . . . . \& 33 \& 72 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Firms with 1 establishment ... \& 11 \& 11 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Firms with 2 establishments ..
Firms with 3 or 4 \& 12 \& 24 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& establishments............ \& 8 \& 25 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Firms with 5 to 9 establishments ........... \& 2 \& 12 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Firms with 10 to 24 \& \& \& \& D \& D \& b \& \& \& <br>
\hline \&  \& - \& - \& - \& - \& - \& - \& - \& - \& <br>
\hline \& or more $\ldots \ldots \ldots \ldots \ldots \ldots$. \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \multirow[t]{10}{*}{4214502} \& Dental equipment \& supplies whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms . . . . . . . . . . \& 50 \& 50 \& 207282 \& 18896 \& 5069 \& 325 \& 41062 \& 1009 \& 908 <br>
\hline \& Single unit firms . . . . . . . . . . . . \& 48 \& 48 \& \& \& \& e \& \& \& <br>
\hline \&  \& 2

2 \& \& \& $$
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\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$
\] \& b \& D \& D \& D <br>

\hline \& Firms with 1 establishment $\ldots$
Firms with 2 establishments .. \& 2 \& 2 \& \& D \& - \& - \& - \& D \& D <br>
\hline \& Firms with 3 or 4 establishments \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Firms with 5 to $9 \ldots \ldots \ldots$. \& \& \& \& \& \& \& \& \& <br>
\hline \& establishments . $\ldots$.......... \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& establishments ............ \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Firms with 25 establishments or more $\qquad$ \& - \& - \& - \& _ \& - \& - \& - \& - \& - <br>
\hline \multirow[t]{11}{*}{42146} \& \multirow[t]{2}{*}{Ophthalmic goods whsle
All firms ........} \& \& \& \& \& \& \& \& \& <br>
\hline \& \& 164 \& 164 \& 264765 \& 14399 \& 3437 \& 419 \& 28558 \& 590 \& 731 <br>

\hline \& \multirow[t]{2}{*}{| Single unit firms |
| :--- |
| Multiunit firms |} \& 163 \& 163 \& D \& D \& D \& e \& D \& D \& <br>

\hline \& \& 1 \& 1 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Firms with 1 establishment ... \& 1 \& 1 \& D \& D \& D \& c \& D \& D \& D <br>
\hline \& Firms with 2 establishments .. \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>

\hline \& | Firms with 3 or 4 |
| :--- |
| establishments | \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>

\hline \& \multirow[t]{2}{*}{Firms with 5 to 9 establishments} \& \& \& \& \& \& \& \& \& <br>
\hline \& \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Firms with 10 to 24 establishments. \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Firas with 25 establishme......
or more ............... \& _ \& - \& - \& _ \& - \& _ \& _ \& - \& _ <br>
\hline
\end{tabular}

[^220]Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1437 | 1459 | 13429232 | 248677 | 53864 | 4196 | 444989 | 21158 | 19623 |
|  | Single unit firms . | 1396 | 1396 | 11064966 | 221130 | 47796 | 3866 | 397661 | 7016 | 11994 |
|  | Multiunit firms..... | 41 | 63 | 2364266 | 27547 | 6068 | 330 | 47328 | 14142 | 7629 |
|  | Firms with 1 establishment ... | 24 | 24 | 1368786 | 12604 | 2963 | 173 | 23743 | 13394 | 6927 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 13 | 26 | 877159 | 12675 | 2531 | 121 | 19690 |  |  |
|  | establishments............. | 4 | 13 | 118321 | 2268 | 574 | 36 | 3895 | 748 | 702 |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  | - | - |  | - | - | - | - | - |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 1316 | 1336 | 11795201 | 219231 | 47672 | 3741 | 392378 | 13965 | 12130 |
|  | Single unit firms .. | 1283 | 1283 | 9756124 | 196173 | 42692 | 3479 | 354086 | 5775 | 10432 |
|  | Multiunit firms . . . . . . . . . . . Firms with 1 establishment $\ldots$. | 33 <br> 17 | 53 17 | 2039077 | 23058 | 4980 | 262 | 38 <br> 182 <br> D | 8190 | 1698 |
|  | Firms with 2 establishments ... | 13 | 26 | 877159 | 12675 | 2531 | 121 | 19690 | D | D |
|  |  | 3 | 10 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments. $\ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more ....................... | _ | _ | _ | - | - | - | - | _ | - |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1316 | 1336 | 11795201 | 219231 | 47672 | 3741 | 392378 | 13965 | 12130 |
|  | Single unit firms . | 1283 | 1283 | 9756124 | 196173 | 42692 | 3479 | 354086 | 5775 | 10432 |
|  | Multiunit firms . . . . . . . . . . . . | 33 | 53 | 2039077 | 23058 | 4980 | 262 | 38292 | 8190 | 1698 |
|  | Firms with 1 establishment ... Firms with 2 establishments. | 17 13 | 17 26 | 878159 | D 12675 | ¢ 2 | 121 | 19690 | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments . . . . . . . . . . | 3 | 10 | D | D | D | b | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - |  |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1040 | 1057 | 9516171 | 178379 | 38688 | 2916 | 318034 | 12108 | 6735 |
|  | Single unit firms . . . . . . . . . . . . . | 1014 | 1014 | 7849377 | 157755 | 34269 | 2691 | 284209 | 3918 | 5037 |
|  | Multiunit firms . .............. | 26 |  | 1666794 | 20624 | 4419 | 225 | 33825 | 8190 | 1698 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 13 10 | 13 20 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\mathrm{D}$ | D | c | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 establishments | 3 | 10 | D | D | D | b | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots$. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments ............... . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ | - | - | _ | - | - | - | - |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 68 | 68 | 1245827 | 21454 | 4853 | 381 | 41470 | 12108 | 6735 |
|  | Single unit firms . . . . . . . . . . . . | 64 | 64 | 526829 | 18197 | 4228 | 346 | 34904 | 3918 |  |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 4 | 4 | 718998 | 3 2257 | 625 | 35 | 6566 | 8190 | 1698 |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments | 4 | 4 | 718998 | 3257 | 625 | 35 | 6566 | 8190 | 1698 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | - | - |  |  | - | - | - | - |  |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to ${ }^{2} 4 \ldots \ldots \ldots$ | _ | - | - | - | _ | - | - | - | - |
|  | establishments ............. | - | - | - | - | - | - | - | - | - |
|  | or more ... |  |  |  |  |  |  |  |  | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151012 | Ferrous metal sales offices <br> All firms $\qquad$ | 972 | 989 | 8270344 | 156925 | 33835 | 2535 | 276564 | - | - |
|  | Single unit firms . . . . . . . . . | 950 | 950 | 7322548 | 139558 | 30041 | 2345 | 249305 | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . | 22 | 39 | 947796 | 17367 | 3794 | 190 | 27259 | - | - |
|  | Firms with 1 establishment.... | 9 | 9 |  |  | D | b | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 10 | 20 | D | D | D | b | D | D | D |
|  | establishments........ | 3 | 10 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments.... | _ | - | _ | _ | _ | - | - | _ | - |
|  | Firms with 10 to $24 \ldots \ldots$ |  |  |  | - | - | - | - | - |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms. | 277 | 279 | 2279030 | 40852 | 8984 | 825 | 74344 | 1857 | 5395 |
|  | Single unit firms . | 269 | 269 | 1906747 | 38418 | 8423 | 788 | 69877 | 1857 | 5395 |
|  | Multiunit firms . ............... | 8 | 10 | 372283 | 2434 | 561 | 37 | 4467 |  |  |
|  | Firms with 1 establishment $\ldots$ Firms with 2 establishments .. | 6 2 | 6 4 | D | D | D | b | D | D | D |
|  | Firms with 3 or 4 | - | - | - | - | - | - | - | - |  |
|  | Firms with 5 to $9 . . . . . . . . . .$. |  |  | - | - | - | - | - | - |  |
|  | establishments ............ | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more | _ | _ | - | _ | _ | - | - | _ |  |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 25 | 25 | 128172 | 4431 | 881 | 116 | 10249 | 1857 | 5395 |
|  | Single unit firms . . . . . . . . . . . . . | 25 | 25 | 128172 | 4431 | 881 | 116 | 10249 | 1857 | 5395 |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms with 2 establishments ... | - | - | - | , | - | - | - | - | - |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 252 | 254 | 2150858 | 36421 | 8103 | 709 | 64095 | - | - |
|  | Single unit firms . . . . . . . . . . . . | 244 | 244 | 1778575 | 33987 | 7542 | 672 | 59628 | - | - |
|  | Multiunit firms . . . . . . . . . . . . . . . | 8 | 10 | 372283 | 2434 | 561 | 37 | 4467 | - | $\bar{\square}$ |
|  | Firms with 1 establishment $\ldots$ | 6 | 6 4 |  |  | D | b | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 2 | 4 | D | D | D | a | D | D | D |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | _ | - | - | - | _ | - | - | - |  |
|  | Firms with 10 to $24 \times \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - |  |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 121 | 123 | 1634031 | 29446 | 6192 | 455 | 52611 | 7193 | 7493 |
|  | Single unit firms . . . . . . . . . . . . . | 113 | 113 | 1308842 |  |  | 387 | 43575 |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 8 | 10 | 325189 | 4489 | 1088 | 68 | 9036 | 5952 | 5931 |
|  |  | 7 | 7 | D | D | D | b | D | D | D |
|  | Firms with 2 establishments .. | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 | - | - | _ | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | - | - |  | - | - | - | - | - | - |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ |  | _ | _ | - | - | - | _ |

[^221]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories (\$1,000) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle <br> All firms $\qquad$ | 2726 | 2966 | 22378291 | 744714 | 162077 | 15691 | 1281219 | 19422 | 22414 |
|  | Single unit firms . | 2526 | 2526 | 18595439 | 600838 | 130140 | 12731 | 1041201 | 13784 | 15589 |
|  |  | 200 61 | 440 61 | 3782852 687976 1689 | 143876 26605 | 31937 5851 1 | 2960 509 | 240018 47128 | 5638 3236 | 6825 4109 |
|  | Firms with 2 establishments <br> Firms with 3 or 4 | 91 | 182 | 1689867 | 57630 | 12952 | 1175 | 96988 | 572 | 652 |
|  | est帾 <br> Firms with 5 to 9 | 39 | 126 | 1085726 | 41148 | 9379 | 803 | 65757 | 1282 | 1808 |
|  | establishments $\ldots \ldots \ldots \ldots$. | 8 | 46 | D | D | D | c | D | D | D |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | 1 | 25 | D | D | D | c | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 511 | 527 | 5536904 | 129264 | 29419 | 2456 | 235524 | 8467 | 7956 |
|  | Single unit firms . | 490 | 490 | 4848281 | 113823 | 25631 | 2130 | 210413 | 7555 | 7016 |
|  | Multiunit firms . ............... | 21 | 37 | 688623 | 15441 | 3788 | 326 | 25111 | 912 | 940 |
|  | Firms with 1 establishment ... | 8 | 8 | 232155 | - 5683 | 1284 1757 | 114 | 8 335 |  |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 10 | 20 | 239467 | 5936 | 1757 | 127 | 10228 | 912 | 940 |
|  | establishments............ | 3 | 9 | 217001 | 3822 | 747 | 85 | 6548 | - | - |
|  | Firms with 5 to 9 establishments | _ | - | - | - | - | - | - | - |  |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............... <br> Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more .... | - | - | - | - | - | - | - | - | - |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 511 | 527 | 5536904 | 129264 | 29419 | 2456 | 235524 | 8467 | 7956 |
|  | Single unit firms . | 490 | 490 | 4848281 | 113823 | 25631 | 2130 | 210413 | 7555 | 7016 |
|  | Multiunit firms . . . . . . . . . . . . . | 21 | 37 | 688623 | 15441 | 3788 | 326 | 25111 | 912 | 940 |
|  | Firms with 1 establishment ... | 8 | 8 | 232155 | 5683 5936 | 1284 1757 | 114 | 8 8335 | 912 |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 10 | 20 | 239467 | 5936 | 1757 | 127 | 10228 | 912 | 940 |
|  | establishments ............ | 3 | 9 | 217001 | 3822 | 747 | 85 | 6548 | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 | - | - |  |  |  |  |  |  |  |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2751 | 3159 | 38011385 | 998021 | 227200 | 15951 | 1632527 | 17331 | 18673 |
|  | Single unit firms . . . . . . . . . . . . . | 2464 | 2464 | 25916261 | 721872 | 168130 | 12191 | 1209642 | 12430 | 14765 |
|  | Multiunit firms . . . . . . . . . . . . . | 287 | 695 | 12095124 | 276149 | 59070 | 3760 | 422885 | 4901 | 3908 |
|  | Firms with 1 establishment ... | 72 112 | 72 | $\begin{aligned} & 1281469 \\ & 2 \\ & 717 \end{aligned}$ | 32836 | 7406 | + 541 | 53880 139015 | +684 | 752 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 112 | 224 | $3717929$ | $90808$ | 20153 | 1247 | 139015 | 1055 | 802 |
|  | establishments............ | 83 | 277 | 5131381 | 107524 | 21914 | 1341 | 160045 | 1333 | 1356 |
|  | Firms with 5 to 9 establishments | 19 | 112 | D | D | D | $f$ | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 1 | 10 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 2751 | 3159 | 38011385 | 998021 | 227200 | 15951 | 1632527 | 17331 | 18673 |
|  | Single unit firms . . . . . . . . . . . . | 2464 | 2464 | 25916261 | 721872 | 168130 | 12191 | 1209642 | 12430 | 14765 |
|  | Multiunit firms . . . . . . . . . . . . . | 287 | 695 | 12095124 | 276149 | 59070 | 3760 | 422885 | 4901 | 3908 |
|  | Firms with 1 establishment ... | 72 | 72 | 1281469 | 32836 | 7406 | 541 | 53880 | 684 | 752 |
|  | Firms with 2 establishments .. | 112 | 224 | 3717929 | 90808 | 20153 | 1247 | 139015 | 1055 | 802 |
|  | Firms with 3 or 4 establishments . . . . . . . . . . . . . <br> Firms with 5 to 9 | 83 | 277 | 5131381 | 107524 | 21914 | 1341 | 160045 | 1333 | 1356 |
|  | Firms with 5 to 9 establishments | 19 | 112 | D | D | D | $f$ | D | D | D |
|  | Firms with 10 to 24 establishments ............ |  |  |  | D |  |  |  |  |  |
|  | establishments ............. | 1 | 10 | D | D | D | b | D | D | D |
|  | or more . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421820 | Farm \& garden machinery \& equipment whsle <br> All firms $\qquad$ | 334 | 338 | 1352959 | 43977 | 9492 | 1329 | 86902 | 17297 | 17377 |
|  | Single unit firms . | 321 | 321 | 1216145 | 39495 | 8426 | 1201 | 78675 | 14014 | 14986 |
|  | Multiunit firms. . | 13 | 17 | 136814 | 4482 | 1066 | 128 | 8227 | 3283 | 2391 |
|  | Firms with 1 establishment. | 10 | 10 |  | D | D | b | D | D | D |
|  | Firms with 2 establishments Firms with 3 or 4 | 2 | 4 | D | D | D | b | D | D |  |
|  | establishments............ | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ........... | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - |  |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms | 100 | 100 | D | D | D | f | D | D | D |
|  | Single unit firms . | 95 | 95 | D | D | D | e | D | D | D |
|  | Multiunit firms ............... | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments. | 5 | 5 | D | D | D | b | D | D |  |
|  | Firms with 3 or 4 |  | - |  |  | - | - | - | - |  |
|  | establishments $\ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - |  |
|  | establishments ......... | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to 24 | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - |  |
| 4218202 | ```Farm machinery & equipment-whsle distributors``` |  |  |  |  |  |  |  |  |  |
|  | All firms . | 160 | 161 | D | D | D | e | D | D | D |
|  | Single unit firms . | 156 | 156 | D | D | D | e | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . . | 4 | 5 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 3 1 | 3 2 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments ............. | - | - | - | - | - | - | - | - |  |
|  | establishments.. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments | - | _ | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more $\qquad$ |  | - |  | - | - | - | - | - |  |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 74 | 77 | 616615 | 16241 | 3555 | 329 | 29311 | 5162 | 4156 |
|  | Single unit firms | 70 | 70 | 584465 | 14971 | 3267 | 294 | 27180 | 3258 | 3219 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 4 | 7 | 32150 | 1270 | 288 | 35 | 2131 | 1904 | 937 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 2 1 | 2 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | b | D | D | D |
|  | Firms with 2 establishments .. | 1 | 2 | D | D | D | a | D | D | D |
|  | establishments............. | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............. | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more |  | - | - | - | - | - | - | - |  |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 4796 | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Single unit firms . . . . . . . . . . . . . | 4532 | 4532 | 14403182 | 712396 | 154950 | 14662 | 1262049 | 67655 | 78270 |
|  | Multiunit firms . . . . . . . . . . . . . . | 264 | 489 | 3189953 |  |  | 2454 |  | 13477 | 15114 |
|  | Firms with 1 establishment... | 130 | 130 | 7 D |  |  | g | 71- D | D | D |
|  | Firms with 2 establishments .. | 78 | 156 | 754948 | 43305 | 10313 | 761 | 71198 | 5263 | 5433 |
|  | Firms with 3 or 4 establishments . | 51 | 171 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments |  |  |  | D |  |  |  |  |  |
|  | $\xrightarrow{\text { establishments }}$ Firms with 10 to $24 . \ldots \ldots \ldots$ | 5 | 32 | D | D | D | b | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more $\qquad$ | - | - | _ | - | - | - | - | - | - |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {¹ }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421830 | Industrial machinery \& equipment whsle-Con. <br> All firms $\qquad$ | 4796 | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Single unit firms . . . . . . . . . . . . | 4532 | 4532 | 14403182 | 712396 | 154950 | 14662 | 1262049 | 67655 | 78270 |
|  | Firms with 1 establishment ..... | 264 130 78 | 430 130 | - | - ${ }^{7} 8$ | 32 432 | - ${ }^{4} 8$ | 236 71 D | 13 4 | - D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 78 | 156 | 754948 | 43305 | 10313 | 761 | 71198 | 5263 | 5433 |
|  | establishments........... | 51 | 171 | D | D | D | $f$ | D | D | D |
|  | Firms with 5 to 9 establishments | 5 | 32 | D | D | D | b | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments | - | - | - | - | - | - | - | - |  |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 237 | 244 | 977042 | 54490 | 12039 | 1054 | 95597 | 5387 | 5036 |
|  | Single unit firms ... | 228 | 228 | 886236 | 49773 | 11008 | 963 | 86698 | 5107 | 4749 |
|  | Multiunit firms ................ | 9 | 16 | 90806 | 4717 | 1031 | 91 | 8899 | 280 | 287 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 4 3 | 4 6 |  | D | D | b a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 3 | 6 | D | D | D | a | D | D |  |
|  | establishments............ | 2 | 6 | D | D | D | b | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ |  | - | - | _ | - | _ | - | - |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 293 | 308 | 1007357 | 54300 | 11892 | 1150 | 94743 | 7983 | 7513 |
|  | Single unit firms . . | 268 | 268 | 832576 | 44625 | 9752 | 970 | 76837 | 6080 | 5518 |
|  | Multiunit firms . . . . . . . . . . . . . . | 25 | 40 | 174781 | 9675 | 2140 | 180 | 17906 | 1903 |  |
|  | Firms with 1 establishment . . ${ }^{\text {a }}$ | 17 | 17 | 82500 | 4546 | 1028 | 101 | 8 858 | 1206 | 1365 |
|  | Firms with 2 establishments .. | 3 | 6 | 39170 | 2530 | 506 | 30 | 3852 | 416 | 372 |
|  | Firms with 3 or 4 establishments | 5 | 17 | 53111 | 2599 | 606 | 49 | 5196 | 281 | 258 |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more .................. | - | - | - | - | - | - | - | - | - |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 151 | 157 | 531948 | 28432 | 6507 | 633 | 49175 | 3426 | 3575 |
|  | Single unit firms . . . . . . . . . . . . . | 141 | 141 | 432151 | 23637 | 5510 | 543 | 40274 | 2434 | 2576 |
|  | Multiunit firms . . . . . . . . . . . . . | 10 | 16 | 99797 | 4795 | 997 | 90 | 8901 | 992 | 999 |
|  | Firms with 1 establishment . $\ldots$. | 6 3 | 6 6 | 39 170 | 2530 | D 506 | b 30 | $\begin{array}{r}\text { D } \\ \hline 852\end{array}$ | ${ }_{416}^{\text {D }}$ | D 372 |
|  | Firms with 3 or 4 | 3 | 6 |  |  |  | 30 |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots .$. Firms with 5 to | 1 | 4 | D | D | D | a | D | D | D |
|  | irms with 5 to 9 establishments. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 142 | 151 | 475409 | 25868 | 5385 | 517 | 45568 | 4557 | 3938 |
|  | Single unit firms <br> Multiunit firms . <br> Firms with 1 establishment <br> Firms with 2 establishments <br> Firms with 3 or 4 <br> establishments <br> Firms with 5 to 9 <br> establishments <br> Firms with 10 to 24 establishments Firms with 25 establishments or more | 127 | 127 | 400425 | 20988 | 4242 | 427 | $\begin{array}{r} 36563 \\ 9005 \end{array}$ | 3646 | 2942 |
|  |  | 15 | 24 | 74984D-D | [4880D-D-- | $\begin{array}{r}1143 \\ \\ \\ \\ \\ \hline\end{array}$ | 90b |  | 911D | 996D |
|  |  | $\stackrel{11}{-}$ | 11 |  |  |  |  | D |  |  |
|  |  | - | - |  |  |  | - | - | - |  |
|  |  | 4 | 13 |  |  | D | b | D | D | D |
|  |  | - | - |  |  | - | - | - | - | - |
|  |  | - | _ |  |  | - | - | - | - |  |
|  |  |  |  |  |  |  |  | - | - |  |
|  |  |  | - |  |  | - | - | - | - |  |

[^222]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1864 | 1962 | 6670352 | 333989 | 75475 | 6726 | 582533 | 19974 | 22076 |
|  | Single unit firms . | 1743 | 1743 | 5212545 | 273661 | 60749 | 5714 | 481456 | 15918 | 17741 |
|  | Multiunit firms .... | 121 | 219 | 1457807 | 60328 | 14726 | 1012 | 101077 | 4056 | 4335 |
|  | Firms with 1 establishment . | +9 | + 59 | 800995 | 24691 | + 5764 | 428 | 40656 | 2252 | 2 362 |
|  | Firms with 2 establishments ... | 38 | 76 | 339929 | 20680 | 5111 | 313 | 34375 | 1430 | 1557 |
|  | Firms with 3 or 4 establishments | 22 | 72 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 2 | 12 | D | D | D | b | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments ............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 708 | 727 | 2696380 | 119589 | 26645 | 2500 | 211159 | 10994 | 14783 |
|  | Single unit firms . | 683 | 683 | 2308927 | 100968 | 22322 | 2121 | 178742 | 9339 | 12451 |
|  | Multiunit firms... | 25 | 44 | 387453 | 18621 | 4323 | 379 | 32417 | 1655 | 2332 |
|  | Firms with 1 establishment ... | 12 | 12 | 225033 | 10993 | 2391 | 197 | 19306 | 1226 | 1725 |
|  | Firms with 2 establishments .. | 10 | 20 | 87878 | 4928 | 1238 | 127 | 8528 | 429 | 370 |
|  | Firms with 3 or 4 establishments | 3 | 12 | 74542 | 2700 | 694 | 55 | 4583 | - | 237 |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more . | - | - | - | - | - | - | - | - | - |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 388 | 412 | 982086 | 57984 | 13292 | 1305 | 99437 | 5211 | 5280 |
|  | Single unit firms . . . . . . . . . . . . . | 364 | 364 | 817635 | 47289 | 10521 | 1106 | 81639 | 3241 | 3279 |
|  | Multiunit firms . . . . . . | 24 | 48 | 164451 | 10695 | 2771 | 199 | 17798 | 1970 | 2001 |
|  | Firms with 1 establishment . . | 13 | 13 | 47894 53 | 3 3 3 | 966 870 | 82 | 5721 6 281 | 493 1477 | 397 1604 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | 53375 | 3716 | 870 | 72 | 6281 | 1477 | 1604 |
|  | Firms with 3 or 4 establishments | 4 | 14 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 9 | D | D | D | a | D | D |  |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  | D |
|  | establishments ............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 239 | 249 | 1070405 | 41706 | 7785 | 793 | 75723 | 3341 | 3601 |
|  | Single unit firms . . . . . . . . . . . . . | 226 | 226 | 832202 | 36195 | 6524 | 697 | 65031 | 1851 | 2120 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 13 | 23 | 238203 | 5511 | 1261 | 96 | 10692 | 1490 | 1481 |
|  | Firms with 1 establishment ... | 5 | 5 |  |  |  | a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | D | D | D | b | D | D | D |
|  | establishments............ | 2 | 6 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | _ | - | - | _ | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . | 1072 | 1119 | 4189513 | 188574 | 40254 | 3588 | 339514 | 28242 | 35095 |
|  | Single unit firms . . . . . . . . . . . . | 1020 | 1020 | 3513061 | 159885 | 34074 | 3091 | 291646 | 26119 | 32412 |
|  | Multiunit firms . . . . . . . . . . . . . . . | 52 | 99 | 676452 | 28689 | 6180 | 497 | 47868 | 2123 | 2683 |
|  | Firms with 1 establishment ... | 27 | 27 | 380182 | 15707 | 3178 | 222 | 26023 | 1207 | 1949 |
|  | Firms with 2 establishments .. | 12 | 24 | 124062 | 5833 | 1313 | 94 | 8266 | 204 | 218 |
|  | Firms with 3 or 4 establishments | 11 | 37 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots \ldots$ Firms with 10 to 24 | 2 | 11 | D | D | D | b | D | D | D |
|  | establishments . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | _ | - | - |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |

Table 3. Single Units and Multiunits: 1997-Con.




[^223]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 221 | 226 | 817235 | 29852 | 6790 | 573 | 53204 | 304 | 289 |
|  | Single unit firms . | 215 | 215 | 732199 | 27897 | 6315 | 540 | 49112 | 304 | 289 |
|  | Multiunit firms . . . . . . | 6 | 11 | 85036 | 1955 | 475 | 33 | 4092 | - | - |
|  | Firms with 1 establishment ... | 4 | 4 |  |  | D | a | D | D | D |
|  | Firms with 2 establishments .. |  |  |  |  |  |  |  |  |  |
|  | Firms with 3 or 4 establishments | 2 | 7 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | _ | - | - | _ | _ | _ |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 162 | 175 | 873594 | 52884 | 12139 | 1080 | 99155 | 6563 | 7804 |
|  | Single unit firms. | 138 | 138 | 498387 | 27373 | 6159 | 625 | 49882 | 2825 | 3345 |
|  | Multiunit firms ............... | 24 | 37 | 375207 | 25511 | 5980 | 455 | 49273 | 3738 | 4459 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 16 3 | 16 6 | 73557 38573 | 7432 3173 | 1816 1167 | 166 51 | 14374 5289 | 2244 493 | 2652 488 |
|  | Firms with 3 or 4 establishments . | 5 | 15 | 263077 | 14906 | 2997 | 238 | 29610 | 1001 | 1319 |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 353 | 355 | 1246861 | 46519 | 11139 | 1102 | 83935 | 7908 | 11906 |
|  | Single unit firms .. | 345 | 345 | D | D | D | f | D |  |  |
|  | Multiunit firms . . . . . . . . . . . . . | 8 | 10 | D | D | D | c | D | D | D |
|  | Firms with 1 establishment . $\ldots$ - Firms with 2 establishments . | 6 2 | 6 4 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 | - | - | - | - | - | - | - | - |  |
|  | Firms with 5 to $9 . \ldots \ldots \ldots \ldots$ |  |  | - | - | - | - | - | - |  |
|  | establishments ........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | - | _ | - | - | - | - |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 380 | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Single unit firms . . . . . . . . . . . . | 366 | 366 | 1377343 | 53227 | 11817 | 1294 | 104841 | 3539 | 3626 |
|  | Multiunit firms................ | 14 | 27 | 150495 | 6773 | 1402 | 113 | 11846 | 18 | 127 |
|  | Firms with 1 establishment . . | 6 | 6 | 8709 | - 467 | 114 | 8 | 888 | 18 | 18 |
|  | Firms with 2 establishments .. | 4 | 8 | 34923 | 2726 | 602 | 61 | 4392 |  | 109 |
|  | establishments............ | 4 | 13 | 106863 | 3580 | 686 | 44 | 6566 | - | - |
|  | Firms with 5 to 9 | - | - |  | - | - | - | - | - | _ |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 380 | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Single unit firms . . . . . . . . . . . . | 366 | 366 | 1377343 | 53227 | 11817 | 1294 | 104841 | 3539 | 3626 |
|  | Multiunit firms................. | 14 | 27 | 150495 | 6773 | 1402 | 113 | 11846 | 18 | 127 |
|  | Firms with 1 establishment . . . | 6 | 6 | 8709 | 467 | 114 | 8 | 888 | 18 | 18 |
|  | Firms with 2 establishments .. | 4 | 8 | 34923 | 2726 | 602 | 61 | 4392 | - | 109 |
|  | Firms with 3 or 4 establishments. | 4 | 13 | 106863 | 3580 | 686 | 44 | 6566 | - | - |
|  | Firms with 5 to 9 | - | - | _ | - | - | - | - | - |  |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | - |  |  | - | - | - | - | - | - |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ |  | - | - | - | - | - | - |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 50 | 53 | D | D | D | c | D | D | D |
|  | Single unit firms. | 45 | 45 | D | D | D | c | D | D | D |
|  | Multiunit firms .... | 5 | 8 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | _ | _ | _ | _ | _ | - | - |
|  | Firms with 10 to 24 establishments | - | - | _ | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  | - | - | - | - | - | - | - | - |
| 4218502 | Custodial, janitors’ equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 152 | 155 | 645361 | 23339 | 5232 | 540 | 42849 | 919 | 832 |
|  | Single unit firms . . . . . . . . . . . . | 150 | 150 | D | D | D | e | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 2 | 5 | D | D | D | b | D | D | D |
|  | Firms with 2 establishments ... | 1 | 2 | D | D | D | b | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | _ | - | _ | - | - | _ |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more $\ldots \ldots \ldots \ldots \ldots \ldots .$. | - | - | - | - | - | - | - | - | - |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 17 | 17 | 26904 | 1064 | 239 | 34 | 2604 | 211 | 216 |
|  | Single unit firms . | 16 | 16 |  | D | D | b | D |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 |  |  |  | - | - |  | - | - |  |
|  | establishments ............. | - | - | - | - | - | - | - | - | - |
|  | establishments ............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 161 | 168 | D | D | D | f | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 155 | 155 | D | D | D | f | D |  |  |
|  | Multiunit firms . . . . . . . . . . . . . . . . | 6 | 13 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment... | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 2 | 4 | D | D | D | a | D | D |  |
|  | establishments............ | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to $2.4 . \ldots \ldots \ldots$ |  |  |  | - | - | - | - | - |  |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - |  |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 435 | 453 | 3576194 | 75903 | 15004 | 1276 | 143945 | 12152 | 11903 |
|  | Single unit firms . . . . . . . . . . . . | 421 | 421 | 2809079 | 67914 | 13227 | 1143 | 127691 | 11736 | 11474 |
|  | Multiunit firms . . . . . . . . . . . . | 14 | 32 | 767115 | 7989 | 1777 | 133 | 16254 | 416 | 429 |
|  | Firms with 1 establishment ... | 6 | ${ }^{6}$ | 419970 | 2643 | 516 | 33 | 5932 | 416 | 429 |
|  | Firms with 2 establishments .. | 6 | 12 | 224570 | 2818 | 684 | 51 | 5131 | - |  |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | - | - |  | - |  |  | - |  |  |
|  | establishments ........... | 1 | 11 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more |  |  |  |  |  |  |  | - | - |

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1021 | r1 066 | ${ }^{7} 7996183$ | r179 242 | '38 225 | '3495 | 358894 | 30078 | 33795 |
|  | Single unit firms . | 992 | 992 | 6071447 | 152834 | 32323 | 3065 | 302795 | 11737 | 12743 |
|  | Multiunit firms... | 29 | 74 | 1324736 | 26408 | 5902 | 430 | 56099 | 18341 | 21052 |
|  | Firms with 1 establishment | 7 | 7 | 422186 | 8637 | 1558 | 127 | 24110 | 17643 | 20364 |
|  | Firms with 2 establishments .. | 13 | 26 |  |  |  | c | D | D | D |
|  | Firms with 3 or 4 establishments | 6 | 21 | 317530 | 5990 | 1224 | 77 | 9727 | - | - |
|  | Firms with 5 to 9 establishments | 3 | 20 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 |  |  | - | - | - | - | - | - |  |
|  | Firms with 25 establishments |  | - | - | - | - | - | - | - |  |
|  | or more .................. | - | - | - | - | - | - | - | - | - |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1021 | r1 066 | 17396183 | r179 242 | '38 225 | '3 495 | 358894 | 30078 | 33795 |
|  | Single unit firms . | 992 | 992 | 6071447 | 152834 | 32323 | 3065 | 302795 | 11737 | 12743 |
|  | Multiunit firms . . . . . . . . . . . . | 29 | 74 | 1324736 | 26408 | 5902 | 430 | 56099 | 18341 | 21052 |
|  | Firms with 1 establishment ... | 7 | 7 | 422186 | 8637 | 1558 | 127 | 24110 | 17643 | 20364 |
|  | Firms with 2 establishments .. | 13 | 26 | D | D |  | c | D | D | D |
|  | establishments.......... | 6 | 21 | 317530 | 5990 | 1224 | 77 | 9727 | - | - |
|  | Firms with 5 to 9 establishments | 3 | 20 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | establishments............ Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 408 | 413 | D | D | D | g | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 398 | 398 | D | D | D | g | D | D | D |
|  | Multiunit firms ............... | 10 | 15 | D | D | D | c | D | D | D |
|  | Firms with 1 establishment ... | 6 3 | ${ }_{6}^{6}$ | D | D | D | c | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 3 | 6 | D | D | D | b | D | D |  |
|  | establishments ............ | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | _ | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots . . . . . .$. Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more .................. | - | - | - | - | - | - | - | - | - |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 408 | 413 | D | D | D | g | D | D | D |
|  | Single unit firms . . . . . . . . . . . . . | 398 | 398 | D | D | D | g | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . | 10 | 15 | D | D | D | c | D | D | D |
|  | Firms with ${ }^{\text {Firms with } 2 \text { establishment } \text { estishments ... }}$ | 6 3 | 6 | D | D | D | c | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 ........... |  |  |  |  |  | a | D | D |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 227 | 255 | 1390512 | 32101 | 7727 | 895 | 65437 | 3287 | 2315 |
|  |  | 213 | 213 | 719952 | 20791 | 4321 | 562 | 39369 | 1544 | 1299 |
|  | Single unit firms . . . . . . . . . . . | 14 | 42 | 670560 |  | 3406 | 333 | 26068 | 1743 |  |
|  | Firms with 1 establishment .... Firms with 2 establishments . | 10 1 | 10 2 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | c | D | D | D |
|  |  | 1 | 2 | $\bar{D}$ | $\bar{D}$ | $\overline{\mathrm{D}}$ | a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | 2 | 12 | D | D | D | c | D | D |  |
|  | establishments <br> Firms with 10 to 24 | 2 | 12 | D | D | D | c | D | D | D |
|  |  | 1 | 18 | D | D | D | b | D | D | D |
|  | establishments <br> Firms with 25 establishments or more $\qquad$ |  |  |  | - | - | - | - | - | - |

[^224]Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219303 | Other recyclable material whsle-Con. <br> All firms $\qquad$ | 112 | 129 | 407181 | 11787 | 2342 | 285 | 22332 | 1859 | 1304 |
|  | Single unit firms . | 107 | 107 | 315540 | 8632 | 1451 | 214 | 16064 | 146 | 330 |
|  | Multiunit firms... | 10 | 22 | 91641 | 3155 | 891 | 71 | 6268 | 1713 | 974 |
|  | Firms with 1 establishment | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 |  | - | - | - | - | - | - | - |  |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | 1 | 17 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 450 | 451 | 904350 | 37942 | 8646 | 998 | 79046 | 10225 | 10366 |
|  | Single unit firms... | 447 | 447 | D | D | D | f | D | D | D |
|  | Multiunit firms . . . . . | 3 | 4 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 450 | 451 | 904350 | 37942 | 8646 | 998 | 79046 | 10225 | 10366 |
|  | Single unit firms .. | 447 | 447 | D | D |  | f |  |  |  |
|  | Multiunit firms ............... | 3 | 4 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments | 2 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 1 | 2 | D | D | D | a | D | D |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 | _ | - | _ | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 428 | 429 | D | D | D | f | D | D | D |
|  | Single unit firms ............... | 425 | 425 |  | D | D | f | D | D |  |
|  | Multiunit firms............... | 3 3 3 | 4 2 4 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment . . Firms with 2 establishments . | 2 1 | 2 2 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 |  |  |  | D | D | a | D |  | D |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | _ | - |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 22 | 22 | D | D | D | b | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 22 | 22 | D | D | D | b | D | D | D |
|  | Multiunit firms.................. | - | - | - | - | - | - | - | - | - |
|  | Firms with 1 establishment ... | - | - | - | - | - | - | - | - | - |
|  | Firms with 2 establishments .. Firms with 3 or 4 | - | - | - | - | - | - | - | - | - |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | _ | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments ............ Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more | - | - | - | - | - | - | - | - |  |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1364 | 1379 | 3700167 | 118715 | 26462 | 3545 | 243319 | 4924 | 4196 |
|  | Single unit firms . . . . . . . . . . . . | 1346 | 1346 | 3240368 | 112186 | 24864 | 3386 | 228233 | 4624 | 4172 |
|  | Multiunit firms . . . . . . . . . . . . . . | 18 | 33 | 459799 | 6529 | 1598 | 159 | 15086 | 300 | 24 |
|  | Firms with 1 establishment .... | 9 | 9 9 | 343970 | 3800 | 974 | 88 | 10497 | 293 | 14 |
|  | Firms with 2 establishments .. | 7 | 14 | D | D | D | b | D | D | D |
|  | Firms with 3 or $4 . \ldots \ldots . . .$. | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 7 | D | D | D | a | D | D | D |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  | D | D | a | D |  |  |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | $\begin{aligned} & \text { Firms with } 25 \text { establishments } \\ & \text { or more .................. } \end{aligned}$ | - | - | - | - | - | - | - | - | - |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1364 | 1379 | 3700167 | 118715 | 26462 | 3545 | 243319 | 4924 | 4196 |
|  | Single unit firms . . . . . . . . . . . . | 1346 | 1346 | 3240368 | 112186 | 24864 | 3386 | 228233 | 4624 | 4172 |
|  | Multiunit firms................. | 18 | 33 | 459799 | 6529 | 1598 | 159 | 15086 | 300 | 24 |
|  | Firms with 1 establishment ... | 7 | 9 14 | 343970 | 3800 | 974 | 88 | 10497 | $\stackrel{293}{\text { D }}$ | 14 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 7 | 14 |  | D | D | b | D | D | D |
|  | establishments............ | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments ........... | 1 | 7 | D | D | D | a | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | or more ................... | - | - | - | - | - | - | - | - | - |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 64 | 64 | 120890 | 4958 | 1212 | 137 | 13136 | 121 | 80 |
|  | Single unit firms . . | 63 | 63 | D | D | D | c | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 1 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment $\ldots$. Firms with 2 establishments $\ldots$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments <br> Firms with 5 to 9 | - | - | - | - | - | - | - | - |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ | - | - | _ | - | - | - | - |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 180 | 188 | 715205 | 15414 | 3491 | 462 | 31701 | 179 | 212 |
|  | Single unit firms . . . . . . . . . . . . . | 172 | 172 | 416303 | 12437 | 2803 | 381 | 25586 | 158 | 188 |
|  | Multiunit firms . .............. | 8 | 16 | 298902 | 2977 | 688 | 81 | 6115 | 21 | 24 |
|  | Firms with 1 establishment ... Firms with 2 establishments. | 5 2 | 5 4 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | b | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  |  | D | D | a | D | D | D |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments. | 1 | 7 | D | D | D | a | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  | D |  | a |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more ..................... | - | - | - | - | - | - | - | - |  |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 509 | 514 | D | D | D | g | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 503 | 503 | D | D | D | g | D | D |  |
|  | Multiunit firms . . . . . . . . . . . . . . . | 6 | 11 | D | D | D | b | D | D |  |
|  | Firms with 1 establishment ... Firms with 2 establishments | 1 5 | 1 10 |  | D | D | a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 5 | 10 | D | D |  | b | D | D | D |
|  | establishments ............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  | - | - | - | - | - |  |
|  | establishments <br> Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more ... |  |  |  |  |  |  |  | - |  |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 140 | 140 | 321738 | 11830 | 3438 | 416 | 28590 | 511 | 615 |
|  | Single unit firms . . . . . . . . . . . . . | 140 | 140 | 321738 | 11830 | 3438 | 416 | 28590 | 511 | 615 |
|  | Multiunit firms................. | - | - |  |  |  | - |  | - |  |
|  | Firms with 1 establishment... | - |  | - | - | - | - | - | - | - |
|  | Firms with 2 establishments .. Firms with 3 or 4 | - | - | - | - | - | - | - | - | - |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | _ |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments $\qquad$ Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more ................. | - | - | - | - | - | - | - | - | - |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 124 | 124 | D | D | D | e | D | D | D |
|  | Single unit firms... | 124 | 124 | D | D | D | e | D | D | D |
|  | Multiunit firms $\begin{gathered}\text { Firms with } 1 \text { establishment }\end{gathered}$ | - | - | - | - | - | - | - | - | - |
|  | Firms with 1 establishment ... <br> Firms with 2 establishments .. | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 <br> establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to $9 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots \ldots$ Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  | - | _ | - | - | - | - | - | - |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 16 | 16 | D | D | D | b | D | D | D |
|  | Single unit firms ... | 16 | 16 | D | D | D | b | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with 1 establishment ... <br> Firms with 2 establishments .. | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 | - | - | - | - | - | - | - | - | _ |
|  | Firms with 5 to $9 . \ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments $\ldots \ldots \ldots \ldots \ldots$ Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | establishments . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ |  | _ | _ | - | - | - | _ | - |
| 4219905 | Fire extinguishers \& fire safety equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 72 | 72 | D | D | D | c | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 72 | 72 | D | D | D | c | D | D | D |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } 1 \text { establishment }\end{aligned}$ | - | - | - | - | - | - | - | - | - |
|  | Firms with 1 establishment ... <br> Firms with 2 establishments .. | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | $\underset{\text { establishments } \ldots \ldots \ldots \ldots .}{ }$ | - | - | - | - | - | - | - | - | - |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4219906 | Other durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 399 | 401 | 1010358 | 31983 | 6442 | 877 | 67929 | 941 | 743 |
|  | Single unit firms . . . . . . . . . . . . |  |  |  | D |  | f | D |  |  |
|  | Multiunit firms $\qquad$ | $\begin{array}{r} 40 \\ 3 \\ 2 \end{array}$ | $\begin{array}{r} 0 \\ 5 \\ 2 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | b | D | D | D |
|  | Firms with 1 establishment ... <br> Firms with 2 establishments .. | $\begin{aligned} & 2 \\ & - \end{aligned}$ | $\stackrel{2}{-}$ | D | D | - | b | D | D | D |
|  | Firms with 3 or 4 |  |  | - | - | - | - | - |  |  |
|  | $\xrightarrow{\text { establishments }}$ Firms with 5 to $9 . \ldots \ldots \ldots .$. | 1 | 3 | D | D | D | a | D | D | D |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | _ | _ | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | _ | _ | - | - | _ | - | - | - | - |

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




[^225]Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422410 | General-line grocery whsle <br> All firms $\qquad$ | 507 | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Single unit firms Multiunit firms | 447 60 | 447 301 |  | 326554 531646 | 74318 126494 | 8688 19 | 529769 928362 | 1045 18503 | $\begin{array}{rr}1 \\ 19 & 117 \\ \end{array}$ |
|  | Firms with 1 establishment . | 16 | 16 | 1229098 | 25596 | 6345 | 992 | 44724 |  |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 14 | 28 | 2152281 | 46512 | 11212 | 2113 | 74563 | 1200 | 1200 |
|  | establishments......... | 17 | 56 | 6433354 | 111371 | 26358 | 3902 | 187530 | 17303 | 17844 |
|  | Firms with 5 to 9 establishments | 5 | 30 | 1525236 | 27216 | 6760 | 923 | 46353 | - | - |
|  | Firms with 10 to 24 establishments............... | 5 | 72 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 99 |  | D | D | i | D | D | D |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 507 | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Single unit firms . | 447 | 447 | 19539456 | 326554 | 74318 | 8688 | 529769 | 1045 | 1117 |
|  | Multiunit firms $\ldots \ldots \ldots . . . . . . . .$. Firms with 1 establishment | 60 16 | 301 16 | 33208306 1229098 | 531646 25 596 | 126494 6345 | 19909 | 928362 44724 | 18503 | 19044 |
|  | Firms with 2 establishments ... | 14 | 28 | 2152281 | 25 596 | 6345 11212 | 2113 | 74563 | 1200 | 1200 |
|  | Firms with 3 or 4 establishments | 17 | 56 | 6433354 | 111371 | 26358 | 3902 | 187530 | 17303 | 17844 |
|  | establishments. | 5 | 30 | 1525236 | 27216 | 6760 | 923 | 46353 | - | - |
|  | Firms with 10 to $24 . \ldots \ldots .$. | 5 | 72 | D | D | D | h | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ | 3 | 99 | D | D | D | i | D | D | D |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 623 | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 2959 |
|  | Single unit firms . | 563 | 563 | 10883084 | 182976 | 42316 | 4877 | 313428 | 1236 | 1814 |
|  | Multiunit firms . . . . . . . . . . . . . | 60 | 116 | 5999772 | 92104 | 21732 | 2491 | 163036 | 1396 | 1145 |
|  | Firms with 1 establishment ... | 22 25 | 22 | 2302357 | 27372 | 7822 8179 | 864 | 53642 | 1396 | 1099 46 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 25 | 50 | 2133026 | 40101 | 8179 | 979 | 67148 |  | 46 |
|  | establishments ............ | 12 | 39 | D | D | D | f | D | D | D |
|  | establishments | 1 | 5 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments . . . . . . . . . . . . | - | - | - | - | - | - | _ | - | _ |
|  | Firms with 25 establishments or more $\qquad$ | _ | - | - | - | - | - | - | - | - |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 623 | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 2959 |
|  | Single unit firms . . . . . . . . . . . . . | 563 | 563 | 10883084 | 182976 | 42316 | 4877 | 313428 | 1236 | 1814 |
|  | Multiunit firms . . . . . . . . . . . . | 60 | 116 | 5999772 | 92104 | 21732 | 2491 | 163036 | 1396 | 1145 |
|  |  | $\begin{array}{r}22 \\ 25 \\ \hline\end{array}$ | 22 50 | 2302357 2133026 | 27372 40101 | 7822 8179 | 864 979 | 53642 67148 | 1396 | 1099 46 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 25 | 50 | 2133026 | 40101 | 8179 | 979 | 67148 | - | 46 |
|  | establishments............ | 12 | 39 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 5 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 181 | 181 | 1474278 | 30193 | 7844 | 737 | 61064 | 700 | 799 |
|  | Single unit firms . . . . . . . . . . . . | 180 | 180 | D | D | D | f | D | D |  |
|  | Multiunit firms . . . . . . . . . . . . . | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments. | 1 | $\stackrel{1}{-}$ | D | D | D | b | D | D | D |
|  | Firms with 3 or 4 | - | - | - | - | - | - | - | - |  |
|  |  | - | - |  | - | - | - | - | - | - |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments . | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  |  |  | - | - | - | - | - |  |

[^226]Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 181 | 181 | 1474278 | 30193 | 7844 | 737 | 61064 | 700 | 799 |
|  | Single unit firms . . . . . . . . . . . . . | 180 | 180 | D | D | D | f | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . . | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  | - |  |  |  | - |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ |  |  |  |  | - | - | - | - | - |
|  | establishments <br> Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2 | 2 | D | D | D | a | D | D | D |
|  | Single unit firms . | 2 | 2 | D | D | D | a | D | D | D |
|  | Multiunit firms . . . $\begin{aligned} & \text { Firms with } 1 \text { establishment } \ldots \text {. }\end{aligned}$ | - | - | - | - | - | - | - | - |  |
|  | Firms with 1 establishment ... <br> Firms with 2 establishments .. | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - |  |  |
|  | Firms with 5 to 9 . $\ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | $\xrightarrow{\text { establishments }}$ Firms with 10 to $24 . \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | Firms with establishments .............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | _ | - | - | - | _ | - | - | - | - |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 179 | 179 | D | D | D | f | D | D | D |
|  | Single unit firms . . . . . . . . . . . . . | 178 | 178 | D | D | D | $f$ | D | D | D |
|  |  | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | $\stackrel{1}{-}$ | 1 | D | D | D | $\stackrel{\mathrm{b}}{-}$ | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots .$. | - | - | - | - | - | - | - | - | - |
|  | establishments ............ | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | _ | - | - | _ | - | _ | - |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 112 | 113 | D | D | D | e | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 108 | 108 | D | D | D | e | D | D |  |
|  | Multiunit firms . . . . . . . . . . . . . . . | 4 | 5 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 3 1 | 3 2 | D | ${ }_{\text {D }}^{\text {D }}$ | D | a | ${ }_{\text {D }}^{\text {D }}$ | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 |  |  |  | D |  | a | D |  |  |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  |  | - | - | - | - | - | - | - | - | - |
|  | or more | - | - | - | - | - | - | - | - | - |
| 422440 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 112 | 113 | D | D | D | e | D | D | D |
|  | Single unit firms . . . . . . . . . . . . . | 108 | 108 | D | D | D | e | D | D |  |
|  | Multiunit firms . . . . . . . . . . . . . . | 4 | 5 | D | D | D | a | D | D | D |
|  |  | $3$ | $\begin{aligned} & 3 \\ & 2 \end{aligned}$ | D | D | D | a | D | D | D |
|  | Firms with 2 establishments ... <br> Firms with 3 or 4 | $1$ | $2$ | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | _ | - | - | - | - | _ | - | - |  |
|  | Firms with 10 to $24 . \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments Firms with 25 establishments | - | - | - | - | - | - | - | - | - |
|  | or more ................... | - | - | - | - | - | - | - | - | - |

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224401 | Live poultry whsle <br> All firms | 5 | 5 | D | D | D | b | D | D | D |
|  | Single unit firms. | 5 | 5 | D | D | D | b | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |  |
|  | Firms with 1 establishment ... | - | - | - | - | - | - | - | - |  |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  | - | - | - | - | - | - | - |  |
|  | Firms with 3 or 4 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 |  |  |  |  |  |  |  |  |  |
|  | establishments . $\ldots$. $\ldots \ldots \ldots$. | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  | _ | _ | - | - | - | _ | _ |  |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 107 | 108 | D | D | D | e | D | D | D |
|  | Single unit firms . . | 103 | 103 | D | D | D | e | D | D | D |
|  | Multiunit firms.... | 4 | 5 | D | D | D | a | D | D | D |
|  | Firms with 1 establishment ... | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 1 | 2 | D | D | D | a | D | D |  |
|  | establishments............ | - | - | - | - | - | - | - | - |  |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - |  |
| 42245 | Confectionery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 335 | 357 | 3037847 | 69013 | 16381 | 2286 | 122608 | 731 | 931 |
|  | Single unit firms . . | 318 | 318 | 2546653 | 57875 | 13724 | 1878 | 104447 | 660 | 864 |
|  | Multiunit firms . . . . . . . . . . . . . . | 17 | 39 | 491194 | 11138 | 2657 | 408 | 18161 | 71 | 67 |
|  | Firms with 1 establishment ... Firms with 2 establishments . | 6 | +6 | 53375 162971 | 1215 4216 | 308 822 | 41 126 | 2235 6866 | 71 |  |
|  | Firms with 2 establishments .. | 6 |  |  |  |  |  |  |  | 67 |
|  | establishments............ | 4 | 15 | D | D | D | c | D | D | D |
|  | establishments ........... | 1 | 6 | D | D | D | b | D | D | D |
|  | Firms with 10 to 24 | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments | - | - | - | - | - | - | - | - |  |
| 422450 | Confectionery whsl |  |  |  |  |  |  |  |  |  |
|  | All firms . | 335 | 357 | 3037847 | 69013 | 16381 | 2286 | 122608 | 731 | 931 |
|  | Single unit firms . . . . . . . . . . . . | 318 | 318 | 2546653 | 57875 | 13724 | 1878 | 104447 | 660 | 864 |
|  | Multiunit firms . . . . . . . . . . . . . . | 17 | 39 | 491194 | 11138 | 2657 | 408 | 18161 | 71 | 67 |
|  | Firms with 1 establishment ... | 6 | ${ }^{6}$ | 53375 | 1215 | 308 | 41 | 2235 | 71 |  |
|  | Firms with 2 establishments .. | 6 | 12 | 162971 | 4216 | 822 | 126 | 6866 | 71 | 67 |
|  | Firms with 3 or 4 establishments | 4 | 15 | D | D | D | c | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments . $\ldots \ldots \ldots \ldots$. | 1 | 6 | D | D | D | b | D | D | D |
|  | establishments.. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 108 | 108 | 832985 | 16294 | 3402 | 444 | 30039 | 472 | 1129 |
|  | Single unit firms . . . . . . . . . . . . | 104 | 104 | 769214 | 15839 | 3267 | 432 | 29000 | 472 | 1129 |
|  | Multiunit firms $\begin{aligned} & \text { Firms with } 1 \text { establishment } \ldots \text {. }{ }^{\text {a }} \text {. }\end{aligned}$ | 4 <br> 4 | 4 <br> 4 | 63771 63771 | 455 455 | 135 135 | 12 <br> 12 | 1039 1039 | - | - |
|  | Firms with 1 establishment $\ldots$. Firms with 2 establishments .. | 4 | $\stackrel{4}{-}$ | 63771 | 455 | 135 - | 12 | 1039 | - | - |
|  | Firms with 3 or 4 |  |  |  | - | - | - | - | - |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  | - |  |
|  | establishments............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 108 | 108 | 832985 | 16294 | 3402 | 444 | 30039 | 472 | 1129 |
|  | Single unit firms . . . . . . . . . . . . | 104 | 104 | 769214 | 15839 | 3267 | 432 | 29000 | 472 | 1129 |

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.




Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 173 | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Single unit firms . | 170 | 170 | D | D | D |  |  | D | D |
|  | Multiunit firms . . . . . . . . . . . . | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment... Firms with 2 establishments . | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 3 or 4 |  |  |  |  |  |  |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots .$. Firms with 5 to 9. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments . | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 | - | - | - | - | - | - | - | - |  |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 173 | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Single unit firms ... | 170 | 170 | D | D | D |  | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . . | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 1 establishment ... | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  | - | - |  | - | - | - |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 |  |  |  |  |  |  |  |  |  |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2701 | 2763 | D | D | D | j | D | D | D |
|  | Single unit firms . . . . . . . . . . . . | 2636 | 2636 | D | D | D | i | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . . | 65 | 127 | D | D | D | h | D | D | D |
|  | Firms with 1 establishment $\ldots$ | 34 19 | 34 <br> 38 | D | D | D | f | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 19 | 38 | D | D | D | g | D | D | D |
|  | establishments ............ | 9 | 31 | D | D | D | c | D | D | D |
|  |  | 2 | 13 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 establishments. | 1 | 11 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more | 1 | - | - | - | - | - | - | - | - |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 219 | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Single unit firms . . . . . . . . . . . . . | 211 | 211 | 1035465 | 25173 | 5558 | 505 | 45842 | 1041 | 546 |
|  | Multiunit firms . . . . . . . . . . . . | 8 | 12 | 1202777 | 2148 | 427 | 49 | 7539 | 482 | 545 |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | $\begin{aligned} & 6 \\ & 1 \end{aligned}$ | $\begin{aligned} & 6 \\ & 2 \end{aligned}$ |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | b | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | $1$ | $2$ |  | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | a | D | D | D |
|  | establishments............. | 1 | 4 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments........... | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more..................$~$ | - | - | - | - | - | - | - | - | - |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 219 | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Single unit firms . . . . . . . . . . . . | 211 | 211 | 1035465 | 25173 | 5558 | 505 | 45842 | 1041 | 546 |
|  | Multiunit firms . . . . . . . . . . . . . . | 8 | 12 |  |  |  | 49 |  | 482 | 545 |
|  | Firms with 1 establishment ... | ${ }^{6}$ | $6$ | $\begin{aligned} & D \\ & D \end{aligned}$ | D | D | b | D | D | D |
|  | Firms with 2 establishments .. | 1 | $2$ | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments............... | 1 | 4 | D | D | D | a | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots$ |  |  |  | D |  | a |  |  |  |
|  | establishments $\ldots \ldots \ldots \ldots .$. Firms with 10 to 24 | - | - | - | - | - | - | - | - | - |
|  | establishments ............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | _ | _ | _ | - | _ | - | - |  |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms . | 219 | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Single unit firms ..... | 211 | 211 | 1035465 | 25173 | 5558 | 505 | 45842 | 1041 | 546 |
|  | Multiunit firms . . . . . . . . . . . . | 8 | 12 | 1202777 | 2148 | 427 | 49 | 7539 | 482 | 545 |
|  | Firms with 1 establishment ... | 6 | 6 |  | D | D | b | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 1 | 2 | D | D | D | a | D | D | D |
|  | ith 3 or 4 <br> establishments | 1 | 4 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments | - | - | - | _ | _ | _ | - | - | _ |
|  | Firms with 10 to $24{ }^{\ldots} \ldots \ldots \ldots$ |  |  |  | - | - | - | - | - |  |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more ................. | - | - | - | - | - | - | - | - | - |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 313 | 334 | 2583212 | 103022 | 25474 | 3173 | 195343 | 1806 | 1834 |
|  | Single unit firms . | 300 | 300 | 857596 | 46873 | 10395 | 1318 1 | 89517 | 1580 | 1721 |
|  | Multiunit firms . . . . . . . . . . . . . . | 13 | 34 | 1725616 | 56149 | 15079 | 1855 | 105826 | 226 | 113 |
|  | Firms with 1 establishment ... | 7 4 | 7 8 | 464349 | 14876 | 3209 | 335 | 23244 | 179 | ${ }^{65}$ |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 | 4 | 8 | D | D |  | f | D | D | D |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments ........... | 1 | 8 | D | D | D | e | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ Firms with 25 establishments | 1 | 11 | D | D | D | b | D | D | D |
|  | or more .................. | - | - | - | - | - | - | - | - | - |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 313 | 334 | 2583212 | 103022 | 25474 | 3173 | 195343 | 1806 | 1834 |
|  | Single unit firms . . . . . . . . . . . . . | 300 | 300 | 857596 | 46873 | 10395 | 1318 | 89517 | 1580 | 1721 |
|  | Multiunit firms . . . . . . . . . . . . . . | 13 | 34 | 1725616 | 56149 | 15079 | 1855 | 105826 | 226 | 113 |
|  | Firms with 1 establishment ... Firms with 2 establishments. | 7 4 | 7 8 | 464349 | 14876 D | 3209 D | 335 $f$ | 23244 | 179 D | 65 |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 4 | 8 | D |  |  |  |  |  | D |
|  | establishments. | - | - | - | - | - | - | - | - | - |
|  | establishments ............. | 1 | 8 | D | D | D | e | D | D | D |
|  | Firms with 10 to 24 establishments ................ | 1 | 11 | D | D | D | b | D | D | D |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | - | - | - | - | - |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 230 | 234 | 678119 | 32231 | 8070 | 885 | 60480 | 1153 | 1125 |
|  | Single unit firms . . . . . . . . . . . . . | 223 | 223 | 549182 | 25888 |  | 753 | 48980 | 1153 | 1125 |
|  | Multiunit firms . ............. | 7 | 11 | 128937 | 6343 | 1878 | 132 | 11500 |  | - |
|  | Firms with 1 establishment . . Firms with 2 establishments . | 4 2 | 4 | D | D | D | a | D | D | D |
|  | Firms with 3 or 4 establishments | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to $9 \ldots \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | establishments . $\ldots \ldots \ldots \ldots$. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments.. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ | - | - | - | - | - | - | - | - | - |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 230 | 234 | 678119 | 32231 | 8070 | 885 | 60480 | 1153 | 1125 |
|  | Single unit firms . . . . . . . . . . . . | 223 | 223 |  | 25888 | 6192 | 753 | 48980 | 1153 | 1125 |
|  | Multiunit firms . $\ldots$ Firms wishe...... | 7 <br> 4 | 11 4 | 128937 | 6343 | 1878 | 132 | 11500 | $\overline{\text { - }}$ |  |
|  | Firms with 1 establishment ... Firms with 2 establishments .. | 4 2 | 4 4 | D | D | D | ${ }_{\text {a }}^{\text {c }}$ | D | ${ }_{\text {D }}$ | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 3 or 4 | 2 | 4 | D | D | D | a | D | D |  |
|  | establishments............ | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 establishments ................. | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | _ | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  | - | - | - | _ | - | - | - | - |

[^227]Table 3. Single Units and Multiunits: 1997-Con.




See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.



| NAICS code | Number of establishments by type of operation and specified kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1706 | 1733 | D | D | D | h | D | D | D |
|  | Single unit firms . . . . . . . . . | 1677 | 1677 | D | D | D | h | D | D | D |
|  | Multiunit firms . . . . . . . . . . . . | 29 | 56 | D | D | D | f | ${ }_{\text {D }}$ | ${ }_{\text {D }}$ | ${ }_{\text {D }}$ |
|  | Firms with 1 establishment ... | 13 | 13 | D | D | D | e | D | D | D |
|  | Firms with 2 establishments .. <br> Firms with 3 or 4 |  |  | D | D | D | c | D | D | D |
|  | Firms with 3 or 4 establishments | 6 | 20 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 5 | D | D | D | a | D | D | D |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  | D | D | a | D | D | D |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | ments or more | - | - | - | - | - | - | - | - | - |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1706 | 1733 | D | D | D | h | D | D | D |
|  | Single unit firms.. | 1677 | 1677 | D | D | D | h | D | D | D |
|  | Multiunit firms.... | 29 | 56 | D | D | D | f | D | D | D |
|  | Firms with 1 establishment ... | 13 | 13 | D | D | D | e | D | D | D |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 9 | 18 | D | D | D | c | D | D | D |
|  | establishments ............. | 6 | 20 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 establishments | 1 | 5 | D | D | D | a | D | D | D |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 575 | 591 | 1517846 | 69437 | 15307 | 1896 | 156505 | 1122 | 1072 |
|  | Single unit firms . | 556 | 556 | 1241142 | 58033 | 12555 | 1587 | 133952 | 1004 | 972 |
|  | Multiunit firms ............... | 19 | 35 | 276704 | 11404 | 2752 | 309 | 22553 | 118 | 100 |
|  | Firms with 1 establishment ... | 9 | 9 12 | 123842 D | 4733 D | 1204 | 133 b | 8022 | D | - |
|  | Firms with 2 establishments .. Firms with 3 or 4 | 6 | 12 | D | D | D | b | D | D | D |
|  | establishments $\ldots \ldots \ldots \ldots$. Firms with 5 to $9 . \ldots \ldots$ | 4 | 14 | D | D | D | c | D | D | D |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 24 establishments. | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more $\qquad$ |  | _ | _ | _ | - | - | - | _ | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 398 | 398 | 785925 | 36541 | 7747 | 988 | 67179 | 1235 | 1634 |
|  | Single unit firms . . . . . . . . . . . . | 394 | 394 | 722627 | 31864 | 6839 | 819 | 59921 | 1225 | 1623 |
|  | Multiunit firms ............... | 4 | 4 | 63298 | 4677 | 908 | 169 | 7258 | 10 | 11 |
|  | Firms with 1 establishment ... | 4 | 4 | 63298 | 4677 | 908 | 169 | 7258 | 10 | 11 |
|  | Firms with 2 establishments .. Firms with 3 or 4 |  |  |  |  | - | - | - | - | - |
|  | establishments | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 establishments | - | - | - | - | - | - | - | - | _ |
|  | Firms with 10 to $24 \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more | - | - | - | - | - | - | - | - | - |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 40 | 40 | 54043 | 2311 | 419 | 50 | 4934 | 38 | 39 |
|  | Single unit firms . . . . . . . . . . . . | 40 | 40 | 54043 | 2311 | 419 | 50 | 4934 | 38 | 39 |
|  | Multiunit firms . $\ldots \ldots \ldots \ldots \ldots \ldots$ Firms with 1 establishment . . | - | - | - | - | - | - | - | - | - |
|  | Firms with 2 establishments ... | - | - | - | - | - | - | - | - | - |
|  | Firms with 3 or 4 <br> establishments | - | - | - | - | - | - | - | - |  |
|  | Firms with 5 to $9 \ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | $\xrightarrow{\text { establishments }}$ Firms with 10 to $24 . \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | establishments............ | - | - | - | - | - | - | - | - | - |
|  | Firms with 25 establishments or more |  |  | - | _ | - | - | - | - | - |

See footnotes at end of table.

Table 3. Single Units and Multiunits: 1997-Con.


[^228]Table 4．Sales Size of Firms： 1997



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 （number） | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE <br> All firms $\qquad$ | 364547 | 「453 470 | r4 059657778 | ＇214 915405 | 「51 072571 | r5 796557 | 443572909 | 254668624 | 272240419 |
|  | Firms operated for the entire year | 315208 | 403569 | 3998773783 | 211293305 | 50260100 | 5678359 | 435402459 | 253152203 | 265255766 |
|  | Firms with sales less than \＄250，000 | 51395 | 51435 | 6891401 | 1590706 | 378395 | 100356 | 3051189 | 800969 | $807049$ |
|  | Firms with sales of \＄250，000 to $\$ 499,999$ | 40846 | 40949 | 14809494 | 2691480 | 620969 | 131680 | 5445657 | 1657823 | 1693064 |
|  | Firms with sales of \＄500，000 to \＄999，999． | 49011 | 49403 | 35135930 | 5503234 | 1264215 | 233223 | 11176438 | 3753199 | 3850186 |
|  | Firms with sales of \＄1，000，000 to $\$ 2,499,999$ | 65234 | 67050 | 104384166 | 13793447 | 3137182 | 493912 | 27586880 | 10430756 | 10824929 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 40085 | 43510 | 141327673 | 15611032 | 3517917 | 487996 | 30705799 | 13280833 | 13887222 |
|  | Firms with sales of $\$ 5,000,000$ | 29796 | 35774 | 208187164 | 19532775 | 4384326 | 558347 | 38258732 | 18991477 | 20040259 |
|  | Firms with sales of \＄10，000，000 to \＄24，999，999 ． | 23152 | 34417 | 354382845 | 27632656 | 6258210 | 744134 | 54428654 | 30140998 | 31934002 |
|  | Firms with sales of <br> \＄25，000，000 to \＄49，999，999 ． | 8374 | 17093 | 288886318 | 19119442 | 4380154 | 492328 | 39025429 | 24153885 | 25420611 |
|  | Firms with sales of ${ }^{\text {F }}$ ， | 3787 | 12161 | 258614775 | 15878557 | 3731204 | 401161 | 33146037 | 21958145 | 23146158 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots \ldots . \end{aligned}$ | 3528 | 51777 | 2586154017 | 89939976 | 22587528 | 2035222 | 192577644 | 127984118 | 133652286 |
|  | Firms not operated for the entire year $\qquad$ | 49339 | 49901 | 60883995 | 3622100 | 812471 | 118198 | 8170450 | 1516421 | 6984653 |
| 421 | Wholesale trade，durable goods |  |  |  |  |  |  |  |  |  |
|  | All firms | 232878 | 290629 | ＇2 179717376 | r133 236997 | 「31 746275 | ＇3 398261 | 266145569 | 162459247 | 173780143 |
|  | Firms operated for the entire year | 203372 | 260803 | 2151870188 | 131019992 | 31247859 | 3331765 | 261624614 | 161571172 | 169468728 |
|  | Firms with sales less than \＄250，000 ．．．．．．．．．．．．．．．．．．．． | 33359 | 33385 | 4518938 | 1066778 | 254029 | 64679 | 2020214 | 568941 | 573713 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 27219 | 27289 | 9868484 | 1882150 | 434038 | 88400 | 3743382 | 1228780 | 1252126 |
|  | Firms with sales of $\$ 500,000$ to \＄999，999 | 32536 | 32832 | 23311095 | 3860428 | 886291 | 156592 | 7681093 | 2771411 | 2842162 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 43318 | 44659 | 69256736 | 9730884 | 2208460 | 329674 | 18979711 | 7696500 | 7991752 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 26223 | 28825 | 92368807 | 10999366 | 2473070 | 325181 | 21020601 | 9869825 | 10321874 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ |  | 23159 | 130002401 | 13462612 | 3017801 | 359501 |  |  | 14650710 |
|  | Firms with sales of ． | 18698 | 23159 | 130002401 | 13462612 | 3017801 | 359501 | 25467646 | 13865894 | 14650710 |
|  | \＄10，000，000 to \＄24，999，999． | 13632 | 21803 | 207346220 | 18212712 | 4117449 | 457020 | 34444712 | 21375350 | 22657912 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$ ． | 4535 | 10274 | 155656712 | 11770777 | 2710350 | 284294 | 23097765 | 16367801 | 17205331 |
|  | Firms with sales of $\$ 50,000,000 ~ t o ~ \$ 99,999,999 ~ . ~$ | 2016 | 7819 | 137782370 | 9531668 | 2265243 | 228110 | 19106276 | 14720730 | 15629620 |
|  | Firms with sales of $\$ 100,000,000$ or more | 1836 | 30758 | 1321758425 | 50502617 | 12881128 | 1038314 | 106063214 | 73105940 | 76343528 |
|  | Firms not operated for the entire year $\qquad$ | 29506 | 29826 | 27847188 | 2217005 | 498416 | 66496 | 4520955 | 888075 | 4311415 |
| 4211 | Motor vehicle \＆motor vehicle parts \＆supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 24258 | r29 328 | r533 352124 | r11 458634 | ＇2717906 | 「375 731 | 25885694 | 22154986 | 22912616 |
|  | Firms operated for the entire year | 21053 | 26089 | 530448753 | 11275767 | 2676047 | 368037 | 25500415 | 22028769 | 22406071 |
|  | Firms with sales less than \＄250，000 | 4555 | 4559 | 616002 | 134225 | 32172 | 9525 | 273340 | 114292 | 115420 |
|  | Firms with sales of \＄250，000 to \＄499，999 | 3346 | 3356 | 1208852 | 219731 | 51969 | 12471 | 462996 | 206819 | 211383 |
|  | Firms with sales of $\$ 500,000$ to \＄999，999 | 3453 | 3496 | 2465891 | 409320 | 97407 | 20393 | 843441 | 400415 | 410880 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 3878 | 4099 | 6117736 | 839884 | 193998 | 35295 | 1672171 | 904176 | 936108 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 2003 | 2295 | 7040258 | 770108 | 175094 | 28305 | 1523718 | 943843 | 975898 |
|  | Firms with sales of \＄5，000，000 |  |  |  |  |  |  |  |  |  |
|  | to \＄9，999，999 ．．．．．．．．．．．． | 1531 | 1919 | 10733689 | 927817 | 212189 | 30963 | 1802743 | 1334752 | 1372525 |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \text {. }$ | 1341 | 2188 | 21107411 | 1579996 | 360720 | 49151 | 2945236 | 2474421 | 2582309 |
|  | \＄25，000， 000 to \＄49，999，999． | 494 | 979 | 17239238 | 1130947 | 262823 | 33560 | 2097089 | 1899634 | 1966440 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 235 |  | 16145661 | 937058 |  |  |  |  |  |
|  | Firms with sales of | 235 | 771 | 16145661 | 937058 | 214465 | 27034 | 1763599 |  |  |
|  | \＄100，000，000 or more ．．．．． | 217 | 2427 | 447774015 | 4326681 | 1075210 | 121340 | 12116082 | 12005866 | 12019432 |
|  | Firms not operated for the entire year | 3205 | 3239 | 2903371 | 182867 | 41859 | 7694 | 385279 | 126217 | 506545 |
| 42111 | Automobile \＆other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ．．．．．．．．．．． | 6543 | 7664 | ＇428 356355 | ＇4 638901 | ＇1 112419 | 150947 | 11918759 | 11029961 | 11354906 |

See footnotes at end of table．

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42111 | Automobile \& other motor vehicle whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 5628 | 6742 | 426591373 | 4573330 | 1095276 | 148050 | 11779514 | 10958013 | 11129538 |
|  | Firms with sales less than \$250,000 .................... | 677 | 677 | 91989 | 19985 | 4733 | 1304 | 40708 | 12781 | 12491 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 464 | 464 | 169157 | 23268 | 5247 | 1324 | 53929 | 23352 | 23509 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 645 | 646 | 464758 | 52882 | 12511 | 2641 | 117269 | 58661 | 58790 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1105 | 1114 | 1811416 | 152421 | 35146 | 6980 | 334396 | 214080 | 229740 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 775 | 794 | 2749142 | 194899 | 44078 | 7312 | 416342 | 297892 | 306294 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 737 | 779 | 5230088 | 337637 | 78262 | 11948 | 664359 | 588024 | 613881 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 719 | 838 | 11399143 | 706215 | 159641 | 21817 | 1262563 | 1238942 | 1288402 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 277 | 394 | 9720603 | 597969 | 139688 | 17705 | 1024723 | 1089900 | $1136098$ |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 120 | 247 | 8099939 | 477888 | 106638 | 13641 | 823210 | 880521 | 910545 |
|  | \$100,000,000 or more ...... | 109 | 789 | 386855138 | 2010166 | 509332 | 63378 | 7042015 | 6553860 | 6549788 |
|  | Firms not operated for the entire year | 915 | 922 | 1764982 | 65571 | 17143 | 2897 | 139245 | 71948 | 225368 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6543 | 7664 | r428 356355 | r4 638901 | r1 112419 | 150947 | 11918759 | 11029961 | 11354906 |
|  | Firms operated for the entire year | 5628 | 6742 | 426591373 | 4573330 | 1095276 | 148050 | 11779514 | 10958013 | 11129538 |
|  | Firms with sales less than $\$ 250,000$ | 677 | 677 | 91989 | 19985 | 4733 | 1304 | 40708 | 12781 | 12491 |
|  | Firms with sales of \$250,000 to \$499,999 | 464 | 464 | 169157 | 23268 | 5247 | 1324 | 53929 | 23352 | 23509 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 645 | 646 | 464758 | 52882 | 12511 | 2641 | 117269 | 58661 | 58790 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 645 1105 | 646 1114 | 1811416 | 152421 | 35146 | 6980 | 334396 | 214080 | 229740 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 775 | 794 | 2749142 | 194899 | 44078 | 7312 | 416342 | 297892 | 306294 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 737 | 779 | 5230088 | 337637 | 78262 | 11948 | 664359 | 588024 | 613881 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 719 | 838 | 11399143 | 706215 | 159641 | 21817 | 1262563 | 1238942 | 1288402 |
|  | \$25,000,000 to \$49,999,999 . | 277 | 394 | 9720603 | 597969 | 139688 | 17705 | 1024723 | 1089900 | 1136098 |
|  | \$50,000,000 to \$99,999,999. | 120 | 247 | 8099939 | 477888 | 106638 | 13641 | 823210 | 880521 | 910545 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 109 | 789 | 386855138 | 2010166 | 509332 | 63378 | 7042015 | 6553860 | 6549788 |
|  | Firms not operated for the entire year | 915 | 922 | 1764982 | 65571 | 17143 | 2897 | 139245 | 71948 | 225368 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3547 | 3952 | '232 780708 | r1767828 | r423 461 | 70675 | 6747838 | 5923861 | 5929998 |
|  | Firms operated for the entire year | 2976 | 3381 | 231940945 | 1747015 | 419689 | 69722 | 6684705 | 5912081 | 5829813 |
|  | Firms with sales less than \$250,000 | 451 | 451 | $59965$ | $13091$ | 3162 | 900 | 28084 | 7558 | 7311 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 294 | 294 | 107092 | 13936 | 3202 | 850 | 34322 | 12920 | 12714 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 394 | 395 | 283578 | 29274 | 7035 | 1575 | 71306 | 30468 | 30458 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 611 | 614 | 992099 | 63408 | 14858 | 3155 | 159188 | 88833 | 95769 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 611 | 614 | 992099 | 63408 | 14858 | 3155 | 159188 | 88833 |  |
|  |  | 421 | 426 | 1482306 | 70234 | 16120 | 2987 | 180435 | 111931 | 112678 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 350 | 359 | 2426374 | 86715 | 20076 | 3985 | 226562 | 165009 | 173955 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . |  |  | 4340444 |  |  |  |  |  |  |
|  | Firms with sales of | 278 | 299 | 4340444 | 116622 | 25742 | 4800 | 285743 | 238024 | 243247 |
|  |  | 76 | 78 | 2683287 | 54501 | 11115 | 2295 | 134585 | 99229 | 104793 |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 38 | 57 | D | D | D | g | D | D | D |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. Firms with sales of | 63 | 408 | D | D | D | k | D | D | D |
|  | $\$ 100,000,000$ or more |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 571 | 571 | 839763 | 20813 | 3772 | 953 | 63133 | 11780 | 100185 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 364 | 387 | 3059157 | 152468 | 33148 | 5047 | 296287 | 314572 | 330134 |
|  | Firms operated for the entire year | 318 | 341 | 2993674 | 149045 | 32486 | 4914 | 288676 | 310867 | 321619 |
|  | Firms with sales less than \$250,000 | 30 | 30 | 3992 | 924 | 227 | 63 | 1797 | 693 | 710 |
|  | Firms with sales of \$250,000 to \$499,999 | 30 | 30 | 10817 | 1318 | 262 | 72 | 3291 | 1580 | 1618 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 35 | 35 | 24630 | 3211 | 739 | 144 | 6666 | 3339 | 3297 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 53 | 53 | 83712 | 11450 | 2454 | 563 | 23294 | 13929 | 15301 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 51 | 55 | 179913 | 12644 | 2819 | 540 | 26602 | 21088 | 21593 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 43 | 45 | 310677 | 20687 | 4994 | 716 | 38920 | 41806 | 42838 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 48 | 52 | 717613 | 41200 | 8196 | 1122 | 78029 | 76467 | 76366 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. | 19 | 24 | 607445 | 35927 | 8208 | 1203 | 66265 | 88538 | 74732 |
|  | \$50,000,000 to \$99,999,999. | 6 | 10 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 3 | 7 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 46 | 46 | 65483 | 3423 | 662 | 133 | 7611 | 3705 | 8515 |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 441 | 548 | 159991093 | 427702 | 115721 | 9552 | 1084059 | 639350 | 693992 |
|  | Firms operated for the entire year | 378 | 485 | 159628189 | 422618 | 112974 | 9219 | 1074796 | 619378 | 680293 |
|  | Firms with sales less than \$250,000 | 57 | 57 | $8817$ | 1853 | 453 | 108 | 3329 | 1447 | 1326 |
|  | Firms with sales of \$250,000 | 57 | 57 | 8817 |  |  |  |  |  |  |
|  | to \$499,999............ | 23 | 23 | 8310 | 1008 | 228 | 63 | 1934 | 1641 | 1737 |
|  | to \$999,999 . ............. | 47 | 47 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ | 71 | 71 | 117671 | 9127 | 2343 | 415 | 17824 | 15252 | 15836 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 2,500,000 \\ & \text { to } \$ 4,999,999 \ldots \ldots \ldots \ldots \ldots \end{aligned}$ | 50 | 53 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999$ | 46 | 47 | 339793 | 21006 | 4995 | 661 | 37196 | 36402 | 39022 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 48 | 50 | 817485 | 47876 | 10402 | 1459 | 87203 | 94523 | 97725 |
|  |  | 21 | 21 | 758547 | 53766 | 13480 | 1560 | 88896 | 109007 | 128796 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 7 | 7 | 463257 | 29130 | 5834 | 904 | 55210 | 51776 | 53530 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 8 | 109 | 156904031 | 239714 | 70955 | 3341 | 746483 | 287008 | 318816 |
|  | Firms not operated for the entire year $\qquad$ | 63 | 63 | 362904 | 5084 | 2747 | 333 | 9263 | 19972 | 13699 |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 463 | 516 | 4375397 | 275806 | 66215 | 7929 | 527348 | 515487 | 561016 |
|  | Firms operated for the entire year | 406 | 459 | 4277436 | 268795 | 64783 | 7765 | 514255 | 512239 | 542049 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 38 | 38 | 4948 | 962 | 228 | 67 | 1955 | 806 | 823 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 25 | 25 | 9683 | 1553 | 359 | 73 | 3537 | 1561 | 1709 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 39 | 39 |  | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 102 | 103 | 172975 | 18453 | 4263 | 735 | 37476 | 26525 | 27885 |
|  | Firms with sales of $\$ 2,500,000$ to \$4 999.999 | 61 | 63 |  |  | D | f | D | D | D |
|  | Firms with sales of \$ $\mathbf{5}, 00000000$ |  |  |  |  |  |  | D | D |  |
|  | to \$9,999,999 .............. | 67 | 72 | 490483 | 47124 | 11387 | 1461 | 83133 | 76690 | 80254 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 50 | 67 | 774589 | 83460 | 18886 | 2273 | 142975 | 129354 | 145094 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 15 | 25 | 530242 | 41164 | 10477 | 1028 | 79764 | 64156 | 62459 |
|  |  | 6 | 7 | D | D | D | f | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 3 | 20 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 57 | 57 | 97961 | 7011 | 1432 | 164 | 13093 | 3248 | 18967 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ |  | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1763 | 2261 | 28150000 | 2015097 | 473874 | 57744 | 3263227 | 3636691 | 3839766 |
|  | Firms operated for the entire year | 1584 | 2076 | 27751129 | 1985857 | 465344 | 56430 | 3217082 | 3603448 | 3755764 |
|  | Firms with sales less than <br> \$250,000 | 103 | 103 | 14601 | 3258 | 700 | 169 | 5704 | 2315 | $2360$ |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 93 | 93 | 33607 | 5568 | 1221 | 269 | 11018 | 5650 | 5731 |
|  | to \$999,999 . . ............. | 132 | 135 | 93957 | 12922 | 2841 | 540 | 24076 | 14308 | 14827 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots \ldots \ldots \ldots$ | 272 | 274 | 451576 | 51138 | 11700 | 2139 | 98686 | 70322 | 75748 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 196 | 200 | 703501 | 75166 | 17420 | 2555 | 138629 | 114558 | 119781 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999. | 237 | 263 | 1710199 | 168436 | 38345 | 5320 | 289561 | 271332 | 281617 |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \text {. }$ | 300 | 365 | 4803180 | 418347 | 96372 | 12168 | 672724 | 709393 | 739573 |
|  | $\$ 25,000,000 \text { to } \$ 49,999,999 \text {. }$ | 150 | 250 | 5276407 | 424215 | 98829 | 11912 | 672965 | 739594 | 775841 |
|  | Firms with sales of | 63 | 163 | 4319133 | 360833 |  |  |  |  | 630156 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 38 | 230 | 10344968 | 465974 | 118750 | 12194 | 726537 | 1057513 | 1101130 |
|  | Firms not operated for the entire year $\qquad$ | 179 | 185 | 398871 | 29240 | 8530 | 1314 | 46145 | 33243 | 84002 |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9564 | r12 620 | r83 214728 | r5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Firms operated for the entire year | 8154 | 11189 | 82318344 | 4977875 | 1176364 | 152832 | 10174022 | 9252215 | 9393979 |
|  | Firms with sales less than \$250,000 ................... . | 1422 | 1424 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1235 | 1241 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1402 | 1430 | 1009689 | 160077 | 38141 | 7589 | 317413 | 195530 | 200491 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1704 | 1843 | 2660809 | 380342 | 88134 | 15482 | 737648 | 474341 | 486004 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 884 | 1086 | 3138870 | 393136 | 89459 | 14086 | 753344 | 511921 | 529921 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 611 | 852 | 4251362 | 437838 | 100446 | 14113 | 834837 | 614855 | 621279 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  | 4251 | 437838 | 100446 | 14 | 834837 | 614855 | 621279 |
|  | \$10,000,000 to \$24,999,999 . | 492 | 1061 | 7754904 | 669734 | 155273 | 20496 | 1281637 | 1007769 | 1056727 |
|  | Firms with sales of $\$ 25,000,000$ to \$49,999,999 | 192 | 455 | 6647747 | 453111 | 103603 | 13236 | 890349 | 676709 | 702745 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 101 | 444 | 6968504 | 376899 | 88518 | 10592 | 777401 | 673881 | 703754 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \text {. } \end{aligned}$ | 111 | 1353 | 49244566 | 1989256 | 485176 | 50628 | 4352728 | 4969695 | 4963714 |
|  | Firms not operated for the entire year | 1410 | 1431 | 896384 | 87189 | 17720 | 3206 | 178361 | 40655 | 203014 |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 9564 | r12 620 | '83 214728 | r5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Firms operated for the entire year | 8154 | 11189 | 82318344 | 4977875 | 1176364 | 152832 | 10174022 | 9252215 | 9393979 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 1422 | 1424 | D | D | D | h | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 1235 | 1241 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1402 | 1430 | 1009689 | 160077 | 38141 | 7589 | 317413 | 195530 | 200491 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1704 | 1843 | 2660809 | 380342 | 88134 | 15482 | 737648 | 474341 | 486004 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 884 | 1086 | 3138870 | 393136 | 89459 | 14086 | 753344 | 511921 | 529921 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 611 | 852 | 4251362 | 437838 | 100446 | 14113 | 834837 | 614855 | 621279 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. Firms with sales of | 492 | 1061 | 7754904 | 669734 | 155273 | 20496 | 1281637 | 1007769 | 1056727 |
|  | \$25,000,000 to \$49,999,999. | 192 | 455 | 6647747 | 453111 | 103603 | 13236 | 890349 | 676709 | 702745 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 101 | 444 | 6968504 | 376899 | 88518 | 10592 | 777401 | 673881 | 703754 |
|  | Firms with sales of $\$ 100,000,000$ or more | 111 | 1353 | 49244566 | 1989256 | 485176 | 50628 | 4352728 | 4969695 | 4963714 |
|  |  |  |  |  |  |  |  |  |  | 4963714 |
|  | Firms not operated for the entire year | 1410 | 1431 | 896384 | 87189 | 17720 | 3206 | 178361 | 40655 | 203014 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211201 | Motor vehicle supplies \& new parts - warehouse distributors |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3762 | r5 095 | '30 313120 | '2 002699 | '463 650 | r67 362 | 4263504 | 3664092 | 3782062 |
|  | Firms operated for the entire year. | 3311 | 4639 | 29848929 | 1966633 | 456490 | 66276 | 4189871 | 3642551 | 3684180 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 513 | 513 | 70768 | 15259 | 3564 | 1012 | 28869 | 14433 | 14656 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 434 | 435 | 156062 | 27967 | 6563 | 1502 | 56959 | 32212 | 32286 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 498 | 509 | 360137 | 56793 | 13694 | 2767 | 115829 | 73082 | 73499 |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ... | 727 | 766 | 1130737 | 161186 | 37788 | 6685 | 320864 | 214068 | 217375 |
|  | to \$4,999,999 ............. | 439 | 525 | 1550365 | 192815 | 43555 | 6996 | 371110 | 278970 | 290005 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 . . . . . . . . . | 284 | 377 | 1953180 | 193560 | 44245 | 6598 | 382913 | 322595 | 326926 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 246 | 550 | 3894007 | 369813 | 86434 | 11641 | 725252 | 620368 | 653034 |
|  | \$25,000,000 to \$49,999,999. | 81 | 220 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 49 | 382 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 40 | 362 |  |  | D | j | D | D | D |
|  | Firms not operated for the entire year | 451 | 456 | 464191 | 36066 | 7160 | 1086 | 73633 | 21541 | 97882 |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 5423 | 6942 | 51468506 | 2905299 | 693404 | 84003 | 5811842 | 5501479 | 5674111 |
|  | Firms operated for the entire year | 4526 | 6019 | 51002055 | 2854849 | 682248 | 81733 | 5709903 | 5476387 | 5565346 |
|  | Firms with sales less than $\$ 250,000$ | 848 | 850 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 747 | 752 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999$. 99 | 837 | 855 | 599263 | 96144 | 22775 | 4548 | 187542 | 118384 | 123086 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............. | 911 | 1021 | 1425435 | 205460 | 47313 | 8304 | 391699 | 258380 | 268082 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 413 | 521 | 1471409 | 185956 | 42702 | 6596 | 357623 | 233444 | 238741 |
|  | Firms with sales of \$5,000,000 to \$9,99,999 .......... | 285 | 415 | 2005479 | 206662 | 47747 | 6482 | 390737 | 268895 | 269872 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 238 | 465 | 3708176 | 289142 | 66783 | 8634 | 546273 | 385325 | 397904 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 112 | 247 | 3933972 | 228969 | 51727 | 6744 | 462659 | 326923 | 340805 |
|  |  | 65 | 177 | 4453066 | 186097 | 46142 | 4615 | 371189 | 362604 | 380580 |
|  | Firms with sales of \$100,000,000 or more ...... | 70 | 716 | 33018331 | 1386848 | 340664 | 31932 | 2868150 | 3444036 | 3466637 |
|  | Firms not operated for the entire year $\qquad$ | 897 | 923 | 466451 | 50450 | 11156 | 2270 | 101939 | 25092 | 108765 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 508 | 583 | 1433102 | 157066 | 37030 | 4673 | 277037 | 127299 | 140820 |
|  | Firms operated for the entire year | 436 | 508 | 1377855 | 149880 | 35401 | 4468 | 263451 | 124824 | 129567 |
|  | Firms with sales less than \$250,000 | 71 | 71 | 10171 | 1780 | 449 | 106 | 3383 | 1416 | 1505 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . . . . .$. | 59 | 59 | 21206 | 3580 | 811 | 152 | 6757 | 2360 | 2562 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 79 | 79 | 58943 | 8300 | 1955 | 335 | 16813 | 6240 | 6108 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 97 | 99 | 153567 | 22195 | 5045 | 818 | 41428 | 16637 | 16522 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 52 | 59 | 186769 | 25005 | 5821 | 790 | 45476 | 17645 | 18953 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 53 | 77 | 368445 | 46755 | 10711 | 1263 | 79113 | 37762 | 39490 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 19 |  | 301518 |  |  | 713 |  |  |  |
|  | Firms with sales of ${ }^{\text {d }}$ ( | 19 | 45 | 301518 | 28682 | 6863 | 713 | 48051 | 31179 | 31774 |
|  | \$25,000,000 to \$49,999,999. | 4 | 9 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 5 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 72 | 75 | 55247 | 7186 | 1629 | 205 | 13586 | 2475 | 11253 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




[^229]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421140 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6877 | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Firms operated for the entire year | 6166 | 6392 | 5067811 | 946435 | 221876 | 44395 | 1918705 | 717393 | 731587 |
|  | Firms with sales less than \$250,000 | 2290 | 2292 | 304732 | 68969 | 16718 | 5347 | $147078$ | 58672 | 59609 |
|  | Firms with sales of $\$ 250,000$ | 2290 | 2292 |  |  |  | 5347 |  | 58672 | 59609 |
|  | to \$499,999 ............ | 1468 | 1472 | 527195 | 108835 | 26261 | 6542 | 234363 | 89466 | 91989 |
|  | to \$999,999 . . . . . . . . . . . | 1244 | 1254 | 871988 | 179902 | 42872 | 9446 | 373410 | 133621 | 138507 |
|  | Firms with sales of $\$ 1,000,000$ <br> to $\$ 2,499,999$ | 855 | 920 | 1288163 | 259011 | 60382 | 10960 | 503863 | 177223 | 181371 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 195 | 241 | 657149 | 127593 | 28972 | 4759 | 241670 | 76035 | 79977 |
|  | to \$9,999,999 ............. | 66 | 90 | 432461 | 71669 | 16742 | 2345 | 138158 | 41320 | 43138 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 39 | 74 | 594216 | 80255 | 18228 | 2847 | 167706 | 70733 | 79267 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 7 | 44 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 2 | 5 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | - | - | _ | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 711 | 713 | 204296 | 25341 | 6270 | 1412 | 55154 | 27557 | 62558 |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 13831 | 15246 | 75006478 | 5316976 | 1225440 | 157465 | 11697560 | 5472358 | 6007773 |
|  | Firms operated for the entire year | 11998 | 13405 | 73546771 | 5204909 | 1204495 | 153847 | 11454954 | 5439720 | 5754786 |
|  | Firms with sales less than <br> \$250,000 | 2076 | 2078 | 274705 | 64131 | 15227 | 4177 | 124954 | 33755 | 33885 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 1550 | 1559 | 559217 | 101300 | 23217 | 5247 | 215231 | 74552 | 76747 |
|  | Firms with sales of \$500,000 | 1916 | 1922 | 138022 |  | 47073 |  |  | 168103 | 172840 |
|  | to \$999,999..............0 | 1916 | 1922 | 1380222 | 205582 | 47073 | 9129 | 441487 | 168103 | 172840 |
|  | to \$2,499,999 .............. | 2510 | 2558 | 3988292 | 464233 | 105462 | 17310 | 997011 | 411822 | 429385 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 2,500,000 \\ & \text { to } \$ 4,999,999 \ldots \ldots \ldots \ldots \end{aligned}$ | 1591 | 1706 | 5601209 | 549037 | 123370 | 17667 | 1148923 | 518168 | 536739 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 1110 | 1274 | 7626592 | 657987 | 147454 | 19537 | 1383720 | 662329 | 689270 |
|  | Firms with sales of $\$ 10,000$ 000 to \$24,999,999 | 816 | 1072 |  |  |  |  | 2017107 | 1075227 | 1142672 |
|  |  | 816 | 1072 | 12405889 | 974005 | 224850 | 26833 | 2017107 | 1075227 | 1142672 |
|  | \$25,000,000 to \$49,999,999. | 255 | 466 | 8611395 | 694857 | 158058 | 17095 | 1424733 | 727907 | 768134 |
|  | \$50,000,000 to \$99,999,999. | 105 | 327 | 7265923 | 529275 | 123960 | 12583 | 1136845 | 688288 | 706303 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 69 | 443 | 25833327 | 964502 | 235824 | 24269 | 2564943 | 1079569 | 1198811 |
|  | Firms not operated for the entire year | 1833 | 1841 | 1459707 | 112067 | 20945 | 3618 | 242606 | 32638 | 252987 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6059 | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Firms operated for the entire year | 5275 | 5912 | 31213439 | 2359810 | 544777 | 64236 | 4820234 | 1689657 | 1774273 |
|  | Firms with sales less than \$250,000 | 812 | 812 | 112718 | 27662 | 6502 | 1494 | 51592 | 11091 | 11235 |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$................. | 611 | 619 | 217701 | 39818 | 9195 | 1940 | 80337 | 22633 | 23086 |
|  | Firms with sales of \$500,000 to \$999,999 | 791 | 794 | 573150 | 85621 | 19589 | 3591 | 176880 | 57476 | 59282 |
|  | Firms with sales of $\$ 1,000,000$ | 791 | 794 | 573150 |  |  |  |  |  |  |
|  | to \$2,499,999 $\ldots$. $\ldots \ldots \ldots \ldots$ | 1171 | 1188 | 1869704 | 210577 | 47460 | 7614 | 435738 | 153448 | 158316 |
|  | to \$4,999,999 ............. | 794 | 832 | 2791443 | 268054 | 60553 | 8586 | 527909 | 191539 | 200168 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 545 | 629 | 3733788 | 314321 | 71647 | 9032 | 613956 | 237169 | 244293 |
|  | Firms with sales of ${ }^{\text {a }}$. $\ldots \ldots \ldots$ |  |  | 3733788 | 314 |  |  | 613 | 237169 | 244 |
|  | \$10,000,000 to \$24,999,999 . | 355 | 490 | 5348365 | 420229 | 97974 | 10875 | 796588 | 324407 | 342932 |
|  | Firms,000,000 to \$49,999,999. | 118 | 193 | 3949446 | 309557 | 69698 | 6991 | 574157 | 170148 | 194232 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 53 | 144 | 3589830 | 294373 | 69519 | 6564 | 571797 | 245278 | 256072 |
|  | \$100,000,000 or more ...... | 25 | 211 | 9027294 | 389598 | 92640 | 7549 | 991280 | 276468 | 284657 |
|  | Firms not operated for the entire year $\qquad$ | 784 | 785 | 685144 | 55513 | 11154 | 1694 | 111333 | 15801 | 92657 |

[^230]Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7787 | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Firms operated for the entire year | 6738 | 7493 | 42333332 | 2845099 | 659718 | 89611 | 6634720 | 3750063 | 3980513 |
|  | Firms with sales less than \$250,000 | 1265 | 1267 | 162161 | 36476 | 8728 | 2684 | 73426 | $22682$ | $22669$ |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 499,999$. ... Firms with sales of $\$ 500,000$ | 939 | 940 | 341516 | 61482 | 14022 | 3307 | 134894 | 51919 | 53661 |
|  | to \$999,999.. | 1127 | 1130 | 808245 | 120133 | 27521 | 5544 | 264881 | 110723 | 113677 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999 . . . . . .$. | 1345 | 1378 | 2129076 | 256139 | 58700 | 9846 | 565015 | 259604 | 272156 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 801 | 877 | 2823924 | 283562 | 63449 | 9175 | 626370 | 328730 | 339994 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 565 | 642 | 3893316 | 342810 | 75595 | 10477 | 767371 | 422849 | 441423 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  | 1220 |  |  |
|  | \$10,000,000 to \$24,999,999. | 463 | 599 | 7073999 | 553607 | 126753 | 15890 | 1220929 | 751613 | 800710 |
|  | \$25,000,000 to \$49,999,999. | 137 | 250 | 4662155 | 384558 | 87913 | 10076 | 848364 | 558300 | 574535 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 52 | 183 | 3676093 | 234902 | 54441 | 6019 | 565048 | 443010 | 450231 |
|  | Firms with sales of $\$ 100,000,000$ or more | 44 | 227 | 16762847 | 571430 | 142596 | 16593 | 1568422 | 800633 | 911457 |
|  | Firms not operated for the entire year | 1049 | 1056 | 774563 | 56554 | 9791 | 1924 | 131273 | 16837 | 160330 |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 7787 | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Firms operated for the entire year | 6738 | 7493 | 42333332 | 2845099 | 659718 | 89611 | 6634720 | 3750063 | 3980513 |
|  | Firms with sales less than $\$ 250,000$ | 1265 | 1267 | 162161 | $36476$ | $8728$ | 2684 | $73426$ | $22682$ | 22669 |
|  | Firms with sales of \$ 250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999.............. | 939 | 940 | 341516 | 61482 | 14022 | 3307 | 134894 | 51919 | 53661 |
|  | Firms with sales of $\$ 500,000$ <br> to $\$ 999,999$. | 1127 | 1130 | 808245 | 120133 | 27521 | 5544 | 264881 | 110723 | 113677 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1345 | 1378 | 2129076 | 256139 | 58700 | 9846 | 565015 | 259604 | 272156 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 .. | 801 | 877 | 2823924 | 283562 | 63449 | 9175 | 626370 | 328730 | 339994 |
|  |  | 565 | 642 | 3893316 | 342810 | 75595 | 10477 | 767371 | 422849 | 441423 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 463 | 599 | 7073999 | 553607 | 126753 | 15890 | 1220929 | 751613 | 800710 |
|  | \$25,000,000 to \$49,999,999. | 137 | 250 | 4662155 | 384558 | 87913 | 10076 | 848364 | 558300 | 574535 |
|  | Firms with sales of ${ }^{\text {P }}$, | 52 | 183 | 3676093 | 234902 | 54441 | 6019 | 565048 | 443010 | 450231 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 44 | 227 | 16762847 | 571430 | 142596 | 16593 | 1568422 | 800633 | 911457 |
|  | Firms not operated for the entire year $\qquad$ | 1049 | 1056 | 774563 | 56554 | 9791 | 1924 | 131273 | 16837 | 160330 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1285 | 1332 | 6744886 | 478488 | 108490 | 16343 | 1269407 | 859253 | 887509 |
|  | Firms operated for the entire year | 1132 | 1179 | 6606734 | 472161 | 107229 | 16126 | 1254360 | 857000 | 867051 |
|  | Firms with sales less than $\$ 250,000$ | 208 | 208 | 26535 | 5909 | 1487 | 491 | 12303 | 4842 | 4787 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 137 | 137 | 49950 | 8973 | 2111 | 469 | 21852 | 9204 | 9375 |
|  | Firms with sales of \$500,000 to \$999,999 | 182 | 183 | 131276 | 16810 | 3871 | 818 | 41353 | 21597 | 22044 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 205 | 207 | 319554 | 31049 | 6919 | 1252 | 79688 | 43698 | 44517 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 153 | 160 | 544423 | 44203 | 9453 | 1377 | 114967 | 74282 | 77243 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 100 | 108 | 687918 | 50840 | 11436 | 1658 | 130973 | 73495 | 76245 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 94 | 105 | 1381103 | 97462 | 23117 | 2395 | 240755 | 169356 | 170869 |
|  | \$25,000,000 to \$49,999,999 . | 36 | 46 | 1267035 | 90769 | 20290 | 2340 | 244467 | 156150 | 147296 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 11 | 16 | D | D | D | g | D | D | D |
|  | \$100,000,000 or more ...... | 6 | 9 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 153 | 153 | 138152 | 6327 | 1261 | 217 | 15047 | 2253 | 20458 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |  |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213 | Lumber \& other construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms. | 11118 | 14267 | 89175875 | 5296176 | 1227622 | 155535 | 10717929 | 6367862 | 6764054 |
|  | Firms operated for the entire year | 9296 | 12441 | 87829345 | 5196392 | 1208360 | 152240 | 10513530 | 6335050 | 6585306 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 1317 | 1317 | 177927 | 44438 | 10260 | 2643 | 80767 | 15250 | 15667 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 1103 | 1103 | 401453 | 76741 | 17252 | 3790 | 150064 | 37212 | 38267 |
|  | Firms with sales of \$500,000 to \$999,999 | 1299 | 1304 | 931250 | 146518 | 32097 | 6456 | 289477 | 80818 | 83115 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1978 | 2024 | 3177440 | 383560 | 84375 | 14425 | 764501 | 276486 | 287713 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 1270 | 1336 | 4493603 | 446226 | 100338 | 14179 | 883732 | 395784 | 408673 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999 \ldots \ldots . . . . .$. | 974 | 1133 | 6793828 | 597850 | 131211 | 17936 | 1174997 | 608531 | 634216 |
|  |  | 816 | 1157 | 12373010 | 854236 | 191202 | 23047 | 1658500 | 962185 | 1028583 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 291 | 753 | 9946955 | 628753 | 142840 | 16666 | 1279309 | 862944 | 914169 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 147 | 570 | 10175547 | 586405 | 137009 | 16489 | 1168199 | 931785 | 956925 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . \end{aligned}$ | 101 | 1744 | 39358332 | 1431665 | 361776 | 36609 | 3063984 | 2164055 | 2217978 |
|  | Firms not operated for the entire year $\qquad$ | 1822 | 1826 | 1346530 | 99784 | 19262 | 3295 | 204399 | 32812 | 178748 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5531 | 6767 | 60455924 | 3126436 | 736657 | 88905 | 6133048 | 4373481 | 4600369 |
|  | Firms operated for the entire year | 4780 | 6014 | 59777982 | 3087004 | 729103 | 87547 | 6055141 | 4354384 | 4521530 |
|  | Firms with sales less than \$250,000 .................... | 529 | 529 | 71294 | 17325 | 4046 | 1105 | 31052 | 5920 | 6414 |
|  | Firms with sales of \$250,000 to \$499,999 | 471 | 471 | 172926 | 33136 | 7634 | 1705 | 62097 | 15063 | 15439 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 566 | 568 | 406348 | 60328 | 13616 | 2934 | 116691 | 36126 | 37563 |
|  | Firms with sales of \$1,000,000 <br> to $\$ 2,499,999$ | 957 | 968 | 1543216 | 172391 | 38433 | 6745 | 335353 | 133461 | 138608 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 714 | 736 | 2538864 | 222403 | 49992 | 7359 | 435071 | 210847 | 221296 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 610 | 659 | 4300241 | 342135 | 75875 | 10514 | 660378 | 374095 | 388154 |
|  | Firms with sales of |  | 683 | 519374 | 531967 | 9168 |  | 1006284 | 672810 | 728811 |
|  | \$10,000,000 to \$24,999,999. | 559 | 683 | 8519374 | 531967 | 119168 | 14429 | 1006284 | 672810 | 728811 |
|  | \$25,000,000 to \$49,999,999. | 208 | 411 | 7149286 | 403258 | 92682 | 10508 | 787207 | 604259 | 640785 |
|  | \$50,000,000 to \$99,999,999. | 102 | 299 | 7260304 | 370620 | 87677 | 10073 | 701302 | 701930 | 729494 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots \ldots . \end{aligned}$ | 64 | 690 | 27816129 | 933441 | 239980 | 22175 | 1919706 | 1599873 | 1614966 |
|  | Firms not operated for the entire year $\qquad$ | 751 | 753 | 677942 | 39432 | 7554 | 1358 | 77907 | 19097 | 78839 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 5531 | 6767 | 60455924 | 3126436 | 736657 | 88905 | 6133048 | 4373481 | 4600369 |
|  | Firms operated for the entire year <br> Firms with sales less than \$250,000 | 4780 | 6014 | 59777982 | 3087004 | 729103 | 87547 | 6055141 | 4354384 | 4521530 |
|  |  | 529 | 529 | 71294 | 17325 | 4046 | 1105 | 31052 | 5920 | 6414 |
|  | Firms with sales of \$250,000 to \$499,999 | 471 | 471 | 172926 | 33136 | 7634 | 1705 | 62097 | 15063 | 15439 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 566 | 568 | 406348 | 60328 | 13616 | 2934 | 116691 | 36126 | 37563 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 957 | 968 | 1543216 | 172391 | 38433 | 6745 | 335353 | 133461 | 138608 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 714 | 736 | 2538864 | 222403 | 49992 | 7359 | 435071 | 210847 | 221296 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 610 | 659 | 4300241 | 342135 | 75875 | 10514 | 660378 | 374095 | 388154 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 559 | 683 | 8519374 | 531967 | 119168 | 14429 | 1006284 | 672810 | 728811 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 208 | 411 | 7149286 | 403258 | 92682 | 10508 | 787207 | 604259 | 640785 |
|  | \$25,000,000 to \$49,999,999 . <br> Firms with sales of \$50,000,000 to \$99,999,999 | 102 | 299 | 7260304 | 370620 |  | 10073 | 701302 | 701930 | 729494 |
|  | \$50,000,000 to \$99,999,999. <br> Firms with sales of $\$ 100,000,000$ or more |  | 299 | 7260304 | 370620 | 87677 | 10073 | 701302 | 701930 | 729494 |
|  |  | 64 | 690 | 27816129 | 933441 | 239980 | 22175 | 1919706 | 1599873 | 1614966 |
|  | Firms not operated for the entire year | 751 | 753 | 677942 | 39432 | 7554 | 1358 | 77907 | 19097 | 78839 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |  |

See footnotes at end of table

Table 4. Sales Size of Firms: 1997-Con.



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| 42 | WHOLESALE TRADE- <br> Con. <br> Wholesale trade, durable <br> goods-Con. |
| 421 |  |

4213101 Lumber without yard whsle
 . Firms with sales le
$\$ 250,000 \ldots \ldots .$. to $\$ 499,999$
to $\$ 499,999 \ldots \ldots \ldots$ to \$999,999..
forms with sales of $\$ 1,000,000$
to $\$ 2,499,999 \ldots \ldots \ldots$ to $\$ 4,999,999$ to $\$ 9,999,999$ irms with sales of $\$ 10,000,000$ to $\$ 24,999,999$ irms with sales of
\$25,000,000 to \$49,999,999 irms with sales of
$\$ 50,000,000$ to $\$ 99,999,999$
Firms with sales Firms with sales of
$\$ 100,000,000$ or more.... .

4213102

| All firms $\ldots \ldots \ldots \ldots$ |
| :---: |
| $\begin{array}{l}\text { Firms operated for the entire }\end{array}$ | $\qquad$


|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
|  |  |  |  |  |
| Firms <br> (number) | First- <br> Establish- <br> ments <br> (number) | Sales <br> quarter <br> payroll | Annual <br> payroll | $(\$ 1,000)$ |



Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42132 | Brick, stone, \& related construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 2126 | 3026 | 10711750 | 761681 | 168106 | 23753 | 1692184 | 775319 | 846315 |
|  | Firms operated for the entire year | 1695 | 2595 | 10478064 | 736535 | 164192 | 23035 | 1636747 | 770516 | 806982 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | \$250,000 ............... | 288 | 288 | 40450 | 10259 | 2312 | 648 | 19704 | 4112 | 4069 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 241 | 241 | 87002 | 16561 | 3541 | 792 | 34997 | 9765 | 10008 |
|  | Firms with sales of \$500,000 <br> to \$999,999 | 286 | 287 | 203259 | 33752 | 6942 | 1378 | 71495 | 19937 | 20482 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499, 999 | 392 | 408 | 627561 | 89787 | 18681 | 3260 | 189467 | 64512 | 67607 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 $\ldots \ldots \ldots \ldots .$. | 222 | 245 | 772220 | 99058 | 21183 | 3058 | 204170 | 91086 | 97193 |
|  | Firms with sales of \$5,000, 0 . . | 131 | 186 | 905819 | 104876 | 21214 | 2846 | 225901 | 103182 | 110666 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 78 | 147 | 1145288 | 103467 | 23965 | 2936 | 237534 | 102175 | 110575 |
|  | \$25,000,000 to \$49,999,999. | 26 | 134 | 881166 | 62642 | 12489 | 1466 | 143976 | 83592 | 89870 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 20 | 168 | D | D | D | g | D | D | D |
|  | \$100,000,000 or more ...... | 11 | 491 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 431 | 431 | 233686 | 25146 | 3914 | 718 | 55437 | 4803 | 39333 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2126 | 3026 | 10711750 | 761681 | 168106 | 23753 | 1692184 | 775319 | 846315 |
|  | Firms operated for the entire year | 1695 | 2595 | 10478064 | 736535 | 164192 | 23035 | 1636747 | 770516 | 806982 |
|  | Firms with sales less than \$250,000 | 288 | 288 | 40450 | 10259 | 2312 | 648 | 19704 | 4112 | 4069 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 241 | 241 | 87002 | 16561 | 3541 | 792 | 34997 | 9765 | 10008 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 286 | 287 | 203259 | 33752 | 6942 | 1378 | 71495 | 19937 | 20482 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 392 | 408 | 627561 | 89787 | 18681 | 3260 | 189467 | 64512 | 67607 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 222 | 245 | 772220 | 99058 | 21183 | 3058 | 204170 | 91086 | 97193 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 131 | 186 | 905819 | 104876 | 21214 | 2846 | 225901 | 103182 | 110666 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 78 | 147 | 1145288 | 103467 | 23965 | 2936 | 237534 | 102175 | 110575 |
|  | \$25,000,000 to \$49,999,999. | 26 | 134 | 881166 | 62642 | 12489 | 1466 | 143976 | 83592 | 89870 |
|  | \$50,000,000 to \$99,999,999. | 20 | 168 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 11 | 491 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 431 | 431 | 233686 | 25146 | 3914 | 718 | 55437 | 4803 | 39333 |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 716 | 1184 | 3546360 | 284096 | 66310 | 9941 | 619783 | 333266 | 357316 |
|  | Firms operated for the entire year | 571 | 1039 | 3466913 | 277740 | 65446 | 9778 | 604225 | 330511 | 344130 |
|  | Firms with sales less than <br> \$250,000 | 101 | 101 | 13854 | 3452 | 838 | 205 | 6647 | 1776 | 1837 |
|  | Firms with sales of \$250,000 to \$499,999 | 87 | 87 | 31907 | 6067 | 1338 | 269 | 11888 | 4182 | 4489 |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999 | 95 | 95 | 68182 | 11905 | 2502 | 423 | 23865 | 7652 | 7717 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ |  |  | 68182 | 11905 |  | 423 |  |  |  |
|  |  | 126 | 130 | 199702 | 25979 | 5651 | 963 | 51619 | 25112 | 25652 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 80 | 89 | 275400 | 34757 | 7212 | 1163 | 69307 | 37577 | 40545 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 43 | 72 | 283687 | 31848 | 7020 | 867 | 65225 | 35979 | 37620 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 43 | 72 | 283687 |  |  | 867 |  |  | 37620 |
|  |  | 24 | 44 | 335129 | 36857 | 8322 | 1048 | 78892 | 33217 | 33848 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 5 | 44 | 162006 | 13039 | 3108 | 389 | 24972 | 15289 | 15433 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 7 | 62 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 3 | 315 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 145 | 145 | 79447 | 6356 | 864 | 163 | 15558 | 2755 | 13186 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213202 | Sand, gravel, \& stone whsle All firms $\qquad$ | 879 | 1012 | 2001239 | 239974 | 49004 | 7775 | 539309 | 188511 | 212072 |
|  | Firms operated for the entire year | 685 | 818 | 1896134 | 226072 | 46743 | 7368 | 509649 | 187138 | 195795 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 127 | 127 | 18687 | 4670 | 981 | 324 | 9175 | 1590 | 1605 |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 99 | 99 | 34660 | 6961 | 1456 | 344 | 14886 | 3129 | 3116 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 128 | 130 | 91710 | 14723 | 2948 | 641 | 33343 | 8260 | 8894 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 162 | 170 | 259675 | 43672 | 8879 | 1648 | 91345 | 24329 | 26280 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 75 | 85 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 57 | 69 | 400870 | 50495 | 9798 | 1385 | 111304 | 38729 | 41509 |
|  | Firms with sales of |  |  | 403823 |  |  |  |  | - 412 |  |
|  | \$10,000,000 to \$24,999,999. | 27 | 50 | 403823 | 33608 | 7297 | 982 | 85091 | 29412 | 32579 |
|  | \$25,000,000 to \$49,999,999. | 9 | 69 | D | D | D | $f$ | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 19 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 194 | 194 | 105105 | 13902 | 2261 | 407 | 29660 | 1373 | 16277 |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 569 | 830 | 5164151 | 237611 | 52792 | 6037 | 533092 | 253542 | 276927 |
|  | Firms operated for the entire year | 476 | 737 | 5114408 | 232646 | 51986 | 5887 | 522691 | 252765 | 266952 |
|  | Firms with sales less than $\$ 250,000 \ldots . . . . . . . . . .$. | 62 | 62 | 8314 | 2186 | 508 | 121 | 3984 | 963 | 787 |
|  | Firms with sales of \$250,000 to \$499,999 | 57 | 57 | 21148 | 3589 | 763 | 182 | 8498 | 2567 | 2520 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999.............. | 74 | 75 | 51518 | 8162 | 1739 | 360 | 16612 | 5113 | 5238 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 110 | 113 | 178734 | 21315 | 4484 | 677 | 48683 | 17344 | 18954 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 74 | 77 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 33 | 51 | 231670 | 23024 | 4692 | 625 | 51060 | 31903 | 34445 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 31 | 52 | 450769 | 35333 | 8641 | 961 | 77912 | 41980 | 47091 |
|  | \$25,000,000 to \$49,999,999. | 16 | 44 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 10 | 59 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\qquad$ | 9 | 147 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 93 | 93 | 49743 | 4965 | 806 | 150 | 10401 | 777 | 9975 |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Firms operated for the entire year | 897 | 1399 | 9629273 | 588609 | 131153 | 16016 | 1270001 | 589523 | 623649 |
|  | Firms with sales less than <br> \$250,000 | 118 | 118 | 15113 | 3958 | 913 | 184 | 7185 | 1140 | 1120 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 76 | 76 | 28437 | 4745 | 1018 | 204 | 10019 | 2886 | 3070 |
|  | Firms with sales of \$500,000 <br> to \$999,999. | 113 | 114 | 83223 | 11814 | 2527 | 445 | 24060 | 5576 | 5486 |
|  | Firms with sales of \$1,000,000 <br> to \$2,499,999 | 189 | 192 | 302763 | 31308 | 7327 | 1061 | 62800 | 20504 | 21401 |
|  | Firms with sales of $\$ 2,500,000$ <br> to \$4,999,999 | 129 | 131 | 462660 | 33356 | 7282 | 907 | 70802 | 25866 | 26334 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 109 | 133 | 757503 | 68547 | 14635 | 1850 | 126158 | 63474 | 64985 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 103 | 158 | 1574465 | 97544 | 20656 | 2348 | 194601 | 96036 | 96463 |
|  | Firms with sales of \$25,000,000 to \$49,999,999. | 27 | 94 | 927163 | 80091 | 18593 | 2057 | 168306 | 89767 | 92144 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 18 | 62 | 1150327 | 75028 | 16514 | 2465 | 156940 | 83505 | 87234 |
|  | $\$ 100,000,000$ or more ...... | 15 | 321 | 4327619 | 182218 | 41688 | 4495 | 449130 | 200769 | 225412 |
|  | Firms not operated for the entire year $\qquad$ | 184 | 185 | 182272 | 13217 | 2403 | 386 | 28094 | 6017 | 27575 |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421330 | Roofing, siding, \& insulation material whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Firms operated for the entire year | 897 | 1399 | 9629273 | 588609 | 131153 | 16016 | 1270001 | 589523 | 623649 |
|  | Firms with sales less than \$250,000 | 118 | 118 | 15113 | 3958 | 913 | 184 | 7185 | 1140 | 1120 |
|  | Firms with sales of $\$ 250,000$ to \$499 999 | 76 | 76 | 28437 | 4745 | 1018 | 204 | 10019 | 2886 | 3070 |
|  | Firms with sales of $\$ 500,000$ | 76 | 76 | 28437 |  |  | 204 | 10019 | 2886 | 3070 |
|  | to \$999,999............. | 113 | 114 | 83223 | 11814 | 2527 | 445 | 24060 | 5576 | 5486 |
|  | to \$2,499,999 ............. | 189 | 192 | 302763 | 31308 | 7327 | 1061 | 62800 | 20504 | 21401 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$..................... | 129 | 131 | 462660 | 33356 | 7282 | 907 | 70802 | 25866 | 26334 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ............ | 109 | 133 | 757503 | 68547 | 14635 | 1850 | 126158 | 63474 | 64985 |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 . | 103 | 158 | 1574465 | 97544 | 20656 | 2348 | 194601 | 96036 | 96463 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 27 | 94 | 927163 | 80091 | 18593 | 2057 | 168306 | 89767 | 92144 |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | 18 | 62 | 1150327 | 75028 | 16514 | 2465 | 156940 | 83505 | 87234 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 15 | 321 | 4327619 | 182218 | 41688 | 4495 | 449130 | 200769 | 225412 |
|  | Firms not operated for the entire year | 184 | 185 | 182272 | 13217 | 2403 | 386 | 28094 | 6017 | 27575 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Firms operated for the entire year | 897 | 1399 | 9629273 | 588609 | 131153 | 16016 | 1270001 | 589523 | 623649 |
|  | Firms with sales less than \$250,000 | 118 | 118 | 15113 | 3958 | 913 | 184 | 7185 | 1140 | 1120 |
|  | Firms with sales of \$250,000 |  |  | 15113 |  |  |  |  |  |  |
|  | to \$499,999 ............ | 76 | 76 | 28437 | 4745 | 1018 | 204 | 10019 | 2886 | 3070 |
|  | to \$999,999 . . . . . . . . . . | 113 | 114 | 83223 | 11814 | 2527 | 445 | 24060 | 5576 | 5486 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 189 | 192 | 302763 | 31308 | 7327 | 1061 | 62800 | 20504 | 21401 |
|  | Firms with sales of \$2,500,000 |  | 192 | 302763 | 31 |  |  | 62800 | 20504 |  |
|  | to \$4,999,999 ............. | 129 | 131 | 462660 | 33356 | 7282 | 907 | 70802 | 25866 | 26334 |
|  | Firms with sales of $\$ 5,000,000$ | 109 | 133 | 757503 | 68547 | 14635 | 1850 | 126158 | 63474 | 64985 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 103 | 158 | 1574465 | 97544 | 20656 | 2348 | 194601 | 96036 | 96463 |
|  |  | 27 | 94 | 927163 | 80091 | 18593 | 2057 | 168306 | 89767 | 92144 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 18 | 62 | 1150327 | 75028 | 16514 | 2465 | 156940 | 83505 | 87234 |
|  | $\$ 100,000,000 \text { or more } \ldots . .$ | 15 | 321 | 4327619 | 182218 | 41688 | 4495 | 449130 | 200769 | 225412 |
|  | Firms not operated for the entire year $\qquad$ | 184 | 185 | 182272 | 13217 | 2403 | 386 | 28094 | 6017 | 27575 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms $\qquad$ <br> Firms operated for the entire | 2459 | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Firms operated for the entire $\qquad$ <br> Firms with sales less than \$250,000 | 1999 | 2429 | 7940222 | 783736 | 183888 | 25638 | 1550833 | 620590 | 632300 |
|  |  | 385 | 385 | 51483 | 13010 | 3014 | 714 | 23060 | 4168 | 4158 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 315 | 315 | 113088 | 22299 | 5059 | 1089 | 42951 | 9498 | 9750 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 341 | 342 | 243697 | 41192 | 9144 | 1722 | 78661 | 19860 | 20160 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 450 | 464 | 724023 | 93460 | 20553 | 3456 | 182922 | 61016 | 63137 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 217 | 237 | 762777 | 94795 | 22801 | 2968 | 180609 | 72668 | 68857 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ |  |  | 72277 |  |  |  |  |  |  |
|  |  | 136 | 169 | 921638 | 94395 | 21865 | 3030 | 184144 | 76302 | 79110 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 95 | 221 | 1433011 | 142640 | 32782 | 3958 | 270400 | 122293 | 123271 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 |  |  |  | 142 |  |  |  |  |  |
|  |  | 41 | 142 | 1418385 | 114130 | 27131 | 3582 | 236782 | 137042 | 139844 |
|  | \$25,000,000 to \$49,999,999. <br> Firms with sales of \$50,000,000 to \$99,999,999 . | 12 | 66 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... |  |  |  |  |  | g |  |  |  |
|  |  | 7 | 88 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 460 | 461 | 256434 | 22497 | 5415 | 837 | 43769 | 2932 | 33846 |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay including March 12 (number) | Operating expenses (\$1,000) | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421390 | Other construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 2459 | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Firms operated for the entire year ........................... | 1999 | 2429 | 7940222 | 783736 | 183888 | 25638 | 1550833 | 620590 | 632300 |
|  | Firms with sales less than \$250,000 | 385 | 385 | 51483 | 13010 | 3014 | 714 | 23060 | 4168 | 4158 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 315 | 315 | 113088 | 22299 | 5059 | 1089 | 42951 | 9498 | 9750 |
|  | Firms with sales of \$500,000 | 315 | 315 | 113 | 22299 | 5059 | 1089 | 42951 | 9498 | 9750 |
|  | to \$999,999............. | 341 | 342 | 243697 | 41192 | 9144 | 1722 | 78661 | 19860 | 20160 |
|  | to \$2,499,999 ............. | 450 | 464 | 724023 | 93460 | 20553 | 3456 | 182922 | 61016 | 63137 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$.................. | 217 | 237 | 762777 | 94795 | 22801 | 2968 | 180609 | 72668 | 68857 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 136 | 169 | 921638 | 94395 | 21865 | 3030 | 184144 | 76302 | 79110 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 95 | 221 | 1433011 | 142640 | 32782 | 3958 | 270400 | 122293 | 123271 |
|  | Firms with sales of ${ }^{\text {S }}$ ( $25,000,000$ to \$49,999,999 . | 41 | 142 | 1418385 | 114130 | 27131 | 3582 | 236782 | 137042 | 139844 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 12 | 66 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 7 | 88 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 460 | 461 | 256434 | 22497 | 5415 | 837 | 43769 | 2932 | 33846 |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 547 | 669 | 1950805 | 235834 | 57069 | 8197 | 456813 | 130217 | 134854 |
|  | Firms operated for the entire year | 462 | 583 | 1922080 | 230968 | 54860 | 7927 | 448243 | 129085 | 130548 |
|  | Firms with sales less than <br> \$250,000 | 96 | 96 | 14141 | 3040 | 711 | 182 | 5946 | 1150 | 1203 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 89 | 89 | 31164 | 7677 | 1736 | 342 | 13751 | 2498 | 2536 |
|  | Firms with sales of \$500,000 | 76 | 76 | 51923 | 12516 | 2673 | 482 | 23595 | 3578 | 3692 |
|  | Firms with sales of $\$ 1,0000,000$ | 76 |  |  | 12516 | 2673 | 482 | 23595 | 3578 | 3692 |
|  | to \$2,499,999............. | 81 | 86 | 127192 | 19928 | 4499 | 783 | 36695 | 10130 | 10780 |
|  | Firms with sales of $\$ 2,500,000$ | 49 | 57 | 173875 | 27698 | 7120 | 976 | 49347 | 20509 | 16571 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$.............. | 39 | 44 | 271933 | 28212 | 6921 | 891 | 53721 | 13169 | 13192 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 22 | 41 | 335617 | 34019 | 7814 | 1134 | 62572 | 21677 | 23401 |
|  | \$25,000,000 to \$49,999,999. | 4 | 18 | 129565 | 16873 | 4215 | 521 | 34272 | 11484 | 11948 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 3 | 11 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 3 | 65 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 85 | 86 | 28725 | 4866 | 2209 | 270 | 8570 | 1132 | 4306 |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1915 | 2221 | 6245851 | 570399 | 132234 | 18278 | 1137789 | 493305 | 531292 |
|  | Firms operated for the entire year | 1540 | 1846 | 6018142 | 552768 | 129028 | 17711 | 1102590 | 491505 | 501752 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 289 | 289 | 37342 | 9970 | 2303 | 532 | 17114 | 3018 | 2955 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 226 | 226 | 81924 | 14622 | 3323 | 747 | 29200 | 7000 | 7214 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 265 | 266 | 191774 | 28676 | 6471 | 1240 | 55066 | 16282 | 16468 |
|  | Firms with sales of \$1,000,000 <br> to \$2,499,999 | 369 | 378 | 596831 | 73532 | 16054 | 2673 | 146227 | 50886 | 52357 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 168 | 180 | 588902 | 67097 | 15681 | 1992 | 131262 | 52159 | 52286 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 97 | 125 | 649705 | 66183 | 14944 | 2139 | 130423 | 63133 | 65918 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 77 | 195 | 1174199 | 116067 | 26960 | 3116 | 222744 | 107459 | 106718 |
|  | F ${ }^{\text {F }} 25,000,000$ to \$ $449,999,999$. | 36 | 115 | 1255541 | 93741 | 22155 | 2882 | 194655 | 121294 | 123492 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 9 | 55 | 614807 | 42796 | 11389 | 1417 | 94330 | 49735 | 52876 |
|  | \$100,000,000 or more ...... | 4 | 17 | 827117 | 40084 | 9748 | 973 | 81569 | 20539 | 21468 |
|  | Firms not operated for the entire year | 375 | 375 | 227709 | 17631 | 3206 | 567 | 35199 | 1800 | 29540 |

[^231]Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 36848 | 45351 | 367383550 | 33292437 | 8317953 | 716113 | 62642404 | 24912094 | 27009852 |
|  | Firms operated for the entire year | 31642 | 40092 | 361545846 | 32706116 | 8178260 | 702019 | 61505319 | 24747056 | 26289440 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 5784 | $5791$ | 781748 | 209565 | 50073 | 10937 | 374483 | 71682 | 71838 |
|  | Firms with sales of \$250,000 |  |  |  | 209565 | 50.073 | 10937 | 374 | 71682 | 71 |
|  |  | 4596 | 4609 | 1659679 | 367581 | 85243 | 14913 | 681240 | 148342 | 151814 |
|  | Firms with sales of $\$ 500,000$ to $\$ 909$ | 5289 | 5337 | 3769084 | 741827 | 170357 | 26272 | 1383056 | 320853 | 329105 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 6661 | 6911 | 10600367 | 1853378 | 421781 | 55959 | 3406613 | 887254 | 921221 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 3655 | 4051 | 12788975 | 1919853 | 432101 | 51706 | 3496272 | 995019 | 1036233 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 2531 | 3118 | 17522380 | 2381052 | 537580 | 58569 | 4294057 | 1389441 | 1474279 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 1853 | 2796 | 28121483 | 3290185 | 751021 | 75340 | 5954341 | 2196778 | 2362106 |
|  | \$25,000,000 to \$49,999,999. | 621 | 1244 | 21301479 | 2017047 | 466148 | 44163 | 3940674 | 1779982 | 1820512 |
|  | \$50,000,000 to \$99,999,999. | 304 | 873 | 20762668 | 1944779 | 462535 | 40382 | 3802917 | 1534429 | 1742421 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 348 | 5362 | 244237983 | 17980849 | 4801421 | 323778 | 34171666 | 15423276 | 16379911 |
|  | Firms not operated for the entire year | 5206 | 5259 | 5837704 | 586321 | 139693 | 14094 | 1137085 | 165038 | 720412 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . | 1126 | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |
|  | Firms operated for the entire year | 999 | 1252 | 16582745 | 920463 | 216087 | 21002 | 2151838 | 1197720 | 1211186 |
|  | Firms with sales less than \$250,000 | 141 | 141 | $18301$ | 5008 | 1177 | 284 | 8742 | 1657 | 1641 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  |  | 133 | 133 | 48725 | 9916 | 2123 | 409 | 19316 | 5683 | 6068 |
|  | to \$999,999.............. | 145 | 145 | 103634 | 17652 | 4018 | 693 | 36418 | 9883 | 9955 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 222 | 229 | 364135 | 55855 | 12363 | 1705 | 112148 | 42061 | 44073 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 . $\ldots \ldots \ldots \ldots$ | 119 | 137 | 428427 | 54760 | 12300 | 1620 | 104493 | 42140 | 44802 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 \ldots . . . . . . . . . . . . . . . ~ \end{aligned}$ | 99 | 118 | 717245 | 81988 | 17300 | 2119 | 162707 | 93226 | 96440 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 85 | 133 | 1307332 | 135707 | 31887 | 3436 | 260374 | 145146 | 154534 |
|  | Firms with sales of ${ }^{\text {S }}$, | 29 | 55 | 1033727 | 94238 | 21205 | 2022 | 204941 | 135367 | 142275 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 11 | 19 | D | D | D | f | D | D | D |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 15 | 142 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 127 | 127 | 96306 | 9402 | 1113 | 193 | 18520 | 2413 | 11169 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms <br> Firms operated for the entire year | 1126 | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |
|  |  | 999 | 1252 | 16582745 | 920463 | 216087 | 21002 | 2151838 | 1197720 | 1211186 |
|  | Firms with sales less than \$250,000 | 141 | 141 | 18301 | 5008 | 1177 | 284 | 8742 | 1657 | 1641 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 133 | 133 | 48725 | 9916 | 2123 | 409 | 19316 | 5683 | 6068 |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999 |  | 133 |  | 9916 | 2123 | 409 |  | 5683 |  |
|  |  | 145 | 145 | 103634 | 17652 | 4018 | 693 | 36418 | 9883 | 9955 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 222 | 229 | 364135 | 55855 | 12363 | 1705 | 112148 | 42061 | 44073 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 119 | 137 | 428427 | 54760 | 12300 | 1620 | 104493 | 42140 | 44802 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ |  |  | 28 |  |  |  |  |  |  |
|  |  | 99 | 118 | 717245 | 81988 | 17300 | 2119 | 162707 | 93226 | 96440 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 85 | 133 | 1307332 | 135707 | 31887 | 3436 | 260374 | 145146 | 154534 |
|  | Firms with sales of$\$ 25,000,000$ to $\$ 49,999,999$. |  |  |  |  |  |  |  |  |  |
|  |  | 29 | 55 | 1033727 | 94238 | 21205 | 2022 | 204941 | 135367 | 142275 |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 11 | 19 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more |  |  |  |  |  |  |  |  |  |
|  |  | 15 | 142 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 127 | 127 | 96306 | 9402 | 1113 | 193 | 18520 | 2413 | 11169 |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |  |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ |  | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42142 | Office equipment whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 5123 | '7 319 | r36 646598 | '5 421076 | r1376 025 | r143 381 | 9434843 | 2583465 | 2702445 |
|  | Firms operated for the entire year ............................ | 4531 | 6720 | 36383980 | 5379490 | 1364328 | 141684 | 9364212 | 2572402 | 2660068 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 1059 | 1062 | 148802 | 40423 | 9664 | 2362 | 72392 | 15658 | 15633 |
|  | Firms with sales of \$250,000 to \$499,999. | 844 | 851 | 303132 | 74754 | 17540 | 3506 | 132039 | 32918 | 33697 |
|  | Firms with sales of \$500,000 to \$999,999 . . ............... | 855 | 868 | 601837 | 140990 | 32622 | 5778 | 246219 | 64257 | 66273 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 923 | 993 | 1444366 | 325574 | 75996 | 11206 | 556170 | 157791 | 164326 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 426 | 576 | 1451463 | 319597 | 74661 | 10093 | 530823 | 154889 | 161108 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$............ | 226 | 354 | 1511828 | 326453 | 74605 | 9067 | 529273 | 162869 | 169970 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 129 | 323 | 1918578 | 371007 | 85356 | 10008 | 592854 | 201168 | 216216 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 28 | 91 | 894276 | 126758 | 29351 | 3125 | 210038 | 93785 | 100166 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 18 | 131 | 1265792 | 152306 | 37459 | 4059 | 267286 | 54183 | 57167 |
|  | Firms with sales of $\$ 100,000,000$ or more . ..... | 23 | 1471 | 26843906 | 3501628 | 927074 | 82480 | 6227118 | 1634884 | 1675512 |
|  | Firms not operated for the entire year | 592 | 599 | 262618 | 41586 | 11697 | 1697 | 70631 | 11063 | 42377 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 5123 | '7319 | 「36 646598 | '5 421076 | r1 376025 | r143 381 | 9434843 | 2583465 | 2702445 |
|  | Firms operated for the entire year | 4531 | 6720 | 36383980 | 5379490 | 1364328 | 141684 | 9364212 | 2572402 | 2660068 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | \$250,000 ............... | 1059 | 1062 | 148802 | 40423 | 9664 | 2362 | 72392 | 15658 | 15633 |
|  | to \$499,999 ... | 844 | 851 | 303132 | 74754 | 17540 | 3506 | 132039 | 32918 | 33697 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 855 | 868 | 601837 | 140990 | 32622 | 5778 | 246219 | 64257 | 66273 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 923 | 993 | 1444366 | 325574 | 75996 | 11206 | 556170 | 157791 | 164326 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 426 | 576 | 1451463 | 319597 | 74661 | 10093 | 530823 | 154889 | 161108 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$........... | 226 | 354 | 1511828 | 326453 | 74605 | 9067 | 529273 | 162869 | 169970 |
|  | Firms with sale $\$ 10,000,000$ to 2 | 129 | 323 | 1918578 | 371007 | 85356 | 10008 | 592854 | 201168 | 216216 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 28 | 91 | 894276 | 126758 | 29351 | 3125 | 210038 | 93785 | 100166 |
|  | \$50,000,000 to \$99,999,999. | 18 | 131 | 1265792 | 152306 | 37459 | 4059 | 267286 | 54183 | 57167 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 23 | 1471 | 26843906 | 3501628 | 927074 | 82480 | 6227118 | 1634884 | 1675512 |
|  | Firms not operated for the entire year | 592 | 599 | 262618 | 41586 | 11697 | 1697 | 70631 | 11063 | 42377 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 13443 | 16929 | 221447412 | 17305512 | 4426859 | 317662 | 31216252 | 12835855 | 13983239 |
|  | Firms operated for the entire year | 11211 | 14673 | 217826126 | 16947813 | 4344321 | 310827 | 30529499 | 12741427 | 13558253 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 1602 | 1602 | 213677 | 63179 | 15502 | 3003 | 105525 | 13859 | 13857 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 1394 | 1395 | 508002 | 120392 | 28136 | 4221 | 210251 | 31573 | 31726 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1779 | 1796 | 1271292 | 258058 | 59511 | 8071 | 457201 | 70874 | 72585 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............ | 2309 | 2381 | 3719736 | 652460 | 146893 | 17226 | 1140265 | 220989 | 227647 |
|  | to \$4,999,999 ............. | 1416 | 1504 | 5007645 | 701292 | 158208 | 17028 | 1236195 | 285328 | 286707 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 1059 | 1234 | 7404171 | 970653 | 216201 | 21164 | 1676502 | 450425 | 467813 |
|  | Firms with sales of |  |  |  |  |  |  | 5 |  |  |
|  | \$10,000,000 to \$24,999,999 . | 906 | 1247 | 13803679 | 1411656 | 316227 | 30733 | 2486971 | 766521 | 833185 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 340 | 599 | 11791062 | 931330 | 210780 | 18721 | 1760675 | 711749 | 711189 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 183 | 416 | 12700468 | 1048146 | 243714 | 18498 | 1937132 | 775608 | 840560 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 223 | 2499 | 161406394 | 10790647 | 2949149 | 172162 | 19518782 | 9414501 | 10072984 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 2232 | 2256 | 3621286 | 357699 | 82538 | 6835 | 686753 | 94428 | 424986 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 13443 | 16929 | 221447412 | 17305512 | 4426859 | 317662 | 31216252 | 12835855 | 13983239 |
|  | Firms operated for the entire year | 11211 | 14673 | 217826126 | 16947813 | 4344321 | 310827 | 30529499 | 12741427 | 13558253 |
|  | Firms with sales less than $\$ 250,000$ | 1602 | 1602 | 213677 | 63179 | 15502 | 3003 | 105525 | 13859 | 13857 |
|  | Firms with sales of $\$ 250,000$ $\text { to } \$ 499,999 \text {. }$ | 1394 | 1395 | 508002 | 120392 | 28136 | 4221 | 210251 | 31573 | 31726 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1779 | 1796 | 1271292 | 258058 | 59511 | 8071 | 457201 | 70874 | 72585 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 2309 | 2381 | 3719736 | 652460 | 146893 | 17226 | 1140265 | 220989 | 227647 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 1416 | 1504 | 5007645 | 701292 | 158208 | 17028 | 1236195 | 285328 | 286707 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 1059 | 1234 | 7404171 | 970653 | 216201 | 21164 | 1676502 | 450425 | 467813 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 906 | 1247 | 13803679 | 1411656 | 316227 | 30733 | 2486971 | 766521 | 833185 |
|  | Firms with sales of $\$ 25,000,000 ~ t o ~ \$ 49,999,999 ~ . ~$ | 340 | 599 | 11791062 | 931330 | 210780 | 18721 | 1760675 | 711749 | 711189 |
|  | Firms with sales of |  |  | 11791062 |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 183 | 416 | 12700468 | 1048146 | 243714 | 18498 | 1937132 | 775608 | 840560 |
|  | \$100,000,000 or more .... | 223 | 2499 | 161406394 | 10790647 | 2949149 | 172162 | 19518782 | 9414501 | 10072984 |
|  | Firms not operated for the entire year | 2232 | 2256 | 3621286 | 357699 | 82538 | 6835 | 686753 | 94428 | 424986 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 10959 | 14080 | 209760805 | 15450012 | 3995317 | 282335 | 27843140 | 12344695 | 13428595 |
|  | Firms operated for the entire year | 9173 | 12273 | 206426621 | 15145586 | 3925128 | 276689 | 27258224 | 12253073 | 13036430 |
|  | Firms with sales less than \$250,000 | 1134 | 12273 1134 | 152559 | 41130 | 10259 | 2097 | 70219 | 11764 | 11769 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 1074 | 1075 | 391554 | 83746 | 19826 | 3127 | 148310 | 27867 | 27670 |
|  | 500,000 <br> to \$999,999.................. | 1421 | 1430 | 1020792 | 182931 | 42188 | 6138 | 330755 | 63598 | 64708 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1897 | 1950 | 3059670 | 466187 | 105378 | 13320 | 827937 | 199729 | 204064 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 1232 | 1284 | 4351214 | 537117 | 120541 | 13897 | 965451 | 262786 | 265029 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 922 | 1081 | 6490377 | 737582 | 162866 | 16916 | 1287548 | 423741 | 440323 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 812 | 1041 | 12382417 | 1073950 | 241483 | 23937 | 1920126 | 731496 | 797463 |
|  | \$25,000,000 to \$49,999,999 . | 312 | 503 | 10754936 | 789090 | 176951 | 15818 | 1468861 | 666864 | 665706 |
|  | Firs, ${ }^{\text {a }}$, | 160 | 314 | 11058532 | 761879 | 179152 | 14570 | 1384030 | 656685 | 718429 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 209 | 2461 | 156764570 | 10471974 | 2866484 | 166869 | 18854987 | 9208543 | 9841269 |
|  | Firms not operated for the entire year $\qquad$ | 1786 | 1807 | 3334184 | 304426 | 70189 | 5646 | 584916 | 91622 | 392165 |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |  |
|  | All firms | 4700 | 5657 | 115317362 | 4275564 | 1035136 | 91857 | 9030685 | 8708957 | 9594264 |
|  | Firms operated for the entire year | 3906 | 4846 | 113352308 | 4148170 | 1006648 | 89208 | 8760185 | 8637309 | 9336758 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 391 | 391 | 51717 | 13837 | 3558 | 718 | 24624 | 5461 | 5516 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 403 | 404 | 147236 | 30667 | 7417 | 1152 | 56812 | 13553 | 13440 |
|  | Firms with sales of \$500,000 to \$999,999 | 529 | 531 | 387518 | 59834 | 14274 | 2100 | 113546 | 26495 | 27950 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499, 999 | 763 | 789 | 1227521 | 154798 | 34811 | 4750 | 298729 | 94066 |  |
|  | Firms with sales of \$2,500,000 |  |  | 1227 |  |  |  |  |  |  |
|  | to \$4,999,999 ........... | 552 | 569 | 1960809 | 194156 | 43973 | 5415 | 377609 | 126338 | 130086 |
|  | to \$9,999,999 . . . . . . . . . . . | 418 | 464 | 2913782 | 255174 | 56627 | 6311 | 488788 | 202879 | 214031 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 441 | 521 | 6698898 | 443758 | 102361 | 11105 | 877888 | 438274 | 490040 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 180 | 272 | 6244620 | 325026 | 74848 | 7296 | 686041 | 420121 | 423990 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 91 | 157 | 6326444 | 331253 | 82950 | 6860 | 662521 | 392891 | 442697 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 138 | 748 | 87393763 | 2339667 | 585829 | 43501 | 5173627 | 6917231 | 7489401 |
|  | Firms not operated for the entire year $\qquad$ | 794 | 811 | 1965054 | 127394 | 28488 | 2649 | 270500 | 71648 | 257506 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 6314 | 8423 | 94443443 | 11174448 | 2960181 | 190478 | 18812455 | 3635738 | 3834331 |
|  | Firms operated for the entire year | 5317 | 7421 | 93057106 | 10994576 | 2918121 | 187463 | 18491505 | 3615494 | 3697471 |
|  | Firms with sales less than \$250,000 | 743 | 743 | 100842 | 27293 | 6701 | 1379 | 45595 | 6303 | 6253 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 672 | 672 | 244714 | 53239 | 12449 | 1980 | 91675 | 14314 | 14230 |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999. | 896 | 904 | 636310 | 123800 | 28130 | 4057 | 218508 | 14569 | 37229 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1144 | 1183 | 1852729 | 315259 | 71516 | 8658 | 535730 | 107464 | 106291 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 683 | 717 | 2400865 | 343192 | 76622 | 8489 | 588426 | 136460 | 134843 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 511 | 616 | 3612138 | 484131 | 106596 | 10635 | 801637 | 222651 | 228358 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 377 | 514 | 5788995 | 641841 | 141935 | 12977 | 1067310 | 307597 | 318231 |
|  | \$25,000,000 to \$49,999,999. | 138 | 259 | 4719553 | 490822 | 109157 | 8975 | 826732 | 262792 | 258464 |
|  | \$50,000,000 to \$99,999,999 . | 70 | 135 | 4797045 | 429915 | 95813 | 7696 | 726550 | 270728 | 282611 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 83 | 1678 | 68903915 | 8085084 | 2269202 | 122617 | 13589342 | 2249616 | 2310961 |
|  | Firms not operated for the entire year | 997 | 1002 | 1386337 | 179872 | 42060 | 3015 | 320950 | 20244 | 136860 |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 2516 | 2849 | 11686607 | 1855500 | 431542 | 35327 | 3373112 | 491160 | 554644 |
|  | Firms operated for the entire year | 2069 | 2398 | 11399226 | 1802208 | 419174 | 34136 | 3271237 | 488354 | 521823 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | \$250,000 | 470 | 470 | 61462 | 22122 | 5262 | 908 | 35480 | 2167 | 2118 |
|  | to \$499,999 .............. | 320 | 320 | 116448 | 36646 | 8310 | 1094 | 61941 | 3706 | 4056 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 363 | 372 | 254262 | 75981 | 17495 | 1943 | 127965 | 7544 | 8153 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 .............. | 415 | 434 | 665849 | 188782 | 41998 | 3952 | 315383 | 21717 | 24146 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$......... | 190 | 228 | 673901 | 170876 | 39155 | 3258 | 280768 | 22389 | 21521 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999 .999$ | 145 | 171 | 972302 | 243376 | 55913 | 4424 | 407051 | 32916 | 33997 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 96 | 200 | 1451644 | 330623 | 73300 | 6684 | 564128 | 40038 | 40995 |
|  | \$25,000,000 to \$49,999,999. | 31 | 91 | 1087656 | 164288 | 36351 | 2994 | 332923 | 46352 | 44591 |
|  | Firms with sales of |  |  |  | 808 |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 23 | 91 | 1619841 | 276808 | 62032 | 3804 | 529320 | 112210 | 115210 |
|  | \$100,000,000 or more ..... | 16 | 21 | 4495861 | 292706 | 79358 | 5075 | 616278 | 199315 | 227036 |
|  | Firms not operated for the entire year $\qquad$ | 447 | 451 | 287381 | 53292 | 12368 | 1191 | 101875 | 2806 | 32821 |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 5016 | r5 380 | r15914 735 | ${ }^{1} 754684$ | '402 801 | r52 186 | 3381852 | 1197539 | 1291756 |
|  | Firms operated for the entire year | 4457 | 4813 | 15557883 | 1722910 | 395239 | 50999 | 3318582 | 1189117 | 1251761 |
|  | Firms with sales less than \$250,000 | 749 | 750 | 103981 | 21774 | 5117 | 1409 | 44607 | 11345 | 11406 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 704 | 705 | 253315 | 48216 | 11190 | 2267 | 98967 | 26431 | 27135 |
|  | Firms with sales of \$500,000 | 704 797 | 806 | 253 573 342 |  |  |  |  |  |  |
|  | to $\$ 999,999$............... | 797 | 806 | 573342 | 100186 | 22667 | 4062 | 200231 | 57728 | 58626 |
|  | to \$2,499,999 ............. | 982 | 1002 | 1565475 | 255164 | 58913 | 8788 | 488665 | 142890 | 147711 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 526 | 564 | 1825765 | 246900 | 54684 | 7399 | 467898 | 154878 | 162313 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . . | 382 | 461 | 2621147 | 290891 | 65695 | 7806 | 553920 | 196718 | 213327 |
|  | Firss with sales of $\$ 10,000,00$ to | 231 | 339 | 3423552 | 348267 | 78951 | 8268 | 633801 | 253789 | 269480 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 61 | 92 | 2005606 | 191024 | 46785 | 4952 | 354008 | 149640 | 153886 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 16 | 46 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000 \text { or more } \ldots . . .$ | 9 | 48 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 559 | 567 | 356852 | 31774 | 7562 | 1187 | 63270 | 8422 | 39995 |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421440 | Other commercial equipment whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 5016 | r5 380 | r15914 735 | r1754 684 | 「402 801 | '52 186 | 3381852 | 1197539 | 1291756 |
|  | Firms operated for the entire year | 4457 | 4813 | 15557883 | 1722910 | 395239 | 50999 | 3318582 | 1189117 | 1251761 |
|  | Firms with sales less than \$250,000 | 459 | $\begin{array}{r}450 \\ \hline\end{array}$ | 103981 | 21774 | 5117 | 1409 | 44607 | 11345 | 11406 |
|  | Firms with sales of \$250,000 to \$499,999 | 704 | 705 | 253315 | 48216 | 11190 | 2267 | 98967 | 26431 | 27135 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 797 | 806 | 573342 | 100186 | 22667 | 4062 | 200231 | 57728 | 58626 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 982 | 1002 | 1565475 | 255164 | 58913 | 8788 | 488665 | 142890 | 147711 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 526 | 564 | 1825765 | 246900 | 54684 | 7399 | 467898 | 154878 | 162313 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 382 | 461 | 2621147 | 290891 | 65695 | 7806 | 553920 | 196718 | 213327 |
|  | Firms with sales of | 231 | 339 | 3423552 | 348267 | 78951 | 8268 | 633801 |  | 26980 |
|  | \$10,000,000 to \$24,999,999. | 231 | 339 | 3423552 | 348267 | 78951 | 8268 | 633801 | 253789 | 269480 |
|  | \$25,000,000 to \$49,999,999. | 61 | 92 | 2005606 | 191024 | 46785 | 4952 | 354008 | 149640 | 153886 |
|  | \$50,000,000 to \$99,999,999. | 16 | 46 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 9 | 48 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 559 | 567 | 356852 | 31774 | 7562 | 1187 | 63270 | 8422 | 39995 |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2968 | 3165 | 10686971 | 1012146 | 230787 | 30890 | 1942318 | 790577 | 855376 |
|  | Firms operated for the entire year | 2656 | 2853 | 10466923 | 995826 | 227234 | 30253 | 1908832 | 788021 | 828310 |
|  | Firms with sales less than <br> \$250,000 | 413 | 414 | 58844 | 11954 | 2829 | 771 | 24371 | 7324 | 7297 |
|  | Firms with sales of \$250,000 to \$499,999 | 383 | 384 | 138056 | 24264 | 5627 | 1168 | 51156 | 16502 | 16998 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 450 | 454 | 323832 | 50676 | 11818 | 2221 | 103450 | 35969 | 36574 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 589 | 594 | 941674 | 128836 | 29776 | 4826 | 252036 | 94538 | 97021 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 333 | 351 | 1148737 | 132642 | 29409 | 4040 | 249534 | 95640 | 97732 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 269 | 308 | 1855213 | 175389 | 39612 | 4836 | 334450 | 132269 | 145021 |
|  | Firms with sales of |  | 308 | 1412 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 165 | 222 | 2411282 | 209626 | 47552 | 5385 | 382446 | 169792 | 176095 |
|  | \$25,000,000 to \$49,999,999. | 37 | 62 | 1160093 | 98396 | 22381 | 2747 | 182221 | 85444 | 91165 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 11 | 40 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 6 | 24 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 312 | 312 | 220048 | 16320 | 3553 | 637 | 33486 | 2556 | 27066 |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2055 | r2 215 | '5 227764 | '742 538 | '172 014 | '21 296 | 1439534 | 406962 | 436380 |
|  | Firms operated for the entire year | 1808 | 1960 | 5090960 | 727084 | 168005 | 20746 | 1409750 | 401096 | 423451 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 339 | 339 | $45793$ | 9938 | 2316 | 642 | 20472 | 4248 | 4331 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 322 | 322 | 115568 | 24039 | 5594 | 1103 | 48019 | 9930 | 10138 |
|  | Firms with sales of \$500,000 to \$999 999 | 347 | 351 | 249301 | 49468 | 10839 | 1840 | 96701 | 21599 | 21899 |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  |  |  | 21899 |
|  | to \$2,499,999 ............ | 397 | 413 | 630096 | 127922 | 29313 | 4011 | 238846 | 49789 | 52177 |
|  | Firms with sales of $\$ 2,500,000$ | 192 | 210 | 674265 | 113842 | 25160 | 3339 | 217444 | 59091 | 64400 |
|  | Firms with, sales of $\$ 5,000,000$ to $\$ 9,999,999$ |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . Firms with sales of | 113 | 150 | 763351 | 114332 | 26009 | 2940 | 218126 | 63333 | 67167 |
|  | \$10,000,000 to \$24,999,999. | 66 | 115 | 1010565 | 138470 | 31363 | 2877 | 251038 | 83755 | 93148 |
|  | Firms with sales of ${ }^{\text {S }}$ ( $25,000,000$ to $\$ 49,999,999$. | 24 | 30 | 845513 | 92628 | 24404 | 2205 | 171787 | 64196 | 62721 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 5 | 6 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 3 | 24 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 247 | 255 | 136804 | 15454 | 4009 | 550 | 29784 | 5866 | 12929 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8268 | 9782 | 58791711 | 5746165 | 1386809 | 121572 | 11851627 | 5160001 | 5749898 |
|  | Firms operated for the entire year | 6989 | 8491 | 57490774 | 5626284 | 1357502 | 118400 | 11600141 | 5119999 | 5592984 |
|  |  | 1535 | 1538 | 208147 | 57054 | 13428 | 2626 | 101247 | 19262 | 19360 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 . | 1048 | 1050 | 375453 | 79126 | 18151 | 2949 | 153353 | 35274 | 36344 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1104 | 1106 | 781877 | 146483 | 32909 | 4546 | 283923 | 68467 | 71031 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1474 | 1508 | 2333319 | 371925 | 32497 | 10497 | 721397 | 198169 | 204291 |
|  | to \$2,499,999 . <br> Firms with sales of \$2,500,000 | 1474 | 1508 | 2333319 | 371925 | 84497 | 10497 | 721397 | 197169 | 204291 |
|  | to $\$ 4,999,999 \ldots \ldots \ldots \ldots$ | 758 | 823 | 2650321 | 380651 | 83186 | 8972 | 723194 | 208703 | 221691 |
|  | to \$9,999,999 ............. | 515 | 621 | 3573727 | 458092 | 105305 | 11159 | 884415 | 309323 | 337077 |
|  |  | 322 | 456 | 4898487 | 654451 | 154158 | 13272 | 1237104 | 481682 | 512527 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 110 | 261 | 3748371 | 453887 | 104284 | 9822 | 941857 | 417161 | 432472 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 63 | 201 | 4068348 | 484120 | 120489 | 10295 | 1009599 | 410809 | 509242 |
|  | \$100,000,000 or more .. | 60 | 927 | 34852724 | 2540495 | 641095 | 44262 | 5544052 | 2972149 | 3248949 |
|  | Firms not operated for the entire year | 1279 | 1291 | 1300937 | 119881 | 29307 | 3172 | 251486 | 40002 | 156914 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8268 | 9782 | 58791711 | 5746165 | 1386809 | 121572 | 11851627 | 5160001 | 5749898 |
|  | Firms operated for the entire year | 6989 | 8491 | 57490774 | 5626284 | 1357502 | 118400 | 11600141 | 5119999 | 5592984 |
|  | Firms with sales less than \$250,000 . | 1535 | 1538 | 208147 | 57054 | 13428 | 2626 | 101247 | 19262 | 19360 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 1048 | 1050 | 375453 | 79126 | 18151 | 2949 | 153353 | 35274 | 36344 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999.............. | 1104 | 1106 | 781877 | 146483 | 32909 | 4546 | 283923 | 68467 | 71031 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1474 | 1508 | 2333319 | 371925 | 84497 | 10497 | 721397 | 197169 | 204291 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 758 | 823 | 2650321 | 380651 | 83186 | 8972 | 723194 | 208703 | 221691 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 515 | 621 | 3573727 | 458092 | 105305 | 11159 | 884415 | 309323 | 337077 |
|  | Firms with sales of |  |  |  |  | 154 |  |  |  | 12 |
|  | \$10,000,000 to \$24,999,999. | 322 | 456 | 4898487 | 654451 | 154158 | 13272 | 1237104 | 481682 | 512527 |
|  | \$25,000,000 to \$49,999,999. | 110 | 261 | 3748371 | 453887 | 104284 | 9822 | 941857 | 417161 | 432472 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 63 | 201 | 4068348 | 484120 | 120489 | 10295 | 1009599 | 410809 | 509242 |
|  | Firms with sales of $\$ 100,000,000$ or more | 60 | 927 | 34852724 | 2540495 | 641095 | 44262 | 5544052 | 2972149 | 3248949 |
|  | Firms not operated for the entire year | 1279 | 1291 | 1300937 | 119881 | 29307 | 3172 | 251486 | 40002 | 156914 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 7466 | 8721 | 54484063 | 5125079 | 1243720 | 106502 | 10645826 | 4681500 | 5232071 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | year <br> Firms with sales less than | 6280 | 7523 | 53178779 | 5005420 | 1215206 | 103438 | 10394623 | 4642289 | 5060550 |
|  | \$250,000 ................ | 1355 | 1358 | 184699 | 50728 | 11911 | 2276 | 89706 | 16739 | 16758 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 939 | 941 | 336229 | 70931 | 16125 | 2590 | 136930 | 31271 | 32396 |
|  | Firms with sales of \$500,000 to \$999,999 | 1003 | 1005 | 708939 | 135034 | 30425 | 4100 | 260472 | 61576 | 64060 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 2,499,999$ $\qquad$ Firms with sales of $\$ 2,500,000$ | 1308 | 1342 | 2070840 | 330681 | 75215 | 9312 | 637815 | 162875 | 169349 |
|  | $\text { to } \$ 4,999,999 \ldots \ldots \ldots .$ | 693 | 754 | 2429005 | 349252 | 75940 | 8127 | 657804 | 190488 | 202491 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 481 | 582 | 3342403 | 423435 | 97823 | 10234 | 811439 | 283385 | 311638 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 295 | 413 | 4491484 | 587911 | 138355 | 11638 | 1114430 | 416998 | 444881 |
|  | $\$ 25,000,000 \text { to } \$ 49,999,999 \text {. }$ | 97 | 230 | 3341254 | 395988 | 90815 | 8465 | 809736 | 361208 | 375684 |
|  | Firms with sales of | 55 | 167 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 54 | 731 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1186 | 1198 | 1305284 | 119659 | 28514 | 3064 | 251203 | 39211 | 171521 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42149 | Other professional equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2447 | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  | Firms operated for the entire year | 2203 | 2535 | 10931344 | 1246683 | 293560 | 30993 | 2635568 | 1162588 | 1207301 |
|  | Firms with sales less than <br> \$250,000 | 385 | 385 | 49524 | $11371$ | 2732 | 686 | 21993 | 5872 | 5877 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 297 | 298 | 106482 | 21082 | 4776 | 887 | 40398 | 10115 | 10257 |
|  | to \$999,999 . ............. | 400 | 408 | 285712 | 50436 | 11939 | 1855 | 101843 | 31689 | 32557 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . . . . .$. | 515 | 537 | 800771 | 129497 | 29439 | 4065 | 260816 | 84873 | 90432 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 275 | 307 | 959876 | 142866 | 32229 | 3886 | 276290 | 97147 | 104391 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 168 | 236 | 1130771 | 158092 | 37122 | 4219 | 304192 | 111424 | 114808 |
|  | \$10,000,000 to \$24,999,999 . | 106 | 157 | 1625686 | 211738 | 49017 | 4584 | 409493 | 152591 | 176821 |
|  | \$25,000,000 to \$49,999,999. | 30 | 77 | 1058018 | 133261 | 32294 | 2890 | 263321 | 166698 | 161317 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 11 | 19 | 784685 | 84738 | 20120 | 1937 | 172253 | 82239 | 93682 |
|  | \$100,000,000 or more ...... | 16 | 111 | 4129819 | 303602 | 73892 | 5984 | 784969 | 419940 | 417159 |
|  | Firms not operated for the entire year | 244 | 246 | 107434 | 20644 | 8168 | 864 | 39641 | 14603 | 24169 |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2447 | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  | Firms operated for the entire year | 2203 | 2535 | 10931344 | 1246683 | 293560 | 30993 | 2635568 | 1162588 | 1207301 |
|  | Firms with sales less than \$250,000 | 385 | 385 | 49524 | 11371 | 2732 | 686 | 21993 | 5872 | 5877 |
|  | Firms with sales of \$250,000 | 297 | 298 | 106482 | 2108 | 476 |  |  |  |  |
|  | to \$499,999.............. | 297 | 298 | 106482 | 21082 | 4776 | 887 | 40398 | 10115 | 10257 |
|  | to \$999,999............... | 400 | 408 | 285712 | 50436 | 11939 | 1855 | 101843 | 31689 | 32557 |
|  | Firms with sales of \$1,000,000 | 515 | 537 | 800771 | 129497 | 29439 | 4065 | 260816 | 84873 | 90432 |
|  | Firms with sales of $\$ 2,500,000$ | 275 | 307 | 959876 | 142866 | 32229 | 3886 | 276290 | 97147 | 104391 |
|  | Firms with sales of \$5,000,000 |  | 236 |  |  | 37122 | 4219 | 304192 | 111424 | 114808 |
|  | to \$9,999,999 . . . . . . . . . . | 168 | 236 | 113077 | 158092 | 37122 | 4219 |  | 111424 | 114808 |
|  | \$10,000,000 to \$24,999,999. | 106 | 157 | 1625686 | 211738 | 49017 | 4584 | 409493 | 152591 | 176821 |
|  | \$25,000,000 to \$49,999,999. | 30 | 77 | 1058018 | 133261 | 32294 | 2890 | 263321 | 166698 | 161317 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 11 | 19 | 784685 | 84738 | 20120 | 1937 | 172253 | 82239 | 93682 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 16 | 111 | 4129819 | 303602 | 73892 | 5984 | 784969 | 419940 | 417159 |
|  | Firms not operated for the entire year | 244 | 246 | 107434 | 20644 | 8168 | 864 | 39641 | 14603 | 24169 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 435 | 456 | 1495661 | 175321 | 39860 | 5811 | 383381 | 147111 | 164528 |
|  | Firms operated for the entire year | 398 | 419 | 1485179 | 174018 | 39702 | 5768 | 380620 | 146600 | 161189 |
|  | Firms with sales less than \$250,000 | 96 | 96 | 11420 | 2468 | 610 | 171 | 4668 | 1501 | 1509 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 53 | 53 | 18252 | 3590 | 782 | 175 | 7420 | 2040 | 2180 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 63 | 65 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 79 | 79 | 123887 | 19347 | 4567 | 797 | 41004 | 16955 | 17165 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 51 | 52 | 179771 | 22309 | 5303 | 762 | 47879 | 21161 | 24532 |
|  | Firms with sales of $\$ 5,000,000$ | 51 | 52 | 17977 |  |  | 762 |  |  |  |
|  | to \$9,999,999 ............. | 28 | 31 | 187542 | 25644 | 6633 | 710 | 57430 | 20503 | 21189 |
|  |  |  |  | 300939 |  |  |  |  |  |  |
|  | Firms with sales of | 19 | 26 | 300939 | 41956 | 8406 | 1124 | 78564 | 35388 | 39100 |
|  | \$25,000,000 to \$49,999,999 . | 4 | 5 | 173402 | 19541 | 4216 | 505 | 38157 | 19146 | 24936 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 3 | 4 | D | D | D | f | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 2 | 8 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 37 | 37 | 10482 | 1303 | 158 | 43 | 2761 | 511 | 3339 |

[^232]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2015 | 2325 | 9543117 | 1092006 | 261868 | 26046 | 2291828 | 1030080 | 1066942 |
|  | Firms operated for the entire year | 1808 | 2116 | 9446165 | 1072665 | 253858 | 25225 | 2254948 | 1015988 | 1046112 |
|  | Firms with sales less than $\$ 250,000$ | 289 | 289 | 38104 | 8903 | 2122 | 515 | 17325 | 4371 | 4368 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 244 | 245 | 88230 | 17492 | 3994 | 712 | 32978 | 8075 | 8077 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 337 | 343 | D | D | D | g | D | D | 8 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 436 | 458 | 676884 | 110150 | 24872 | 3268 | 219812 | 67918 | 73267 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 225 | 256 | 784217 | 120929 | 27013 | 3136 | 229872 | 76488 | 80377 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 140 | 205 | 943229 | 132448 | 30489 | 3509 | 246762 | 90921 | 93619 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 92 | 138 | 1426383 | 181479 | 43469 | 3820 | 358039 | 135021 | 155158 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 23 | 64 | 778868 | 101651 | 25133 | 2013 | 196593 | 129232 | 118426 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 8 | 15 | D | D | D | $g$ | D | D | D |
|  | \$100,000,000 or more ...... | 14 | 103 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 207 | 209 | 96952 | 19341 | 8010 | 821 | 36880 | 14092 | 20830 |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 9852 | r12 583 | r150 493610 | '68988028 | r1 595361 | r174 029 | 14115369 | 13746559 | 14559365 |
|  | Firms operated for the entire year | 8922 | 11621 | 148934522 | 6822703 | 1577559 | 171728 | 13959665 | 13640179 | 14389211 |
|  | Firms with sales less than $\$ 250,000$ | 924 | 926 | 126717 | 30441 | 7254 | 1782 | 57287 | 9871 | 9916 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 832 | 834 | 302087 | 56133 | 12710 | 2582 | 110150 | 26970 | 27109 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999..... | 1127 | 1132 | 809396 | 128585 | 29702 | 5076 | 252980 | 69789 | 71585 |
|  | to \$2,499,999 ......... | 1917 | 1939 | 3101410 | 386962 | 86323 | 12693 | 769439 | 269859 | 281747 |
|  | to \$4,999,999 ............. | 1278 | 1342 | 4540019 | 486946 | 108664 | 13855 | 939026 | 395342 | 415045 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 1073 | 1226 | 7492076 | 644840 | 143175 | 16526 | 1224330 | 728853 | 757714 |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 951 | 1270 | 14561144 | 1065641 | 240226 | 26519 | 2082319 | 1465669 | 1521368 |
|  | Firms with sales of \$25,000,000 to \$49,999,999. | 394 | 659 | 13672247 | 805575 | 177885 | 18535 | 1605810 | 1554100 | 1668425 |
|  | Firms with sales of | 213 |  | 14555147 | 727954 |  |  | 1571537 |  | 1799885 |
|  | \$50,000,000 to \$99,999,999 . <br> Firms with sales of | 213 | 587 | 14555147 | 727954 | 167073 | 17359 | 1571537 | 1707717 | 1799885 |
|  | \$100,000,000 or more ...... | 213 | 1706 | 89774279 | 2489626 | 604547 | 56801 | 5346787 | 7412009 | 7836417 |
|  | Firms not operated for the entire year | 930 | 962 | 1559088 | 75325 | 17802 | 2301 | 155704 | 106380 | 170154 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms | 9198 | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |
|  | Firms operated for the entire year | 8351 | 10948 | 134265436 | 6566500 | 1518423 | 166727 | 13385855 | 13015201 | 13761649 |
|  | Firms with sales less than $\$ 250,000 .$ | 855 | 857 | 118530 | 28112 | 6716 | 1641 | 53115 | 9148 | 9204 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 783 | 785 | 284917 | 53244 | 11975 | 2442 | 103489 | 25233 | 25377 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 1076 | 1080 | 773052 | 122738 | 28330 | 4875 | 240633 | 66332 | 67628 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  | 67628 |
|  | to $\$ 2,499,999 \ldots \ldots \ldots .$. | 1819 | 1839 | 2942957 | 373570 | 83107 | 12289 | 738131 | 261426 | 271928 |
|  | to \$4,999,999 ............. | 1204 | 1266 | 4274259 | 467486 | 104183 | 13328 | 897320 | 385491 | 404725 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 1016 | 1166 | 7091685 | 621237 | 137829 | 16030 | 1177311 | 707677 | 735196 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 869 | 1170 | 13241676 | 1020171 | 229931 | 25663 | 1961959 | 1416803 | 1473488 |
|  | Firms with sales of ${ }^{\text {S }}$ 25,000,000 to \$49,999,999 . | 349 | 610 | 12152102 | 773373 | 170973 | 17982 | 1534766 | 1499532 | 1610169 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 190 | 546 | 13010888 | 695280 | 159105 | 16799 | 1510693 | 1574304 | 1690854 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 190 | 1629 | 80375370 | 2411289 | 586274 | 55678 | 5168438 | 7069255 | 7473080 |
|  | Firms not operated for the entire year | 847 | 879 | 1430127 | 71099 | 16987 | 2223 | 146769 | 106069 | 164308 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| 42 | WHOLESALE TRADE- <br> Con. <br> Wholesale trade, durable <br> goods-Con. |

421510 Metal service centers \& offices

All firms ..........
perated for the entire

( Firms with .
irms with sales of $\$ 250,000$ to $\$ 499,999$..
irms with sales of \$500,000 Firms with sales of $\$ 1,000,000$ to \$2,499,999. to $\$ 4,999,999$ to \$9,999,999 Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$ irms with sales of
\$25,000,000 to \$49,999,999 irms with sales of
\$50,000,000 to \$99,999,999
Firms with sales of
$\$ 100,000,000$ or more
 centers \& sales offices
All firms $\ldots \ldots \ldots \ldots \ldots$



|  |  |
| ---: | ---: |
| Firms <br> (number) | Establish <br> men <br> (number) |
|  |  |

I

91981118270135695563
$9198 \quad 11827 \quad 135695563 \quad 6637$


Table 4. Sales Size of Firms: 1997-Con.



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| 42 | WHOLESALE TRADE- <br> Con. <br> Wholesale trade, durable <br> goods-Con. |
| 421 |  |

42151012 Ferrous metal sales offices
$\left\lvert\, \begin{aligned} & \text {-Con. } \\ & \text { All firms } \ldots \ldots \ldots . . \\ & \text { Firms operated for the entire }\end{aligned}\right.$
 \$250,000.
to \$499,999.
to $\$ 499,999 \ldots \ldots \ldots \ldots$ to \$999,999..
Firms with sales of $\$ 1,000,000$ to \$2,499,999.
Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$.
Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$...
$\$ 10,000,000$ to $\$ 24,999,999$ Firms with sales of
\$25,000,000 to \$49,999,999 Firms with sales of
$\$ 50,000,000$ to $\$ 99,999,999$
Firms with sales of Firms with sales of
$\$ 100,000,000$ or more $\ldots$. year.
4215102

year . . . . . ................... \$250,000 ..
Firms with sales of $\$ 250,000$
Firms with sales
Firms with sales of $\$ 500,000$
Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$.
irms with sales of $\$ 2,500,000$ to $\$ 4,999,999$.
to $\$ 4,999,999 \ldots \ldots \ldots$ to \$9,999,999 ...
\$10,000,000 to \$24,999,999 Firms with sales of
$\$ 25,000,000$ to $\$ 49,999,999$ Firms with sales of
$\$ 50,000,000$ to \$99,999,999 Firms with sales of
$\$ 100,000,000$ or more .....
Firms not operated for the entire year
42151021 Nonferrous metal service centers

All firms . . . . . . . . . . . .
Firms operated for the entire year . . . . . . . . . . . . . . . . . \$250,000.
Firms with sales of $\$ 250,000$
to $\$ 499,999 \ldots \ldots \ldots \ldots$ Firms with sales
to $\$ 999,999 \ldots$
to $\$ 999,999 \ldots \ldots \ldots$
Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots$ to \$4,999,999
Firms with sales of $\$ 5,000,000$ to \$9,999,999.
Firms with sales of
$\$ 10,000,000$ to $\$ 24,999,999$ Firms with sales of
\$25,000,000 to \$49,999,999 Firms with sales of
\$50,000,000 to \$99,999,999 Firms with sales of
$\$ 100,000,000$ or more ......
Firms not operated for the entire year
Nonferrous metal sales offices

|  |  |
| ---: | ---: |
| Firms <br> (number) | Establish- <br> ments <br> (number) |
|  |  |


|  |  |  |
| ---: | ---: | ---: |
| 2701 | 3025 | 37482 |
| 2371 | 2695 | 36824 |
| 393 | 393 |  |
| 266 | 267 |  |


| Paid |  |
| ---: | ---: |
| First- |  |
| quarter |  |
| payroll |  |
| $(\$ 1,000)$ | Por <br> for pay <br> period <br> March 12 <br> March 12 <br> (number) |


|  |  |  |
| ---: | ---: | ---: |
| pariod <br> March 12 | Operating <br> expenses <br> (number) | End-of-1996 <br> inventories <br> $(\$ 1,000)$ | | End-00) |
| ---: |
| inv |

321696


Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151022 | Nonferrous metal sales offices-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms. | 780 | 834 | 7091464 | 177360 | 45939 | 3570 | 332055 | - | - |
|  | Firms operated for the entire year | 671 | 725 | 6932982 | 172518 | 45202 | 3453 | 322326 | - | - |
|  | Firms with sales less than $\$ 250$ | 122 | 122 | 16413 | 3763 | + 898 | - 213 | 7140 | _ |  |
|  | Firms with sales of \$200,000 |  | 122 |  |  |  | 213 |  |  |  |
|  | to \$499,999 .............. | 81 | 81 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 . . ............... | 87 | 89 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 130 | 131 | 208228 | 21455 | 4755 | 653 | 41169 | - | - |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............. | 88 | 89 | 309297 | 19731 | 4656 | 436 | 36753 | - | - |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 . . . . . . . . . . . . . . ~ \end{aligned}$ | 71 | 81 | 482745 | 17756 | 4040 | 366 | 31314 | - |  |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 53 | 57 | 807087 | 15361 | 3260 | 362 | 29725 | - | - |
|  | $\$ 25,000,000 \text { to } \$ 49,999,999 \text {. }$ | 20 | 25 | 723402 | 16839 | 3759 | 240 | 33854 | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 9 | 17 | 650441 | 16864 | 4015 | 242 | 37871 | - |  |
|  | $\$ 100,000,000$ or more | 10 | 33 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 109 | 109 | 158482 | 4842 | 737 | 117 | 9729 | - | - |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 664 | '756 | r14 798047 | r260 429 | r59 951 | 「5 079 | 582745 | 625289 | 633408 |
|  | Firms operated for the entire year | 581 | 673 | 14669086 | 256203 | 59136 | 5001 | 573810 | 624978 | 627562 |
|  | Firms with sales less than $\$ 250,000$ | 69 | 69 | $8187$ | 2329 | 538 | 141 | 4172 | 723 | 712 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999................ | 50 | 50 | 17516 | 2909 | 737 | 144 | 6821 | 1787 | 1784 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 51 | 52 | 36344 | 5847 | 1372 | 201 | 12347 | 3457 | 3957 |
|  | Firms with sales of \$1,000,000 | 51 | 52 | 36 |  |  |  |  |  |  |
|  | to \$2,499,999 ........... | 98 | 100 | 158453 | 13392 | 3216 | 404 | 31308 | 8433 | 9819 |
|  | to \$4,999,999 ... | 74 | 76 | 265760 | 19460 | 4481 | 527 | 41706 | 9851 | 10320 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$.................. | 58 | 61 | 405902 | 23924 | 5428 | 501 | 47751 | 24032 | 25462 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 84 | 101 | 1350031 | 47247 | 10723 | 975 | 123183 | 46010 | 44936 |
|  | \$25,000,000 to \$49,999,999. | 47 | 57 | 1596009 | 35419 | 7692 | 632 | 85625 | 60967 | 68191 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 23 | 40 | 1532061 | 32453 | 7914 | 467 | 60387 | 133413 | 109031 |
|  | $\begin{aligned} & \text { Firs with sales of } \\ & \$ 100,00,000 \text { or more } \ldots . . . \end{aligned}$ | 27 | 67 | 9298823 | 73223 | 17035 | 1009 | 160510 | 336305 | 353350 |
|  | Firms not operated for the entire year | 83 | 83 | 128961 | 4226 | 815 | 78 | 8935 | 311 | 5846 |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 664 | '756 | r14 798047 | r260 429 | r59 951 | 「5 079 | 582745 | 625289 | 633408 |
|  | Firms operated for the entire year | 581 | 673 | 14669086 | 256203 | 59136 | 5001 | 573810 | 624978 | 627562 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  | 627562 |
|  | \$250,000 ................ | 69 | 69 | 8187 | 2329 | 538 | 141 | 4172 | 723 | 712 |
|  | Firms with sales of $\$ 250,000$ <br> to \$499,999 | 50 | 50 | 17516 | 2909 | 737 | 144 | 6821 | 1787 | 1784 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 51 | 52 | 36344 | 5847 | 1372 | 201 | 12347 | 3457 | 3957 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............ | 98 | 100 | 158453 | 13392 | 3216 | 404 | 31308 | 8433 | 9819 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 74 | 76 | 265760 | 19460 | 4481 | 527 | 41706 | 9851 |  |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 58 | 61 | 405902 | 23924 | 5428 | 501 | 47751 | 24032 |  |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 84 | 101 | 1350031 | 47247 | 10723 | 975 | 123183 | 46010 | 44936 |
|  | \$25,000,000 to \$49,999,999. | 47 | 57 | 1596009 | 35419 | 7692 | 632 | 85625 | 60967 | 68191 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 23 | 40 | 1532061 | 32453 | 7914 | 467 | 60387 | 133413 | 109031 |
|  | $\$ 100,000,000$ or more | 27 | 67 | 9298823 | 73223 | 17035 | 1009 | 160510 | 336305 | 353350 |
|  | Firms not operated for the entire year | 83 | 83 | 128961 | 4226 | 815 | 78 | 8935 | 311 | 5846 |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |  |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4215201 | Coal whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 388 | 452 | 10037343 | 158986 | 35749 | 3037 | 357803 | 238632 | 252383 |
|  | Firms operated for the entire year | 335 | 399 | 9933184 | 156468 | 35361 | 2980 | 352724 | 238325 | 249086 |
|  | Firms with sales less than $\$ 250,000$ | 35 | 35 | 4378 | 1237 | 274 | 72 | 2150 | 111 | 96 |
|  | Firms with sales of \$250,000 to \$499,999 . ................ | 25 | 25 | 8669 | 1484 | 356 | 71 | 3378 | 181 | 186 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 23 | 24 | 15811 | 2571 | 634 | 100 | 5012 | 536 | 555 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 53 | 53 | 87531 | 5734 | 1355 | 188 | 14369 | 2435 | 3544 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 36 | 37 | 131996 | 9248 | 2082 | 292 | 19430 | 1749 | 1824 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ............ | 35 | 39 | 250234 | 11520 | 2848 | 280 | 26399 | 11315 | 12228 |
|  | F10,000,000 to \$24,999,999. | 61 | 65 | 983420 | 31724 | 7412 | 626 | 85724 | 20890 | 20036 |
|  | Firms with sales of <br> Firms with | 32 | 34 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 15 | 32 | 1012589 | 17862 | 3731 | 302 | 33580 | 54442 | 53320 |
|  | $\$ 100,000,000 \text { or more }$ | 20 | 55 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 53 | 53 | 104159 | 2518 | 388 | 57 | 5079 | 307 | 3297 |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 279 | '304 | r4760704 | r101 443 | '24 202 | '2 042 | 224942 | 386657 | 381025 |
|  | Firms operated for the entire year | 249 | 274 | 4735902 | 99735 | 23775 | 2021 | 221086 | 386653 | 378476 |
|  | Firms with sales less than \$250,000 | 34 | 34 | $3809$ | 1092 | 264 | 69 | 2022 | 612 | 616 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999 .............. | 25 | 25 | 8847 | 1425 | 381 | 73 | 3443 | 1606 | 1598 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 500,000 \\ & \text { to } \$ 999,999 \text {................. } \end{aligned}$ | 28 | 28 | 20533 | 3276 | 738 | 101 | 7335 | 2921 | 3402 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 45 | 47 | 70922 | 7658 | 1861 | 216 | 16939 | 5998 | 6275 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ........... | 38 | 39 | 133764 | 10212 | 2399 | 235 | 22276 | 8102 | 8496 |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999 . . . . . .$. | 25 | 34 | 172527 | 13477 | 2826 | 268 | 24470 | 12794 | 13483 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 24 | 29 | 383353 | 18643 | 4068 | 375 | 45362 | 28494 | 28447 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 15 | 23 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 8 | 8 | 519472 | 14591 | 4183 | 165 | 26807 | 78971 | 55711 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 7 | 7 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 30 | 30 | 24802 | 1708 | 427 | 21 | 3856 | 4 | 2549 |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 27648 | 38234 | 357691888 | 22524717 | 5483454 | 475766 | 43723893 | 19795782 | 21462916 |
|  | Firms operated for the entire year | 24330 | 34808 | 352279591 | 22122198 | 5384934 | 465831 | 42937063 | 19678733 | 20830932 |
|  | Firms with sales less than \$250,000 | 3138 | 3143 | 436377 | 105961 | 25631 | 6018 | 193687 | 45771 | 46325 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 2795 | 2806 | 1013113 | 216823 | 49753 | 8805 | 404680 | 103332 | 104676 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 3552 | 3602 | 2551233 | 449711 | 103799 | 15932 | 849214 | 234375 | 240547 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 5098 | 5275 | 8223664 | 1229910 | 278335 | 37480 | 2298073 | 706172 | 740265 |
|  | Firms with sales of $\$ 2,500,000$ to \$4 999 | 3361 | 3653 | 11912489 | 1383994 | 312484 | 37723 | 2562421 | 952248 | 1001476 |
|  | Firms with sales of $\$ \mathbf{\$}, 000000000$ |  |  | 11912489 | 1383994 | 312484 | 37723 | 2562421 | 952248 | 1001476 |
|  | to \$9,999,999 .............. | 2635 | 3151 | 18444764 | 1712797 | 385024 | 40826 | 3151299 | 1256374 | 1338174 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 2199 | 3176 | 33607549 | 2459610 | 549306 | 54676 | 4583552 | 2002630 | 2126634 |
|  | Firms with sales of |  |  |  |  |  |  | 52 | 026 | 2126634 |
|  | \$25,000,000 to \$49,999,999. | 837 | 1606 | 28495729 | 1710970 | 397250 | 36617 | 3288900 | 1733563 | 1857273 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 364 | 1146 | 25162506 | 1414396 | 335670 | 28288 | 2826041 | 1694996 | 1835836 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 351 | 7250 | 222432167 | 11438026 | 2947682 | 199466 | 22779196 | 10949272 | 11539726 |
|  | Firms not operated for the entire year | 3318 | 3426 | 5412297 | 402519 | 98520 | 9935 | 786830 | 117 04 | 6319 |

[^233]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ |  | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9618 | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Firms operated for the entire year | 8604 | 12394 | 84597125 | 5935452 | 1408095 | 142371 | 10869527 | 5651620 | 5862867 |
|  | Firms with sales less than \$250,000 | 1061 | 1061 | 146469 | 33697 | 8191 | 1889 | 61669 | 16036 | 16155 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 925 | 926 | 334748 | 66629 | 15011 | 2687 | 123492 | 34562 | 34983 |
|  | Fits $\begin{aligned} & \text { P999,999 . ............ }\end{aligned}$ | 1193 | 1210 | 853662 | 137241 | 32472 | 4834 | 260076 | 82599 | 85527 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1858 | 1912 | 3015012 | 413519 | 94035 | 12723 | 767786 | 260655 | 272094 |
|  | Firms with sales of \$2,500,000 |  |  |  | 466693 |  |  |  |  |  |
|  |  | 1260 | 1336 | 4435000 | 466693 | 108008 | 12749 | 850956 | 335158 | 353915 |
|  | to \$9,999,999 .............. | 1009 | 1214 | 7066088 | 605573 | 136656 | 14425 | 1101994 | 467900 | 487407 |
|  | \$10,000,000 to \$24,999,999. | 831 | 1274 | 12861603 | 879348 | 196224 | 19954 | 1588518 | 690217 | 719407 |
|  | Firms with sales of <br> \$25,000,000 to \$49,999,999 . | 285 | 611 | 9803838 | 626248 | 142464 | 13453 | 1177539 | 633761 | 689942 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 109 | 439 | 7340158 | 506668 | 125991 | 11087 | 977268 | 591938 | 684282 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 73 | 2411 | 38740547 | 2199836 | 549043 | 48570 | 3960229 | 2538794 | 2519155 |
|  | Firms not operated for the entire year | 1014 | 1037 | 1263894 | 92935 | 18572 | 2214 | 169011 | 24020 | 167109 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9618 | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Firms operated for the entire year | 8604 | 12394 | 84597125 | 5935452 | 1408095 | 142371 | 10869527 | 5651620 | 5862867 |
|  | Firms with sales less than |  |  | 146469 |  | 8191 |  |  |  |  |
|  | $\xrightarrow{\$ 250,000} \ldots \ldots \ldots \ldots \ldots$ | 1061 | 1061 | 146469 | 33697 | 8191 | 1889 | 61669 | 16036 | 16155 |
|  | to \$499,999 | 925 | 926 | 334748 | 66629 | 15011 | 2687 | 123492 | 34562 | 34983 |
|  | to \$999,999.............. | 1193 | 1210 | 853662 | 137241 | 32472 | 4834 | 260076 | 82599 | 85527 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 1858 | 1912 | 3015012 | 413519 | 94035 | 12723 | 767786 | 260655 | 272094 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1260 | 1336 | 4435000 | 466693 | 108008 | 12749 | 850956 | 335158 | 353915 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . . | 1009 | 1214 | 7066088 | 605573 | 136656 | 14425 | 1101994 | 467900 | 487407 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 831 | 1274 | 12861603 | 879348 | 196224 | 19954 | 1588518 | 690217 | 719407 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 285 | 611 | 9803838 | 626248 | 142464 | 13453 | 1177539 | 633761 | 689942 |
|  | \$50,000,000 to \$99,999,999. | 109 | 439 | 7340158 | 506668 | 125991 | 11087 | 977268 | 591938 | 684282 |
|  | Firms with sales of $\$ 100,000,000$ or more . ..... | 73 | 2411 | 38740547 | 2199836 | 549043 | 48570 | 3960229 | 2538794 | 2519155 |
|  | Firms not operated for the entire year $\qquad$ | 1014 | 1037 | 1263894 | 92935 | 18572 | 2214 | 169011 | 24020 | 167109 |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3295 | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Firms operated for the entire year | 2908 | 3507 | 53926864 | 2054925 | 476388 | 50249 | 6002359 | 3907057 | 4126214 |
|  | Firms with sales less than \$250,000 | 368 | 369 | $52275$ | $12775$ | 3075 | 802 | $24965$ | $6850$ | 6980 |
|  | Firms with sales of $\$ 250,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$499,999.............. | 298 | 301 | 109024 | 22667 | 5411 | 1001 | 45228 | 16195 | 16227 |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 383 | 385 | 269539 | 38582 | 9164 | 1564 | 85997 | 31528 | 32169 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 575 | 598 | 930937 | 109932 | 25527 | 4133 | 238447 | 111440 | 115848 |
|  | Firms with sales of \$2,500,000 |  |  | 93097 | 10952 |  |  | 238447 | 111440 | 15848 |
|  | to \$4,999,999 ............. | 408 | 438 | 1460190 | 121862 | 27815 | 3948 | 268200 | 164185 | 166365 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 338 | 409 | 2362866 | 174520 | 39588 | 4786 | 374520 | 228108 | 243693 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 292 | 392 | 4533928 | 260282 | 59751 | 6899 | 574503 | 389935 | 403202 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 134 | 223 | 4536516 | 213440 | 51260 | 5267 | 468069 | 365960 | 377472 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 56 | 131 | 3968649 | 149543 | 33213 | 3695 | 399500 | 381214 | 402634 |
|  | $\$ 100,000,000 \text { or more }$ | 56 | 261 | 35702940 | 951322 | 221584 | 18154 | 3522930 | 2211642 | 2361624 |
|  | Firms not operated for the entire |  |  |  |  |  |  |  |  |  |
|  | year . ........................ | 387 | 388 | 757083 | 24822 | 4624 | 673 | 71361 | 46197 | 139380 |

[^234]Table 4. Sales Size of Firms: 1997-Con.


$\left.\begin{array}{l|l}\hline \text { NAICS } \\ \text { code }\end{array} \quad \begin{array}{c}\text { Sales sizes of firms by type of } \\ \text { operation and kind of business }\end{array}\right\}$





|  |
| ---: |
| Firms <br> (number) |



> to \$499,999...
> $\begin{aligned} & \text { Firms with sales of } \$ 500,000 \\ & \text { to } \$ 999,999\end{aligned}$ Firms with sales of $\$ 1,000,000$
> to $\$ 2,499,999 \ldots \ldots \ldots$ to \$4,999,999 . to \$9,999,999. Firms with sales of \$10,000,000 to \$24,999,999 Firms with sales of
> \$25,000,000 to \$49,999,999 irms with sales of
> \$50,000,000 to \$99,999,999 irms with sales of
> $\$ 100,000,000$ or more
> $42169 \quad \begin{gathered}\text { Firms not operated for the enti } \\ \text { year .......................................... } \\ \text { Other electronic parts \& }\end{gathered}$
> $\begin{gathered}\text { Other electronic parts } \\ \text { equipment whsle } \\ \text { All firms }\end{gathered}$


|  | year |
| :---: | :---: |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . .$ |
|  | Firms with sales of $\$ 250,000$ to \$499,999 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . |
|  | Firms with sales of $\$ 100,000,000$ or more |
|  | Firms not operated for the entire year |
| 421690 |  |

 $\qquad$
year ......................
Firms with sales less than
$\$ 250,000$ $\$ 250,000 \ldots \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots \ldots \ldots . . . . . . . . . . . .$. Firms with sales of $\$ 500,000$
to $\$ 999,999 \ldots \ldots$
Firms with sales of $\$ 1,000,000$ Firms with sales of $\$ 1,000,000$
to $\$ 2,499,999 \ldots \ldots$
Firms with sales of $\$ 2,500,000$ Firms with sales of $\$ 2,500,000$
to $\$ 4,999,999 \ldots \ldots \ldots \ldots$ Firms with sales of $\$ \mathbf{5 , 0 0 0 , 0 0 0}$ to \$9,999,999 ...
Firms with sales of
$\$ 10,000,000$ to $\$ 24,999,999$ Firms with sales of
\$25,000,000 to \$49,999,999 Firms with sales of
\$50,000,000 to \$99,999,999 Firms with sales of
Firms with sales of
$\$ 100,000,000$ or more.... .
Firms not operated for the entire year.
4216901
Communications equipment
\& supplies whsle
See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ |  | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4216901 | Communications equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 5935 | 9180 | 88413555 | 8091469 | 2116989 | 152279 | 14076505 | 3692360 | 4129201 |
|  | Firms operated for the entire year | 5125 | 8319 | 87005835 | 7898385 | 2062136 | 147697 | 13716713 | 3683257 | 4037363 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | \$250,000 ............. | 796 | 799 | 112108 | 28008 | 6695 | 1601 | 51239 | 8440 | 8585 |
|  | Firms with sales of $\$ 250,000$ | 747 | 752 | 269662 | 65403 | 14921 | 2700 | 121479 | 20753 | 21426 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999............. | 892 | 910 | 639103 | 142332 | 32916 | 5138 | 256093 | 50305 | 50924 |
|  | $\text { to } \$ 2,499,999$ | 1143 | 1189 | 1816567 | 372331 | 84872 | 10827 | 660617 | 136223 | 144080 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . . . . . . . . . .$. | 630 | 734 | 2210227 | 402867 | 89290 | 10571 | 697125 | 162437 | 178620 |
|  | Firms with sales of \$5,000,000 | 379 | 477 | 2654891 | 385477 | 8831 | 8 | 661157 |  | 106865 |
|  | Firms with sales of |  |  | 2654 | 385 |  |  | 661 |  | 196865 |
|  | \$10,000,000 to \$24,999,999 . | 313 | 455 | 4672511 | 579118 | 127211 | 11924 | 1021536 | 336731 | 386819 |
|  | Firms, ${ }^{\text {F }}$, | 110 | 262 | 3614001 | 340442 | 78690 | 7049 | 657745 | 235347 | 246867 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 47 | 124 | 3228288 | 318928 | 77205 | 5795 | 649954 | 320646 | 342051 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 68 | 2617 | 67788477 | 5263479 | 1462005 | 83178 | 8939768 | 2229396 | 2461126 |
|  | Firms not operated for the entire year | 810 | 861 | 1407720 | 193084 | 54853 | 4582 | 359792 | 9103 | 91838 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8996 | 11728 | 128733367 | 6325114 | 1458786 | 127980 | 12535130 | 6474528 | 7038145 |
|  | Firms operated for the entire year | 7875 | 10569 | 126636509 | 6223792 | 1436270 | 125377 | 12330540 | 6436294 | 6798563 |
|  | Firms with sales less than \$250,000 | 918 | 919 | 126333 | 31653 | 7707 | 1737 | 56160 | 14732 | 14904 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999 ............ | 836 | 841 | 304021 | 62843 | 14605 | 2456 | 116106 | 32704 | 32803 |
|  | to \$999,999 . . . . | 1097 | 1109 | 798579 | 133329 | 29675 | 4436 | 250157 | 71123 | 73227 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1557 | 1609 | 2519724 | 343762 | 76265 | 10081 | 648237 | 207723 | 218576 |
|  | Firms with sales of $\$ 2,500,000$ |  | 1158 | 3869094 | 401254 | 89628 | 10695 | 761488 | 297730 | 311124 |
|  | to $\$ 4,999,999 . .0 .0 .0 .00$ | 1085 | 1 | 3869094 | 401254 | 89628 | 10695 | 761488 | 297730 | 311 |
|  | to \$9,999,999 ............ | 931 | 1064 | 6517504 | 559986 | 123841 | 12928 | 1039446 | 398732 | 428474 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 789 | 1114 | 11977071 | 775742 | 174451 | 16752 | 1459415 | 647020 | 676658 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 327 | 563 | 11255274 | 613778 | 143666 | 12266 | 1134174 | 568059 | 612185 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 162 | 484 | 11404882 | 557641 | 127809 | 9915 | 1068414 | 524114 | 567917 |
|  | Firms with sales of $\$ 100,000,000$ or more | 173 | 1708 | 77864027 | 2743804 | 648623 | 44111 | 5796943 | 3674357 | 3862695 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 1121 | 1159 | 2096858 | 101322 | 22516 | 2603 | 204590 | 38234 | 239582 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 15305 | 21194 | 92189762 | 7977961 | 1837467 | 219233 | 15249815 | 9822088 | 10370210 |
|  | Firms operated for the entire year | 13717 | 19576 | 90917339 | 7860985 | 1813026 | 215325 | 15021983 | 9763205 | 10157621 |
|  | Firms with sales less than $\$ 250,000$ |  |  | 252836 |  |  |  |  | 38946 | $39344$ |
|  |  | 1784 | 1786 | 252836 | 55422 | 12862 | 3162 | 104852 | 38946 | 39344 |
|  | to \$499,999 . ............. | 1704 | 1705 | 614283 | 112268 | 25796 | 5083 | 219750 | 91416 | 93388 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 2093 | 2116 | 1498333 | 257152 | 58819 | 9767 | 495504 | 211820 | 215934 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 3070 | 3157 | 4921677 | 725929 | 165356 | 23029 | 1355346 | 621246 | 649043 |
|  | Firms with sales of $\$ 2,500,000$ | 3070 | 3157 | 4921 |  |  |  |  |  |  |
|  | to \$4,999,999 ............. | 2005 | 2280 | 7076593 | 868735 | 197195 | 24940 | 1607028 | 795121 | 835029 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 1501 | 2094 | 10508944 | 1153671 | 258508 | 29816 | 2116491 | 1127791 | 1178357 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 1015 | 1939 | 15313562 | 1457616 | 330309 | 37354 | 2691058 | 1614737 | 1669826 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 296 | 982 | 10105660 | 813350 | 185757 | 20315 | 1556718 | 1057422 | 1073691 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 155 | 965 | 10684668 | 791904 | 184522 | 20630 | 1597696 | 1391200 | 1421719 |
|  | $\$ 100,000,000 \text { or more }$ | 94 | 2552 | 29940783 | 1624938 | 393902 | 41229 | 3277540 | 2813506 | 2981290 |
|  | Firms not operated for the entire |  |  |  |  |  |  |  |  |  |
|  | year. | 1588 | 1618 | 1272423 | 116976 | 24441 | 3908 | 227832 | 58883 | 212589 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories (\$1,000) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42171 | Hardware whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 7369 | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Firms operated for the entire year ............................. Firms with sales less than | 6703 | 8796 | 43508050 | 3813753 | 866923 | 108932 | 7242882 | 4901394 | 5180297 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . .$ | 907 | 908 | 130477 | 26393 | 6094 | 1596 | 50987 | 23873 | 24331 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 928 |  | 334242 | 57837 | 13414 | 2709 | 114087 | 57167 |  |
|  | Firms with sales of $\$ 500,000$ |  | 929 |  |  |  |  |  |  | 58190 |
|  | to \$999,999. <br> Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1045 | 1057 | 741305 | 126089 | 28817 | 4944 | 245808 | 126553 | 129128 |
|  |  | 1472961 | 1510 | 2354599 | 365716 | 82751 | 11914 | 693861 | 345960 | 360442 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ |  | 1067 | 3368740 | 439750 | 98499 | 13159 | 818397 | 433628 | 456512 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 . . . . . . . . | 715 | 967 | 5032905 | 597119 | 133551 | 15699 | 1107325 | 627023 | 657487 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 439 | 767 | 6616277 | 712310 | 158571 | 18980 | 1313653 | 805850 | 838386 |
|  | \$25,000,000 to \$49,999,999. | 128 | 362 | 4337872 | 353878 | 79163 | 9213 | 707146 | 441726 | 463576 |
|  | Firms with sales of \$50,000,000 to \$99,999,999. | 66 | 334 | 4550208 | 353427 | 81248 | 10124 | 730332 | 602048 | 630990 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 42 | 895 | 16041425 | 781234 | 184815 | 20594 | 1461286 | 1437566 | 1561255 |
|  | Firms not operated for the entire year | 666 | 677 | 555624 | 51255 | 12451 | 2031 | 99146 | 36779 | 117948 |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7369 | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Firms operated for the entire year ............................ Firms with sales less than | 6703 | 8796 | 43508050 | 3813753 |  |  |  |  |  |
|  |  |  |  |  |  | 866923 | 108932 | 7242882 | 4901394 | 5180297 |
|  | Firms with sales less than \$250,000................... . | 907 | 908 | 130477 | 26393 | 6094 | 1596 | 50987 | 23873 | 24331 |
|  | Firms with sales of $\$ 250,000$ <br> to \$499,999. <br> Firms with sales of $\$ 500,000$ | 928 | 929 | 334242 | 57837 | 13414 | 2709 | 114087 | 57167 | 58190 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | to \$999,999............. | 1045 | 1057 | 741305 | 126089 | 28817 | 4944 | 245808 | 126553 | 129128 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1472 | 1510 | 2354599 | 365716 | 82751 | 11914 | 693861 | 345960 | 360442 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 961 | 1067 | 3368740 | 439750 | 98499 | 13159 | 818397 | 433628 | 456512 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 715 |  | 5032905 | 597119 | 133551 | 15699 | 1107325 | 627023 | 657487 |
|  | Firms with sales of |  | 967 |  |  | 158571 |  |  | 805850 |  |
|  | \$10,000,000 to \$24,999,999. | 439 | 767 | 6616277 | 712310 |  | 18980 | 1313653 |  | 838386 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 128 | 362 | 4337872 | 353878 | 79163 | 9213 | 707146 | 441726 | 463576 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 |  |  | 4550208 | 353427 | 81248 | 10124 | 730332 | 602048 | 630990 |
|  | \$50,000,000 to \$99,999,999. | 66 | 334 |  |  |  |  |  |  |  |
|  |  | 42 | 895 | 16041425 | 781234 | 184815 | 20594 | 1461286 | 1437566 | 1561255 |
|  | Firms not operated for the entire year | 666 | 677 | 555624 | 51255 | 12451 | 2031 | 99146 | 36779 | 117948 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3726 | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Firms operated for the entire year | 3202 | 4093 | 22525841 | 1549192 | 360719 | 42664 | 2964076 | 1806776 | 1896546 |
|  |  |  | 4093 | 22525841 | 1549192 |  | 42664 |  |  |  |
|  | \$250,000 ............... | 405 | 405 | 55478 | 12812 | 3064 | 696 | 23010 | 6919 | 7117 |
|  | to \$499,999............... | 323 | 323 | 117575 | 21325 | 4875 | 959 | 43014 | 14984 | 15231 |
|  | Firms with sales of $\$ 500,000$ to \$999 999 | 466 | 471 | 336708 | 53707 | 12201 | 2056 | 105928 | 38324 | 38532 |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............. | 700 | 714 | 1120322 | 143335 | 32641 | 4491 | 270022 | 123277 | 130060 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 476 | 527 | 1690036 | 163547 | 38585 | 4795 | 314593 | 146155 | 151364 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 371 | 463 | 2624918 | 214344 | 49437 | 5796 | 396786 | 207591 | 224012 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 302 | 452 | 4648869 | 322652 | 76058 | 7960 | 592288 | 349069 | 364720 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 89 | 240 | 3108350 | 190008 | 43782 | 5093 | 362554 | 235826 | 239510 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 47 | 164 | 2976462 | 192808 | 42525 | 4632 | 371006 | 260446 | 269063 |
|  | \$100,000,000 or more | 23 | 334 | 5847123 | 234654 | 57551 | 6186 | 484875 | 424185 | 456937 |
|  | Firms not operated for the entire year | 524 | 532 | 402266 | 33027 | 7575 | 1223 | 66229 | 25758 | 68095 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish(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) | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 3726 | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Firms operated for the entire year | 3202 | 4093 | 22525841 | 1549192 | 360719 | 42664 | 2964076 | 1806776 | 1896546 |
|  | Firms with sales less than <br> \$250,000 | 405 | 405 | 55478 | 12812 | 3064 | 696 | 23010 | 6919 | 7117 |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 323 | 323 | 117575 | 21325 | 4875 | 959 | 43014 | 14984 | 15231 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 466 | 471 | 336708 | 53707 | 12201 | 2056 | 105928 | 38324 | 38532 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 700 | 714 | 1120322 | 143335 | 32641 | 4491 | 270022 | 123277 | 130060 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 476 | 527 | 1690036 | 163547 | 38585 | 4795 | 314593 | 146155 | 151364 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 371 | 463 | 2624918 | 214344 | 49437 | 5796 | 396786 | 207591 | 224012 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 302 | 452 | 4648869 | 322652 | 76058 | 7960 | 592288 | 349069 | 364720 |
|  | \$25,000,000 to \$49,999,999. | 89 | 240 | 3108350 | 190008 | 43782 | 5093 | 362554 | 235826 | 239510 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 47 | 164 | 2976462 | 192808 | 42525 | 4632 | 371006 | 260446 | 269063 |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 23 | 334 | 5847123 | 234654 | 57551 | 6186 | 484875 | 424185 | 456937 |
|  | Firms not operated for the entire year | 524 | 532 | 402266 | 33027 | 7575 | 1223 | 66229 | 25758 | 68095 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 3307 | 5524 | 20062710 | 2013489 | 471804 | 51252 | 3932992 | 2446751 | 2498546 |
|  | Firms operated for the entire year | 2992 | 5196 | 19805050 | 1994061 | 466991 | 50585 | 3891936 | 2437493 | 2467398 |
|  | Firms with sales less than \$250,000 | 353 | 353 | $50404$ | $12024$ | $2769$ | 639 | $22938$ | 6083 | 5992 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999.............. | 339 | 339 | 121402 | 23970 | 5371 | 1043 | 45798 | 14022 | 14401 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$........................ | 450 | 458 | 323513 | 58820 | 13433 | 2094 | 109216 | 34363 | 36097 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 722 | 748 | 1169240 | 173535 | 39854 | 5290 | 314909 | 124811 | 130842 |
|  | Firms with sales of \$2,500,000 | 755 | 8 | 160240 |  |  |  |  |  |  |
|  | to \$4,999,999 $\ldots . . . . . . . . .0$ | 455 | 555 | 1616910 | 208981 | 47805 | 5538 | 377561 | 178640 | 188637 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 318 | 483 | 2174168 | 264176 | 58647 | 6223 | 480726 | 234074 | 237815 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 222 | 558 | 3280255 | 335277 | 76840 | 8231 | 618341 | 362580 | 359857 |
|  | \$25,000,000 to \$49,999,999. | 74 | 400 | 2502390 | 262341 | 60184 | 6242 | 470513 | 347417 | 337662 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 35 | 273 | D | D | D | h | D | D | D |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 24 | 1029 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 315 | 328 | 257660 | 19428 | 4813 | 667 | 41056 | 9258 | 31148 |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 3307 | 5524 | 20062710 | 2013489 | 471804 | 51252 | 3932992 | 2446751 | 2498546 |
|  | Firms operated for the entire year | 2992 | 5196 | 19805050 | 1994061 | 466991 | 50585 | 3891936 | 2437493 | 2467398 |
|  | Firms with sales less than <br> \$250,000 | 295 353 | $\begin{array}{r}553 \\ \hline\end{array}$ | 50404 | 12024 | 2769 | 639 | 22938 | 6083 | 5992 |
|  | Firms with sales of $\$ 250,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$499,999........... | 339 | 339 | 121402 | 23970 | 5371 | 1043 | 45798 | 14022 | 14401 |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999 | 450 | 458 | 323513 | 58820 | 13433 | 2094 | 109216 | 34363 | 36097 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 722 | 748 | 1169240 | 173535 | 39854 | 5290 | 314909 | 124811 | 130842 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 455 | 555 | 1616910 | 208981 | 47805 | 5538 | 377561 | 178640 | 188637 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 318 | 483 | 2174168 | 264176 | 58647 | 6223 | 480726 | 234074 | 237815 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 222 | 558 | 3280255 | 335277 | 76840 | 8231 | 618341 | 362580 | 359857 |
|  | \$25,000,000 to \$49,999,999 . | 74 | 400 | 2502390 | 262341 | 60184 | 6242 | 470513 | 347417 | 337662 |
|  | Firms with sales of |  |  |  |  | D | h | D |  | D |
|  | Firms with sales of | 35 | 273 |  |  | D | h | D | D | D |
|  | \$100,000,000 or more ...... | 24 | 1029 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 315 | 328 | 257660 | 19428 | 4813 | 667 | 41056 | 9258 | 31148 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3740 | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |
|  | Firms operated for the entire year | 3339 | 4916 | 44419767 | 3582320 | 858682 | 87051 | 6635421 | 11157756 | 12045970 |
|  | $\begin{aligned} & \text { Firms with } \\ & \$ 250,000 \end{aligned}$ | 334 | 334 | 46095 | 10849 | 2530 | 591 | 19667 | 9101 | 9299 |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 332 | 333 | 122529 | 22012 | 4826 | 918 | 43551 | 23767 | 24354 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 486 | 490 | 355343 | 53525 | 11949 | 2074 | 109785 | 70071 | 72771 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 693 | 705 | 1098009 | 136280 | 30339 | 4461 | 275788 | 197847 | 202880 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 508 | 567 | 1799200 | 210468 | 47904 | 5922 | 408384 | 365718 | 379898 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 409 | 520 | 2845721 | 301059 | 65496 | 7633 | 587342 | 604927 | 644502 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 313 | 606 | 4812639 | 493545 | 113157 | 12138 | 958802 | 1250489 | 1397958 |
|  | Firms with sales of | 118 | 404 | 4117758 | 392523 | 94633 | 9465 | 737848 | 1175453 | 266691 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 | 64 | 330 | 4683378 | 441861 | 105902 | 10535 | 761991 | 1534705 | 1727037 |
|  | F100,000,000 or more .... | 82 | 627 | 24539095 | 1520198 | 381946 | 33314 | 2732263 | 5925678 | 6320580 |
|  | Firms not operated for the entire year | 401 | 405 | 306222 | 22324 | 3737 | 560 | 47919 | 9168 | 94681 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3740 | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |
|  | Firms operated for the entire year | 3339 | 4916 | 44419767 | 3582320 | 858682 | 87051 | 6635421 | 11157756 | 12045970 |
|  | Firms with sales less than \$250,000 | 334 | 334 | 46095 | 10849 | 2530 | 591 | 19667 | 9101 | 9299 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 332 | 333 | 122529 | 22012 | 4826 | 918 | 43551 | 23767 | 24354 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 486 | 490 | 355343 | 53525 | 11949 | 2074 | 109785 | 70071 | 72771 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 693 | 705 | 1098009 | 136280 | 30339 | 4461 | 275788 | 197847 | 202880 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 508 | 567 | 1799200 | 210468 | 47904 | 5922 | 408384 | 365718 | 379898 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999,999$ | 409 | 520 | 2845721 | 301059 | 65496 | 7633 | 587342 | 604927 | 644502 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  | 2845721 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 313 | 606 | 4812639 | 493545 | 113157 | 12138 | 958802 | 1250489 | 1397958 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 118 | 404 | 4117758 | 392523 | 94633 | 9465 | 737848 | 1175453 | 1266691 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 64 | 330 | 4683378 | 441861 | 105902 | 10535 | 761991 | 1534705 | 1727037 |
|  | Firms with sales of $\$ 100,000,000$ or more | 82 | 627 | 24539095 | 1520198 | 381946 | 33314 | 2732263 | 5925678 | 6320580 |
|  | Firms not operated for the entire year | 401 | 405 | 306222 | 22324 | 3737 | 560 | 47919 | 9168 | 94681 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8518 | 9782 | 39713264 | 2860510 | 643779 | 101413 | 5578804 | 8510984 | 9247680 |
|  | Firms operated for the entire year | 7769 | 9028 | 39206930 | 2818058 | 633936 | 99579 | 5492192 | 8473343 | 9048510 |
|  | Firms with sales less than \$250,000 | 951 | 951 | 132056 | 21994 | 5071 | 1698 | 46122 | 35780 | 35745 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 883 | 883 | 325341 | 45967 | 10366 | 2728 | 98534 | 81257 | 81683 |
|  | Firms with sales of $\$ 500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$999,999 ................ | 1174 | 1178 | 837078 | 105912 | 24623 | 5604 | 219744 | 210308 | 214658 |
|  | Firms with sales of $\$ 1,000,000$ $\text { to } \$ 2,499,999$ | 1685 | 1716 | 2752678 | 300255 | 68331 | 13705 | 597538 | 724507 | 749610 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 1281 | 1381 | 4554373 | 435425 | 95921 | 16870 | 810303 | 1215296 | 1288830 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 .............. | 1027 | 1266 | 7158687 | 609792 | 135902 | 20673 | 1117955 | 1924395 | 2083923 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 632 | 1097 | 9410679 | 758393 | 167370 | 23541 | 1372632 | 2472877 | 2689356 |
|  | Firms with sales of |  |  | 9 410 | 758 |  |  | 1372632 | 247287 | 2689356 |
|  | \$25,000,000 to \$49,999,999. | 101 | 320 | 3361796 | 257991 | 59819 | 7462 | 489573 | 849634 | 911053 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 22 | 168 | 1410240 | 90401 | 20909 | 3242 | 198081 | 313405 | 337427 |
|  | Firms with sales of |  |  |  |  |  |  |  |  | 337 |
|  | \$100,000,000 or more ...... | 13 | 68 | 9264002 | 191928 | 45624 | 4056 | 541710 | 645884 | 656225 |
|  | Firms not operated for the entire year | 749 | 754 | 506334 | 42452 | 9843 | 1834 | 86612 | 37641 | 199170 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| 42 | WHOLESALE TRADE- <br> Con. <br> Wholesale trade, durable <br> goods-Con. |
| 421 |  |

4218203 Lawn \& garden machinery \& equipment whsle

All firms ...........
 \$250,000.
irms with sales of $\$ 250,000$ to $\$ 499,999$..
to \$999 999 . $\$ 500,000$ Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$.
Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$.
Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$... Firms with sales of
\$10,000,000 to \$24,999,999 Firms with sales of
\$25,000,000 to \$49,999,999 Firms with sales of
\$50,000,000 to \$99,999,999
Firms with sales of
$\$ 100,000,000$ or more.... .
Firms not operated for the entire
year . . . . . . . . . . . . . . . . .
42183
equipment whsle


year $\ldots \ldots \ldots \ldots \ldots \ldots \ldots$
Firms with sales less than
$\$ 250,000 \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 250,000$
to $\$ 499,999 \ldots \ldots \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 500,000$ Firms with sales of $\$ 1,000,000$ to \$2,499,999. Firms with sales of $\$ 2,500,000$
to $\$ 4,999,999$ Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$...
Firms with sales
..........
\$10,000,000 to \$24,999,999 Firms with sales of \$25,000,000 to \$49,999,999 Firms with sales of
\$50,000,000 to \$99,999,999 Firms with sales of
$\$ 100,000,000$ or more $\ldots .$. .

$421830 \quad \begin{aligned} & \text { Industrial machinery \& } \\ & \text { equipment whsle } \\ & \text { All firms } \ldots \ldots \ldots \ldots\end{aligned}$

 Firms with sales of $\$ 250,000$
to $\$ 499,999 \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 500,000$ Firms with sales of $\$ 500,000$
to $\$ 999,999 \ldots \ldots \ldots \ldots$ Firms with sales of $\$ 1,000,000$ Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \cdots \cdots \cdots$ to $\$ 9,999,999 \ldots$
Firms with sales of
$\$ 10,000,000$ to $\$ 24,999,999$ Firms with sales of
\$25,000,000 to \$49,999,999 Firms with sales of
\$50,000,000 to \$99,999,999 Firms with sales of
$\$ 100,000,000$ or more . .....
Firms not operated for the entire year
4218301
Food-processing machinery
\& equipment whsle
See footnotes at end of table

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218301 | Food-processing machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 1236 | 1333 | 4273371 | 496582 | 115224 | 12098 | 906693 | 449556 | 482438 |
|  | Firms operated for the entire year | 1123 | 1220 | 4160966 | 488405 | 112874 | 11814 | 891258 | 447865 | 472306 |
|  | Firms with sales less than <br> \$250,000 | 146 | 146 | 20180 | 4943 | 1118 | 278 | 9150 | 2184 | 2246 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 154 | 154 | 56818 | 11732 | 2753 | 469 | 21801 | 6420 | 6665 |
|  | $\text { to } \$ 999,999 \text {. }$ | 191 | 192 | 135616 | 21296 | 4925 | 775 | 41863 | 12604 | 12887 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 252 | 257 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 168 | 178 | 571446 | 79093 | 18128 | 2098 | 142626 | 60479 | 63928 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 116 | 138 | 779334 | 92523 | 20441 | 2037 | 169811 | 76116 | 88266 |
|  | Firms with sales of | 74 | 105 | 1120053 | 98395 | 22605 | 2079 | 173056 | 82833 | 84353 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 16 | 27 | 522623 | 60216 | 14884 | 1257 | 113989 | 78254 | 80186 |
|  | \$50,000,000 to \$99,999,999. | 4 | 14 | 245189 | 31453 | 7603 | 462 | 47357 | 47864 | 46904 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 2 | 9 | D | D | D | $f$ | D | D | D |
|  | Firms not operated for the entire year | 113 | 113 | 112405 | 8177 | 2350 | 284 | 15435 | 1691 | 10132 |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2981 | 3866 | 13016250 | 1637232 | 378722 | 40348 | 2960404 | 1300399 | 1412054 |
|  | Firms operated for the entire year | 2713 | 3598 | 12823163 | 1617055 | 374976 | 39746 | 2922892 | 1294872 | 1370438 |
|  | Firms with sales less than <br> \$250,000 | 356 | 356 | 51779 | 12708 | 3069 | 681 | 22098 | 5743 | 5867 |
|  | Firms with sales of \$250,000 |  | 86 | 7 |  |  |  |  |  |  |
|  | to \$499,999............. | 285 | 286 | 104430 | 21719 | 4983 | 896 | 39615 | 10296 | 10912 |
|  | 500,000 <br> to $\$ 999,999$ | 441 | 447 | 318002 | 56974 | 12862 | 2004 | 106473 | 34516 | 35398 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 699 | 722 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 388 | 470 | 1357339 | 204346 | 45950 | 5193 | 360879 | 147698 | 157097 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 294 | 440 | 2027343 | 285265 | 66719 | 6670 | 492184 | 221834 | 235556 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 171 | 339 | 2494017 | 317541 | 72542 | 6469 | 535710 | 244581 | 257777 |
|  | \$25,000,000 to \$49,999,999. | 56 | 257 | 1940609 | 232096 | 53918 | 4977 | 384552 | 239250 | 255620 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 9 | 55 | 549092 | 58685 | 14280 | 1245 | 108035 | 40537 | 49921 |
|  | Firms with sales of $\$ 100,000,000$ or more | 14 | 226 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 268 | 268 | 193087 | 20177 | 3746 | 602 | 37512 | 5527 | 41616 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 1285 | 1636 | 4753826 | 543359 | 127730 | 13756 | 969270 | 471624 | 506332 |
|  | Firms operated for the entire year | 1149 | 1500 | 4662737 | 534264 | 125744 | 13471 | 952740 | 470896 | 485981 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 182 | 182 | 25915 | 6230 | 1518 | 341 | 10768 | 2478 | 2484 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 129 | 129 | 47063 | 9802 | 2286 | 401 | 17692 | 4240 | 4495 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 215 | 215 | 154722 | 27367 | 6093 | 935 | 51494 | 15205 | 15635 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 215 309 | 215 312 | 154 |  |  |  |  |  |  |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 309 | 312 | D | D | D | g | D | D | D |
|  |  | 129 | 144 | 443556 | 64218 | 14946 | 1589 | 117606 | 46129 | 47550 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 101 | 146 | 702282 | 91722 | 24140 | 2203 | 161918 | 69696 | 71558 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 52 | 106 | 780463 | 96983 | 21822 | 1958 | 165868 | 84785 | 83661 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 21 | 94 | 699287 | 70337 | 15838 | 1645 | 117253 | 87368 | 99794 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  |  | 5 | 56 | D | D | D | f | D | D | D |
|  | $\$ 50,000,000$ to \$99,999,999. Firms with sales of | 6 | 116 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000$ or more $\qquad$ <br> Firms not operated for the entire year $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 136 | 136 | 91089 | 9095 | 1986 | 285 | 16530 | 728 | 20351 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1714 | 2230 | 8262424 | 1093873 | 250992 | 26592 | 1991134 | 828775 | 905722 |
|  | Firms operated for the entire year | 1581 | 2097 | 8159456 | 1082639 | 249164 | 26266 | 1969769 | 823976 | 884457 |
|  | Firms with sales less than \$250,000 .................... | 174 | 174 | 25864 | 6478 | 1551 | 340 | 11330 | 3265 | 3383 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 157 | 158 | 57752 | 11948 | 2704 | 496 | 21985 | 6099 | 6460 |
|  | Firms with sales of \$500,000 to \$999,999. | 227 | 233 | 164119 | 29742 | 6803 | 1074 | 55289 | 19468 | 19925 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 395 | 416 | 643421 | 108133 | 24576 | 3180 | 194245 | 70092 | 74196 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 260 | 324 | 916613 | 141174 | 31238 | 3612 | 244610 | 102212 | 110048 |
|  | Firms with sales of \$5,000,000 | 260 | 324 | 916 | 141174 | 31238 | 3612 | 244610 | 102212 | 110048 |
|  | to \$9,999,999 . . . . . . . . . . | 194 | 294 | 1333230 | 194137 | 42698 | 4473 | 331060 | 152095 | 163955 |
|  | \$10,000,000 to \$24,999,999 . | 126 | 270 | 1807800 | 231593 | 53339 | 4756 | 388726 | 170732 | 184961 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 35 | 145 | 1194288 | 153473 | 36383 | 3151 | 251613 | 140702 | 144727 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 6 | 16 | D | D | D | f | D | D | D |
|  | $\$ 100,000,000 \text { or more ..... }$ | 7 | 67 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 133 | 133 | 102968 | 11234 | 1828 | 326 | 21365 | 4799 | 21265 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9308 | 11101 | 42641534 | 4279378 | 965711 | 102295 | 8140762 | 3902321 | 4203829 |
|  | Firms operated for the entire | 8567 | 10349 | 42194710 | 4235835 | 956358 | 101022 | 8054196 | 3884595 | 4122511 |
|  | Firms with sales less than |  |  |  |  |  |  |  | 3884 | 412251 |
|  | \$250,000 ............. | 1157 | 1157 | 156938 | 37260 | 8907 | 1924 | 68772 | 13305 | 13367 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 1033 | 1033 | 377852 | 67318 | 15478 | 2827 | 132838 | 33034 | 33750 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1365 | 1382 | 989376 | 156774 | 35492 | 5478 | 305811 | 85257 | 88350 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 2116 | 2179 | 3393086 | 475791 | 108195 | 13926 | 887891 | 277714 | 295498 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 1319 | 1501 | 4634187 | 598261 | 136244 | 14820 | 1086315 | 394456 | 421460 |
|  | to \$9,999,999 ............... | 860 | 1096 | 5891336 | 680972 | 153874 | 15211 | 1199671 | 556064 | 576044 |
|  | \$10,000,000 to \$24,999,999. | 498 | 949 | 7336770 | 795660 | 180794 | 17655 | 1467160 | 765017 | 815382 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 125 | 345 | 4183943 | 429265 | 100480 | 9331 | 788360 | 564324 | 588509 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 53 | 280 | 3617779 | 283599 | 65578 | 6288 | 546868 | 423745 | 458543 |
|  | $\begin{aligned} & \text { rirms witn sales of } \\ & \$ 100,00,000 \text { or more } \ldots . . . \end{aligned}$ | 41 | 427 | 11613443 | 710935 | 151316 | 13562 | 1570510 | 771679 | 831608 |
|  | Firms not operated for the entire year $\qquad$ | 741 | 752 | 446824 | 43543 | 9353 | 1273 | 86566 | 17726 | 81318 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3603 | 4092 | 19008973 | 1603844 | 363648 | 35524 | 3130563 | 2381201 | 2366943 |
|  | Firms operated for the entire year | 3256 | 3745 | 18774150 | 1582175 | 358970 | 34950 | 3086243 | 2376630 | 2332201 |
|  | Firms with sales less than \$250,000 | 470 | 470 | 65509 | 15858 | 3808 | 834 | 29039 | 6830 | 6825 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 417 | 417 | 153896 | 29095 | 6691 | 1115 | 56447 | 16322 | 16333 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 511 | 512 | 367923 | 53440 | 11765 | 1804 | 108994 | 36592 | 37859 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 717 | 725 | 1148420 | 148389 | 33248 | 4187 | 291480 | 110323 | 115610 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 479 | 507 | 1689974 | 201558 | 44609 | 4729 | 375266 | 182358 | 190192 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 319 | 381 | 2258723 | 226996 | 52958 | 4978 | 429819 | 240630 | 253979 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 212 | 292 | 3188594 | 266746 | 58815 | 4820 | 474151 | 307003 | 334153 |
|  | \$25,000,000 to \$49,999,999 . | 78 | 171 | 2625541 | 209619 | 46902 | 3884 | 409093 | 383545 | 388371 |
|  | Firms with sales of |  |  | 15 |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 27 | 103 | 1715409 | 134929 | 32485 | 2510 | 254005 | 212322 | 197863 |
|  | \$100,000,000 or more ...... | 26 | 167 | 5560161 | 295545 | 67689 | 6089 | 657949 | 880705 | 791016 |
|  | Firms not operated for the entire year $\qquad$ | 347 | 347 | 234823 | 21669 | 4678 | 574 | 44320 | 4571 | 34742 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 3830 | 4642 | 18803215 | 2371197 | 559533 | 63169 | 4079742 | 1785899 | 1883410 |
|  | Firms operated for the entire year | 3434 | 4241 | 18531316 | 2335235 | 550093 | 61998 | 4015350 | 1776509 | 1841714 |
|  | Firms with sales less than \$250,000 | 413 | 413 | 58674 | 13687 | 3148 | 739 | 25002 | 4564 | 4524 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 434 | 434 | 157556 | 29314 | 6637 | 1291 | 57022 | 12558 | 12581 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 588 | 594 | 421086 | 73809 | 16966 | 2874 | 139165 | 29978 | 31219 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 784 | 807 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 502 | 547 | 1762810 | 259601 | 57748 | 6878 | 465651 | 147953 | 150622 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 332 | 428 | 2348626 | 345297 | 81126 | 8929 | 591550 | 235126 | 251676 |
|  | \$10,000,000 to \$24,999,999. | 264 | 526 | 4148361 | 585073 | 136637 | 14646 | 958308 | 423653 | 444471 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 86 | 260 | 2950741 | 401211 | 95899 | 9946 | 671890 | 321265 | 339363 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 17 | 76 | 1072755 | 135884 | 31785 | 3158 | 241815 | 92755 | 92885 |
|  | Firms with sales of <br> $\$ 100,000,000$ or more ...... | 14 | 76 156 | 1072 | 135884 D | 31785 D | 3158 | 241815 D | 92755 D | 92885 D |
|  | Firms not operated for the entire year $\qquad$ | 396 | 401 | 271899 | 35962 | 9440 | 1171 | 64392 | 9390 | 41696 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 2307 | 3536 | 11671958 | 1006985 | 223687 | 25475 | 1872441 | 1181404 | 1356139 |
|  | Firms operated for the entire year | 2051 | 3276 | 11497022 | 993425 | 220990 | 25054 | 1847052 | 1175426 | 1319683 |
|  | Firms with sales less than \$250,000 | 273 | 273 | 36540 | 8786 | 2123 | 495 | 16257 | 4657 | 4726 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............. | 290 | 291 | 105353 | 18140 | 4232 | 803 | 36084 | 12366 | 12686 |
|  |  | 400 | 402 | 287683 | 43156 | 9983 | 1613 | 88812 | 35334 | 37060 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 463 | 487 | 727502 | 101961 | 22740 | 3194 | 196507 | 81078 | 86051 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  | 150507 | 81 | 86 |
|  | to \$4,999,999 .......... | 292 | 350 | 1025937 | 121797 | 24157 | 3120 | 237036 | 92297 | 106914 |
|  |  | 170 | 236 | 1200251 | 129243 | 27700 | 2911 | 250303 | 109347 | 122297 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 96 | 249 | 1441134 | 138297 | 29687 | 3176 | 256212 | 138336 | 158216 |
|  | \$25,000,000 to \$49,999,999. | 30 | 93 | 1032403 | 81071 | 16940 | 1664 | 153964 | 140259 | 168783 |
|  | \$50,000,000 to \$99,999,999. | 22 | 207 | 1496429 | 92137 | 21020 | 2118 | 162100 | 149945 | 169391 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 15 | 688 | 4143790 | 258837 | 62408 | 5960 | 449777 | 411807 | 453559 |
|  | Firms not operated for the entire year | 256 | 260 | 174936 | 13560 | 2697 | 421 | 25389 | 5978 | 36456 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 6296 | 7104 | 30531651 | 2772481 | 631704 | 63099 | 5335479 | 2952675 | 3158609 |
|  | Firms operated for the entire year | 5435 | 6241 | 29958573 | 2718365 | 621313 | 61202 | 5229440 | 2935296 | 3059352 |
|  | Firms with sales less than \$250,000 | 849 | 849 | 115936 | 30155 | 7092 | 1456 | 52572 | 11953 | 11853 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  | 52 |  | 11 |
|  | to \$499,999.............. | 656 | 656 | 239246 | 46860 | 10862 | 1843 | 89700 | 23520 | 23653 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 888 | 895 | 641193 | 107959 | 24259 | 3583 | 209211 | 67354 | 68690 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............. | 1251 | 1283 | 1980177 | 282324 | 63026 | 7684 | 543250 | 194524 | 203177 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 783 | 840 | 2774151 | 336422 | 74593 | 8190 | 634976 | 268332 | 271374 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999,999$ | 495 | 599 | 3458084 | 377487 | 85113 | 8450 | 728641 | 332963 | 348827 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 317 | 496 | 4787794 | 463655 | 104184 | 9588 | 852399 | 521897 | 535403 |
|  | Firms,000,000 to \$49,999,999. | 103 | 233 | 3548240 | 282232 | 66707 | 5396 | 556977 | 336125 | 363271 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 58 | 186 | 3913141 | 290839 | 74005 | 5638 | 567110 | 450664 | 431328 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 35 | 204 | 8500611 | 500432 | 111472 | 9374 | 994604 | 727964 | 801776 |
|  | Firms not operated for the entire year | 861 | 863 | 573078 | 54116 | 10391 | 1897 | 106039 | 17379 | 99257 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | employees for pay period including (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218402 | Mechanical power transmission supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 1100 | 2917 | 13895428 | 1027321 | 239619 | 28097 | 1968660 | 1404407 | 1531024 |
|  | Firms operated for the entire year | 976 | 2788 | 13786749 | 1017694 | 237799 | 27839 | 1950876 | 1401389 | 1508272 |
|  | Firms with sales less than <br> \$250,000 | 90 | 90 | 12662 | 2848 | 718 | 149 | 4945 | 1908 | 1959 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 83 | 83 | 30423 | 4939 | 1178 | 224 | 9486 | 4563 | 4384 |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999 | 130 | 135 | 94367 | 15926 | 3628 | 570 | 28265 | 13459 | 13617 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 251 | 274 | 411885 | 56398 | 13244 | 1786 | 107298 | 55676 | 55681 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 151 | 196 | 552753 | 69726 | 15611 | 1759 | 126182 | 78820 | 84977 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 140 | 211 | 983192 | 113304 | 24096 | 2782 | 202599 | 136247 | 140985 |
|  | Firms with sales of |  |  |  |  | 31297 | 3297 |  |  |  |
|  | Firms with sales of | 78 | 242 | 1189600 | 132895 | 31297 | 3297 | 238189 | 166868 | 173675 |
|  | \$25,000,000 to \$49,999,999. | 24 | 108 | D | D | D | g | D | D | D |
|  | $\$ 50,000,000$ to \$99,999,999. | 10 | 54 | 610791 | 54910 | 13223 | 1415 | 98958 | 114605 | 126046 |
|  | $\$ 100,000,000$ or more | 19 | 1395 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 124 | 129 | 108679 | 9627 | 1820 | 258 | 17784 | 3018 | 22752 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 838 | 2141 | 4750926 | 649262 | 150474 | 19335 | 1283334 | 497409 | 516948 |
|  | Firms operated for the entire year | 744 | 2041 | 4676376 | 639400 | 147982 | 18992 | 1264453 | 489714 | 505701 |
|  | Firms with sales less than \$250,000 | 74 84 | 204 84 | $12841$ | 639 2753 | 663 | 168 | $5405$ | 1472 | 1502 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 499,999 \ldots \ldots \ldots \ldots \ldots$ | 86 | 87 | 31786 | 5742 | 1398 | 280 | 11939 | 3568 | 3618 |
|  | Firms with sales of \$500,000 | 119 | 124 | 84164 | 14962 | 3394 | 597 | 30006 | 10278 | 10729 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 168 | 192 | 269598 | 44117 | 10129 | 1455 | 86642 | 30933 | 31331 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 122 | 194 | 436015 | 74476 | 17061 | 2138 | 142212 | 46078 | 48099 |
|  | to \$9,999,999 . | 81 | 187 | 580372 | 91092 | 21077 | 2508 | 175037 | 65420 | 72172 |
|  | Firms with $\$ 10,000,000$ to \$ $24,999,999$. | 58 | 269 | 859556 | 123989 | 28935 | 3378 | 248151 | 87814 | 92131 |
|  | Firms with sales of | 12 | 111 |  |  |  |  |  |  | D |
|  | Firms with sales of | 12 | 11 | D |  | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 9 | 199 | 687738 | 70451 | 14271 | 2205 | 134761 | 52759 | 58852 |
|  | $\$ 100,000,000$ or more ...... | 5 | 594 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 94 | 100 | 74550 | 9862 | 2492 | 343 | 18881 | 7695 | 11247 |
| 4218404 | Industrial containers \& supplies whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 1593 | 1763 | 9931630 | 574198 | 125587 | 15879 | 1114467 | 308136 | 322520 |
|  | Firms operated for the entire year Firms with sales less than \$250,000 | 1377 | 1547 | 9749486 | 559354 | 123106 | 15557 | 1085523 | 307713 | 310162 |
|  |  | 194 | 194 | 25808 | 6277 | 1439 | 354 | 11565 | 1197 | 1290 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 171 | 171 | 61304 | 12269 | 2773 | 584 | 24543 | 2946 | 3028 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 222 | 222 | 163061 | 27149 | 5988 | 1062 | 53377 | 9126 | 9498 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 313 | 314 | 509863 | 69489 | 15138 | 2272 | 130685 | 25684 | 27418 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 204 | 216 | 725879 | 94352 | 21368 | 2855 | 179047 | 49443 | 49451 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ |  |  |  |  |  |  |  |  |  |
|  |  | 139 | 150 | 950840 | 95413 | 20116 | 2570 | 174761 | 47184 | 51306 |
|  | Firms with sales of $\$ 10,000000$ to $\$ 24,999,999$. | 89 | 123 | 1365475 | 128377 | 27183 | 2958 | 251922 | 73495 | 69301 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 26 | 57 | D | D | D | g | D | D | D |
|  |  | 14 | 57 | 914249 | 38932 | 8874 | 917 | 72260 | 34744 | 34269 |
|  | Firms with sales of $\$ 100,000,000$ or more | 5 | 43 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 216 | 216 | 182144 | 14844 | 2481 | 322 | 28944 | 423 | 12358 |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 <br> employees for pay period including (number) | Operating expenses ${ }^{\text {1 }}$ (\$1,000) | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle - Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 1096 | 1552 | 6805404 | 731411 | 169645 | 16740 | 1355872 | 859508 | 882080 |
|  | Firms operated for the entire year | 995 | 1450 | 6729204 | 722421 | 167208 | 16421 | 1341460 | 853538 | 868086 |
|  | Firms with sales less than \$250,000 | 76 | 76 | $11229$ | 2790 | 675 | 131 | 4861 | 991 | 1031 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 81 | 81 | 30110 | 6028 | 1411 | 227 | 11648 | 3177 | 3158 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 120 | 122 | 86912 | 13164 | 2972 | 428 | 25984 | 9764 | 9977 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 250 | 258 | 417138 | 57489 | 12722 | 1584 | 106664 | 48478 | 50044 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 159 | 181 | 577891 | 79588 | 18617 | 1946 | 139584 | 74075 | 78872 |
|  | Firms with sales of \$5,000, 0 . . | 142 | 180 | 972171 | 118218 | 26766 | 2600 | 208821 | 119738 | 121235 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 116 | 243 | 1764612 | 186462 | 44294 | 3806 | 331506 | 208863 | 214639 |
|  | $\$ 25,000,000 \text { to } \$ 49,999,999 \text {. }$ | 31 | 133 | D | D | D | h | D | D | D |
|  | Firms with sales of | 17 | 114 | 109352 | 110526 | 2612 | 2330 |  |  | 181036 |
|  | Firms with sales of |  |  | 109352 | 110526 | 122 |  | 213730 | 178664 | 181036 |
|  | \$100,000,000 or more .... | 3 | 62 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 101 | 102 | 76200 | 8990 | 2437 | 319 | 14412 | 5970 | 13994 |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3502 | 4506 | 25110642 | 1703780 | 400019 | 44548 | 3116871 | 1563449 | 1664083 |
|  | Firms operated for the entire year | 3172 | 4169 | 24902810 | 1684880 | 396726 | 44058 | 3078531 | 1560227 | 1618344 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | \$250,000 .............. | 411 | 411 | 57646 | 13131 | 3058 | 705 | 23830 | 5666 | 5823 |
|  | $\text { to } \$ 499,999 \text {. }$ | 398 | 403 | 145264 | 25811 | 5886 | 1131 | 49193 | 15243 | 15589 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 485 | 487 | 350618 | 55821 | 12442 | 2055 | 109652 | 36536 | 38386 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 746 | 761 | 1210056 | 179888 | 40998 | 5659 | 334327 | 131649 | 137204 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 511 | 562 | 1810390 | 238180 | 53193 | 6220 | 429412 | 189125 | 199774 |
|  | Firms with sales of \$5,000,000 | 338 | 441 |  |  | 64328 | 7454 | 518465 |  | 245855 |
|  | to \$9,999,999 ............ | 338 | 441 | 2311946 | 286811 | 64328 | 7454 | 518465 | 236706 | 245855 |
|  | \$10,000,000 to \$24,999,999 . | 196 | 388 | 2932617 | 311031 | 71883 | 7461 | 577042 | 304784 | 326215 |
|  | \$25,000,000 to \$49,999,999. | 53 | 223 | 1813904 | 170715 | 41895 | 4426 | 332305 | 193324 | 187665 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 16 | 150 | 1106004 | 97716 | 24408 | 2540 | 166111 | 110858 | 116188 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 18 | 343 | 13164365 | 305776 | 78635 | 6407 | 538194 | 336336 | 345645 |
|  | Firms not operated for the entire year | 330 | 337 | 207832 | 18900 | 3293 | 490 | 38340 | 3222 | 45739 |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 5736 | 6808 | 16038492 | 1804565 | 419918 | 59878 | 3365041 | 1301673 | 1385236 |
|  | Firms operated for the entire year | 5107 | 6176 | 15758174 | 1775023 | 413447 | 58676 | 3303119 | 1293847 | 1342117 |
|  | Firms with sales less than \$250,000 | 1044 | 1045 | 140863 | 31873 | 7587 | 2174 | 60404 | 16415 | 16436 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 882 | 884 | 318441 | 61270 | 14249 | 3276 | 121060 | 35186 | 35777 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999$ | 1008 | 1019 | 712573 | 124039 | 29219 | 5990 | 246581 | 80130 | 81873 |
|  | Firms with sales of $\$ 1,000,0000$ | 1008 | 1019 | 712573 | 124039 | 29219 | 5990 |  | 80130 | 81873 |
|  | to \$2,499,999 ............ | 1078 | 1133 | 1690210 | 272210 | 63729 | 10300 | 515716 | 180580 | 185866 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 562 | 641 | 1949923 | 299419 | 68678 | 9904 | 549309 | 188278 | 194820 |
|  | Firms with sales of $\$ 5,000,000$ to \$9 999.999 | 307 | 493 | 2095473 | 299309 | 68029 | 8224 | 535606 | 194253 | 198726 |
|  | Firms with sales of ${ }^{\text {a }}$. $\ldots \ldots .$. |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 169 | 425 | 2526420 | 332364 | 78102 | 9181 | 598133 | 287731 | 309169 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 36 | 181 | 1206675 | 148275 | 35815 | 4519 | 270387 | 125523 | 134821 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 10 | 117 | D | D | D | g | D | D | D |
|  | Firms with sales of | 11 | 238 | D | D | D | h | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 629 | 632 | 280318 | 29542 | 6471 | 1202 | 61922 | 7826 | 43119 |

[^235]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 5736 | 6808 | 16038492 | 1804565 | 419918 | 59878 | 3365041 | 1301673 | 1385236 |
|  | Firms operated for the entire year ........................... | 5107 | 6176 | 15758174 | 1775023 | 413447 | 58676 | 3303119 | 1293847 | 1342117 |
|  | Firms with sales less than \$250,000 ................... | 1044 | 1045 | 140863 | 31873 | 7587 | 2174 | 60404 | 16415 | 16436 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 882 | 884 | 318441 | 61270 | 14249 | 3276 | 121060 | 35186 | 35777 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 1008 | 1019 | 712573 | 124039 | 29219 | 5990 | 246581 | 80130 | 81873 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1078 | 1133 | 1690210 | 272210 | 63729 | 10300 | 515716 | 180580 | 185866 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$........... | 562 | 641 | 1949923 | 299419 | 68678 | 9904 | 549309 | 188278 | 194820 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 307 | 493 | 2095473 | 299309 | 68029 | 8224 | 535606 | 194253 | 198726 |
|  | Firms with sale of $\$ 10,000,000$ to $\$ 24,999,999$. | 169 | 425 | 2526420 | 332364 | 78102 | 9181 | 598133 | 287731 | 309169 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 36 | 181 | 1206675 | 148275 | 35815 | 4519 | 270387 | 125523 | 134821 |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 10 | 117 | D | D | D | g | D | D | D |
|  | Firms with sales of | 11 | 238 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 629 | 632 | 280318 | 29542 | 6471 | 1202 | 61922 | 7826 | 43119 |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 833 | 1296 | 2416390 | 372536 | 87826 | 14071 | 699942 | 305220 | 335666 |
|  | Firms operated for the entire year | 746 | 1209 | 2382553 | 368936 | 86656 | 13876 | 691585 | 304557 | 324435 |
|  | Firms with sales less than $\$ 250,000$ | 132 | 132 | 18153 | 3724 | 929 | 292 | 7264 | 3921 | 3928 |
|  | Firms with sales of \$250,000 to \$499,999 | 116 | 118 | 42838 | 6914 | 1598 | 426 | 14552 | 8285 | 8527 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 173 | 180 | 121809 | 20409 | 4874 | 1185 | 41532 | 16189 | 16484 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 149 | 166 | 229976 | 36834 | 8798 | 1606 | 74012 | 29306 | 30020 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 64 | 94 | 218180 | 38742 | 8890 | 1462 | 69370 | 27509 | 28224 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 54 | 172 | 377120 | 64516 | 14584 | 2114 | 115157 | 44516 | 45736 |
|  | Firms with sales of |  |  |  |  | 26326 |  |  |  | 113144 |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 42 | 184 |  | 111470 | 26326 | 3741 |  | 102021 | 113144 |
|  | \$25,000,000 to \$49,999,999. | 11 | 84 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 4 | 78 | 242841 | 20137 | 4949 | 800 | 45512 | 27674 | 27663 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 87 | 87 | 33837 | 3600 | 1170 | 195 | 8357 | 663 | 11231 |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2127 | 2356 | 4430938 | 654149 | 153460 | 22107 | 1195973 | 387593 | 409881 |
|  | Firms operated for the entire year | 1897 | 2125 | 4324922 | 642760 | 150922 | 21583 | 1172663 | 383070 | 398893 |
|  | Firms with sales less than <br> \$250,000 | 400 | 400 | 53131 | 11510 | 2699 | 849 | 21863 | 5386 | 5388 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 341 | 341 | 122640 | 22285 | 5161 | 1256 | 43431 | 11026 | 11377 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 348 | 350 | 244261 | 44386 | 10499 | 2216 | 84494 | 27138 | 27315 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 417 | 441 | 664249 | 111726 | 26316 | 4400 | 203831 | 67631 | 69285 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 214 | 230 | 751943 | 119920 | 28301 | 3890 | 216612 | 66426 | 67749 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 103 | 135 | 672945 | 102177 | 23093 | 2811 | 176334 | 54876 | 55802 |
|  | Firms with sales of $\ldots \ldots \ldots \ldots$ |  |  |  | 102177 |  |  |  |  |  |
|  | $\$ 10,000,000$ to \$24,999,999 . Firms with sales of | 59 | 111 | 855832 | 112353 | 26232 | 2816 | 200938 | 65642 | 72401 |
|  | \$25,000,000 to \$49,999,999. | 10 | 25 | D | D | D | g | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 3 | 28 | 256219 | 28238 | 6616 | 842 | 53293 | 24737 | 26544 |
|  | Firms with sales of $\$ 100,000,000$ or more | 2 | 64 | D | D | D | g | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 230 | 231 | 106016 | 11389 | 2538 | 524 | 23310 | 4523 | 10988 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 626 | 699 | 4123097 | 240347 | 56352 | 6526 | 457056 | 165141 | 175557 |
|  | Firms operated for the entire year | 561 | 634 | 4069429 | 235626 | 55489 | 6374 | 446562 | 163671 | 168185 |
|  | Firms with sales less than <br> \$250,000 | 84 | 84 | 10260 | 2468 | 596 | 173 | 4373 | 1356 | 1394 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 63 | 63 | 22879 | 4002 | 1008 | 260 | 8263 | 2308 | 2302 |
|  | Firms with sales of \$500,000 <br> to \$999,999 | 108 | 63 108 | 79501 | 11530 | 2789 | 495 | 25592 | 7891 | 8110 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 131 | 132 | 203852 | 27840 | 6425 | 942 | 56630 | 22451 | 22658 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 89 | 101 | 312628 | 43940 | 10076 | 1308 | 86369 | 32322 | 34133 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 52 | 63 | 381002 | 52606 | 12386 | 1338 | 100785 | 40657 | 40116 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 27 | 37 | 375817 | 42857 | 10552 | 1011 | 74627 | 33928 | 36237 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 5 | 23 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 2 | 23 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 65 | 65 | 53668 | 4721 | 863 | 152 | 10494 | 1470 | 7372 |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2156 | 2457 | 5068067 | 537533 | 122280 | 17174 | 1012070 | 443719 | 464132 |
|  | Firms operated for the entire year | 1909 | 2208 | 4981270 | 527701 | 120380 | 16843 | 992309 | 442549 | 450604 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | \$250,000 ................. | 429 | 430 | 59522 | 14206 | 3372 | 862 | 26968 | 5781 | 5756 |
|  | to \$499,999.............. | 362 | 362 | 130084 | 28069 | 6482 | 1334 | 54814 | 13567 | 13571 |
|  | +irms with sales of \$500,000 | 379 | 381 | 267002 | 47714 | 11057 | 2094 | 94963 | 28912 | 29964 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 383 | 396 | 595716 | 96336 | 22353 | 3373 | 182262 | 61762 | 64284 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 197 | 217 | 675153 | 98102 | 21786 | 3269 | 179070 | 62861 | 65565 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 100 | 136 | 679733 | 81961 | 18328 | 2074 | 146978 | 57386 | 59841 |
|  | Firms with sales of |  |  | 679 | 81 |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999$. | 41 | 89 | 638804 | 67339 | 15385 | 1638 | 126383 | 87275 | 89293 |
|  | \$25,000,000 to \$49,999,999 . | 9 | 36 | 309462 | 30603 | 7744 | 734 | 50959 | 33411 | 35022 |
|  | F50,000,000 to \$99,999,999. | 3 | 11 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 6 | 150 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 247 | 249 | 86797 | 9832 | 1900 | 331 | 19761 | 1170 | 13528 |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3660 | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Firms operated for the entire year | 3190 | 3524 | 23195497 | 1690848 | 385093 | 39893 | 3428361 | 3336122 | 3759791 |
|  | Firms with sales less than <br> \$250,000 | 385 | 385 | 51878 | 13754 | 3426 | 675 | 24300 | 7543 | 7523 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 436 | 437 | 160555 | 30987 | 7314 | 1229 | 61183 | 21136 | 21881 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 535 | 536 | 389516 | 63145 | 13880 | 2163 | 128136 | 53656 | 56621 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 705 | 723 | 1148263 | 151620 | 34018 | 4475 | 307554 | 144530 | 153517 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 440 | 461 | 1565331 | 187251 | 40016 | 4727 | 360344 | 185789 | 199947 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 314 | 351 | 2179444 | 221606 | 49039 | 5292 | 427854 | 284750 | 317231 |
|  | Firms with sales of ${ }^{\text {a }}$. $\ldots \ldots .$. |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 212 | 286 | 3305377 | 276620 | 61281 | 5879 | 520731 | 483126 | 537824 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 87 | 124 | 3002013 | 196872 | 45264 | 4531 | 406072 | 459519 | 486649 |
|  | Firms with sales of |  | 107 |  |  |  |  |  |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | 44 | 107 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 32 | 114 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 470 | 479 | 486816 | 32737 | 7562 | 1012 | 67952 | 27523 | 88333 |

[^236]Table 4. Sales Size of Firms: 1997-Con.



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| $\mathbf{4 2}$ | WHOLESALE TRADE- <br> Con. <br> Wholesale trade, durable <br> goods-Con. |
| 421 |  |

421860 Transportation equipment \& supplies (exc motor
vehicle) whsle
All firms .........
 year ..................... $\$ 220$, with sales of $\$ 250,000$ to $\$ 499,999$.
irms with sales of $\$ 500,000$ Firms with sales
to \$2,499,999..
Firms with sales of $\$ 2,500,000$
to $\$ 4,999,999$.o. 30.0000
to $\$ 9,999,999$...
$\$ 10,000,000$ to $\$ 24,999,999$ Firms with sales of
\$25,000,000 to \$49,999,999 Firms with sales of
$\$ 50,000,000$ to $\$ 99,999,999$ Firms with sales of
$\$ 100,000,000$ or more .....

equipment \& supplies
whsle $\begin{aligned} & \text { All firms } \ldots \ldots \ldots \ldots \\ & \text { Firms operated for the entire }\end{aligned}$.
 $\$ 250,000$..
Firms, with sales of $\$ 250,000$

to $\$ 999,999 \ldots . . . . . . . . . .$.

Firms with sales of
$\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 2,500,000$ Firms with sales
to $\$ 4,, 999,999 \ldots \ldots \ldots . . . . .$. Firms with sales to \$9,999,999 ... F10,000,000 to $\$ 24,999,999$
Firms Firms with sales of Firms with sales of
$\$ 50,000,000$ to $\$ 99,999,999$ Firms with sales of
$\$ 100,000,000$ or more ...

4218602


Firms operated for the entire
year ..................... \$250,000
Firms with sales of $\$ 250,000$
 to \$999,999.
Firms with sales of $\$ 1,000,000$ Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 5,000,000$ Firms with sales
to $\$ 9,999,999 . .$.
$\$ 10,000,000$ to $\$ 24,999,999$ Firms with sales of
$\$ 25,000,000$ to $\$ 49,999,999$
Firms with sales of
$\$ 50$ in sales of
$\$ 50,000,000$ to $\$ 99,999,999$
Firms with sales of
$\$ 100,000,000$ or more $\ldots$. .
Firms not operated for the entire
See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 581 | 623 | 2458897 | 216269 | 49040 | 5925 | 394184 | 235609 | 287870 |
|  | Firms operated for the entire year | 513 | 555 | 2400428 | 211754 | 48206 | 5818 | 384769 | 235319 | 275565 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . . .$ | 54 | 54 | 7831 | 1779 | 463 | 98 | 3541 | 765 | 786 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 76 | 76 | 27617 | 5181 | 1405 | 223 | 10194 | 3323 | 3605 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 83 | 83 | 61521 | 9988 | 2144 | 372 | 20004 | 7541 | 7874 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 131 | 134 | 214522 | 23256 | 5070 | 806 | 46279 | 19317 | 20788 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 64 | 65 | 226777 | 24777 | 5930 | 820 | 44043 | 20868 | 22535 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 50 | 57 | 339574 | 31298 | 6596 | 715 | 57301 | 26317 | 28843 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 32 | 42 | 474289 | 39607 | 9375 | 913 | 71602 | 42763 | 50902 |
|  | \$25,000,000 to \$49,999,999 . | 16 | 24 | D | D | D | g | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 6 | 19 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 1 | 1 | D | D | D | b | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 68 | 68 | 58469 | 4515 | 834 | 107 | 9415 | 290 | 12305 |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 35251 | 37783 | 185455758 | 11070270 | 2568951 | 351839 | 26719259 | 16783297 | 17787453 |
|  | Firms operated for the entire year | 29808 | 32316 | 181211988 | 10777033 | 2504553 | 341287 | 26025918 | 16675449 | 16946079 |
|  | Firms with sales less than $\$ 250,000 .$ | 6355 | 6360 | 829634 | 188495 | 45063 | 13080 | 377851 | 106999 | 108428 |
|  | Firms with sales of \$250,000 to \$499,999 | 4485 | 4501 | 1619724 | 283458 | 65228 | 15149 | 614964 | 228910 | 232596 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 4954 | 4989 | 3537142 | 520657 | 119604 | 24131 | 1143733 | 490855 | 495352 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 6083 | 6214 | 9656327 | 1154657 | 263991 | 45530 | 2568175 | 1195630 | 1222442 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 3398 | 3588 | 11908637 | 1186405 | 269361 | 42288 | 2621642 | 1361914 | 1413349 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 2162 | 2413 | 14959416 | 1336703 | 295226 | 42243 | 2966350 | 1719953 | 1807452 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 1449 | 1841 | 22092467 | 1583275 | 355056 | 44995 | 3635083 | 2455046 | 2507484 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 513 | 801 | 17452863 | 1138993 | 262817 | 30811 | 2661420 | 2057307 | 2125184 |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 207 | 525 | 13886738 | 767625 | 193697 | 20772 | 2007181 | 1498085 | 1519583 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 202 | 1084 | 85269040 | 2616765 | 634510 | 62288 | 7429519 | 5560750 | 5514209 |
|  | Firms not operated for the entire year $\qquad$ | 5443 | 5467 | 4243770 | 293237 | 64398 | 10552 | 693341 | 107848 | 841374 |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5630 | 6080 | 28233685 | 1897111 | 436625 | 59861 | 4443020 | 3259908 | 3445812 |
|  | Firms operated for the entire year | 4892 | 5340 | 27522589 | 1844771 | 422598 | 57836 | 4329931 | 3231951 | 3309342 |
|  | Firms with sales less than \$250,000 | 785 | 786 | 104763 | 22047 | 5163 | 1496 | 45871 | 17081 | 17563 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 678 | 679 | 245109 | 39986 | 8972 | 2216 | 88788 | 41050 | 42133 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 769 | 774 | 549900 | 77368 | 17173 | 3481 | 174151 | 89095 | 89309 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1119 | 1137 | 1808715 | 204286 | 45733 | 8159 | 459956 | 256234 | 257191 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 630 | 664 | 2201938 | 230942 | 50945 | 8020 | 484583 | 282937 | 286880 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 407 | 457 | 2798752 | 212456 | 46294 | 6948 | 480437 | 376256 | 385501 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  | 480437 |  |  |
|  | \$10,000,000 to \$24,999,999. | 310 | 369 | 4745995 | 300324 | 66219 | 8590 | 710086 | 541175 | 561947 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 115 | 173 | 3931571 | 233358 | 54070 | 6285 | 555244 | 491736 | 497620 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 41 |  |  |  |  |  |  |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. <br> Firms with sales of | 41 | 99 | 2754471 | 132416 | 32189 | 3549 | 378486 | 334085 | 338051 |
|  | \$100,000,000 or more ...... | 38 | 202 | 8381375 | 391588 | 95840 | 9092 | 952329 | 802302 | 833147 |
|  | Firms not operated for the entire year | 738 | 740 | 711096 | 52340 | 14027 | 2025 | 113089 | 27957 | 136470 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5630 | 6080 | 28233685 | 1897111 | 436625 | 59861 | 4443020 | 3259908 | 3445812 |
|  | Firms operated for the entire year | 4892 | 5340 | 27522589 | 1844771 | 422598 | 57836 | 4329931 | 3231951 | 3309342 |
|  | Firms with sales less than \$250,000 | 785 | 786 | 104763 | 22047 | 5163 | 1496 | 45871 | 17081 | 17563 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 678 | 679 | 245109 | 39986 | 8972 | 2216 | 88788 | 41050 | 42133 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 769 | 774 | 549900 | 77368 | 17173 | 3481 | 174151 | 89095 | 89309 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1119 | 1137 | 1808715 | 204286 | 45733 | 8159 | 459956 | 256234 | 257191 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . .$. | 630 | 664 | 2201938 | 230942 | 50945 | 8020 | 484583 | 282937 | 286880 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 \ldots \ldots \ldots . . \end{aligned}$ | 407 | 457 | 2798752 | 212456 | 46294 | 6948 | 480437 | 376256 | 385501 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 310 | 369 | 4745995 | 300324 | 66219 | 8590 | 710086 | 541175 | 561947 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 115 | 173 | 3931571 | 233358 | 54070 | 6285 | 555244 | 491736 | 497620 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 41 |  | 2754471 | 132416 | 32189 | 3549 |  |  |  |
|  | Firms with sales of | 41 | 99 | 2754471 | 132416 | 32189 | 3549 | 378486 | 334085 | 338051 |
|  | \$100,000,000 or more ...... | 38 | 202 | 8381375 | 391588 | 95840 | 9092 | 952329 | 802302 | 833147 |
|  | Firms not operated for the entire year | 738 | 740 | 711096 | 52340 | 14027 | 2025 | 113089 | 27957 | 136470 |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3086 | 3229 | 20166025 | 1229055 | 281210 | 36337 | 3986369 | 2244711 | 2378047 |
|  | Firms operated for the entire year | 2641 | 2784 | 19740604 | 1203734 | 276366 | 35570 | 3907736 | 2236861 | 2280715 |
|  | Firms with sales less than \$250,000 | 2641 509 | 2784 509 | 19740604 6392 | 13661 | 3695 | 1123 | 29155 | 12328 | 12215 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 391 | 391 | 143599 | 22435 | 5385 | 1452 | 54571 | 26363 | 26595 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 394 | 395 | 280538 | 36461 | 8677 | 1872 | 91951 | 47915 | 48118 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 522 | 530 | 819226 | 90893 | 19991 | 3620 | 228715 | 123121 | 123565 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 328 | 343 | 1149649 | 94546 | 21400 | 3580 | 242077 | 160600 | 168522 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 226 | 246 | 1571520 | 138955 | 31845 | 4373 | 342664 | 198979 | 220244 |
|  | Firms with sales of | 161 | 195 | 5464 | 179979 | 40085 | 4785 | 465452 | 266076 | 274618 |
|  | \$10,000,000 to \$24,999,999. | 161 | 195 | 2557464 | 179979 | 40085 | 4785 | 465452 | 266076 | 274618 |
|  | \$25,000,000 to \$49,999,999. | 59 | 82 | D | D | D | h | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 29 | 56 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 22 | 37 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 445 | 445 | 425421 | 25321 | 4844 | 767 | 78633 | 7850 | 97332 |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 3086 | 3229 | 20166025 | 1229055 | 281210 | 36337 | 3986369 | 2244711 | 2378047 |
|  | Firms operated for the entire year Firms with sales less than \$250,000 | 2641 | 2784 | 19740604 | 1203734 | 276366 | 35570 | 3907736 | 2236861 | 2280715 |
|  |  | 264 509 | 2784 509 | 63992 | 13661 | 276365 3 | 1123 | 29 155 | 23688 123681 | 12215 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 391 | 391 | 143599 | 22435 | 5385 | 1452 | 54571 | 26363 | 26595 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 394 | 395 | 280538 | 36461 | 8677 | 1872 | 91951 | 47915 | 48118 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 522 | 530 | 819226 | 90893 | 19991 | 3620 | 228715 | 123121 | 123565 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 328 | 343 | 1149649 | 94546 | 21400 | 3580 | 242077 | 160600 | 168522 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 226 | 246 | 1571520 | 138955 | 31845 | 4373 | 342664 | 198979 | 220244 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 161 | 195 | 2557464 | 179979 | 40085 | 4785 | 465452 | 266076 |  |
|  | \$10,000,000 to \$24,999,999 <br> Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. |  | 195 | 2557464 | 179979 | 40085 | 4785 | 465452 | 266076 | 274618 |
|  |  | 59 | 82 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 Firms with sales of $\$ 100,000,000$ or more | 29 | 56 | D | D | D | h | D | D | D |
|  |  | 22 | 37 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 445 | 445 | 425421 | 25321 | 4844 | 767 | 78633 | 7850 | 97332 |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42193011 | Iron \& steel scrap processors (using power processing equipment)Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 1962 | 2308 | 12550221 | 1100834 | 258643 | 36303 | 2811604 | 882998 | 899925 |
|  | Firms operated for the entire year | 1726 | 2070 | 12308195 | 1072878 | 251493 | 35164 | 2744039 | 860024 | 863701 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . . . .$. | 265 | 267 | 36739 | 8371 | 1964 | 599 | 17144 | 3916 | 3948 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 197 | 197 | 70514 | 13750 | 2986 | 770 | 29833 | 6059 | 6254 |
|  | Firms with sales of \$500,000 to \$999,999 | 273 | 274 | 197243 | 31367 | 7164 | 1585 | 73591 | 16284 | 15779 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 377 | 382 | 600597 | 84979 | 19474 | 3839 | 204499 | 41845 | 43332 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 232 | 244 | 830983 | 101019 | 22884 | 4162 | 249346 | 61784 | 67790 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$............... | 180 | 205 | 1233094 | 155106 | 34552 | 5086 | 349446 | 83662 | 89363 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 108 | 144 | 1656662 | 154558 | 34227 | 4656 | 394599 | 116251 | 117248 |
|  | Firms with sales of |  |  | 1656662 |  |  | 4656 | 394599 | 116251 |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 48 | 80 | 1588370 | 120675 | 26343 | 3479 | 291358 | 91076 | 97503 |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | 25 | 121 | D | D | D | h | D | D | D |
|  | \$100,000,000 or more ...... | 21 | 156 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 236 | 238 | 242026 | 27956 | 7150 | 1139 | 67565 | 22974 | 36224 |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1109 | 1172 | 5655557 | 195548 | 53384 | 7486 | 453259 | 127202 | 155478 |
|  | Firms operated for the entire year ............................ | 954 | 1017 | 5502323 | 180018 | 47055 | 6846 | 421727 | 125835 | 129012 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . . . . . . . . . . . . . . .$. | 235 | 235 | 30137 | 6604 | 1577 | 483 | 13845 | 2561 | 2617 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 201 | 202 | 70845 | 10734 | 2451 | 683 | 25511 | 5463 | 5426 |
|  | Firms with sales of \$500,000 to \$999,999 | 172 | 173 | 121861 | 19332 | 4351 | 969 | 41684 | 8613 | 8859 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 186 | 197 | 294004 | 33342 | 7864 | 1499 | 75080 | 17741 | 16833 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 77 | 88 | 258279 | 28678 | 7209 | 1141 | 67376 | 18647 | 18806 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 36 | 38 | 254099 | 22415 | 5272 | 729 | 55062 | 14242 | 15712 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 26 | 30 | 422597 | 28322 | 7430 | 770 | 66114 | 24028 | 22604 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. | 9 | 10 | 280199 | 8293 | 3624 | 141 | 19284 | 2451 | 1476 |
|  | \$50,000,000 to \$99,999,999 . | 5 | 11 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 7 | 33 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 155 | 155 | 153234 | 15530 | 6329 | 640 | 31532 | 1367 | 26466 |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1316 | 1588 | 5592266 | 587535 | 135538 | 20596 | 1275184 | 121261 | 133560 |
|  | Firms operated for the entire year ........................... | 1140 | 1411 | 5484676 | 574424 | 132028 | 19968 | 1244978 | 119889 | 128254 |
|  | Firms with sales less than <br> \$250,000 | 248 | 250 | 29944 | 8431 | 2002 | 717 | 15524 | 857 | 882 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 153 | 154 | 55253 | 13658 | 3232 | 715 | 26322 | 1179 | 1253 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 171 | 172 | 120652 | 27641 | 6463 | 1409 | 54247 | 4253 | 3418 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 257 | 262 | 418338 | 80980 | 18659 | 3435 | 163532 | 9527 | 9933 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 121 | 129 | 408347 | 69221 | 15747 | 2613 | 138531 | 9920 | 10606 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 91 | 114 | 645455 | 76004 | 17660 | 2574 | 173506 | 13010 | 14972 |
|  | Firms with sales of $\ldots \ldots \ldots \ldots$ |  |  |  |  |  | 2574 | 173506 | 13010 | 14972 |
|  | \$10,000,000 to \$24,999,999. | 62 | 139 | 946217 | 111296 | 24598 | 3057 | 234135 | 32448 | 34846 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 19 | 61 | 638318 | 46840 | 10169 | 1270 | 97501 | 11076 | 13997 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 8 | 19 | D | D | D | e | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 10 | 111 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\square$ | 176 | 177 | 107590 | 13111 | 3510 | 628 | 30206 | 1372 | 5306 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 <br> employees for pay period including (number) | Operating expenses ${ }^{\text {1 }}$ (\$1,000) | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3676 | 4020 | 14950615 | 1345175 | 306259 | 50607 | 2816446 | 863743 | 910746 |
|  | Firms operated for the entire year | 3200 | 3540 | 14576124 | 1310348 | 299090 | 49390 | 2741725 | 860610 | 885488 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | \$250,000 $\ldots \ldots \ldots \ldots \ldots .$. | 620 | 621 | 81194 | 20817 | 4973 | 1604 | 38367 | 4057 | 4218 |
|  | to \$499,999.............. | 448 | 456 | 163208 | 32470 | 7463 | 1953 | 65867 | 8044 | 8104 |
|  | Firms with sales of \$500,000 to \$999,999 | 580 | 584 | 417109 | 79672 | 18189 | 4199 | 158139 | 19528 | 20715 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999. | 665 | 701 | 1061088 | 173319 | 38899 | 7268 | 353974 | 48909 | 51778 |
|  | to \$4,999,999 ............. | 348 | 392 | 1233424 | 177700 | 39827 | 7209 | 362957 | 62527 | 64524 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . . .$. | 233 | 271 | 1593978 | 203175 | 43923 | 7506 | 402886 | 94686 | 98842 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 187 | 262 | 2854057 | 264451 | 60932 | 8710 | 577365 | 202873 | 205417 |
|  | \$25,000,000 to \$49,999,999 . | 76 | 132 | 2616192 | 165791 | 37648 | 5014 | 364282 | 173656 | 178016 |
|  |  | 31 | 81 | 2154946 | 129114 | 30423 | 3990 | 287245 | 138969 | 140019 |
|  | Firms with sales of $\$ 100,000,000$ or more | 12 | 40 | 2400928 | 63839 | 16813 | 1937 | 130643 | 107361 | 113855 |
|  | Firms not operated for the entire year | 476 | 480 | 374491 | 34827 | 7169 | 1217 | 74721 | 3133 | 25258 |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7541 | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Firms operated for the entire |  |  |  |  |  |  |  |  |  |
|  | year ....io.............. | 6543 | 6689 | 31486311 | 1654425 | 377751 | 48466 | 3904815 | 5132362 | 5165478 |
|  | \$250,000 .............. | 1213 | 1213 | 162028 | 33309 | 7915 | 2229 | 69275 | 34932 | 35335 |
|  | $\text { to } \$ 499,999 \text {. }$ | 930 | 931 | 337144 | 50547 | 11872 | 2534 | 113164 | 82300 | 83775 |
|  | Firms with sales of \$500,000 |  |  |  |  | 2104 |  |  |  |  |
|  | to \$999,999..... | 1126 | 1133 | 805614 | 92170 | 22104 | 4030 | 213900 | 186595 | 188539 |
|  | to \$2,499,999 ............ | 1428 | 1441 | 2256730 | 202348 | 47705 | 7258 | 464120 | 465345 | 480493 |
|  | to \$4,999,999 ............. | 865 | 887 | 3025420 | 215642 | 49981 | 6681 | 500626 | 539873 | 563066 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$................. | 508 | 532 | 3522115 | 221935 | 47989 | 6304 | 488007 | 664381 | 692957 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 323 | 346 | 4840291 | 251244 | 55759 | 6779 | 568917 | 945192 | 933809 |
|  | Firms with sales of |  |  |  |  |  |  |  |  | ¢з3 |
|  | \$25,000,000 to \$49,999,999 . | 94 | 109 | D | D | D | i | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 27 | 58 | 1716156 | 75627 | 17778 | 1781 | 205291 | 358454 | 359555 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 29 | 39 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 998 | 1000 | 912242 | 48345 | 8962 | 1354 | 119007 | 27130 | 309607 |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7541 | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Firms operated for the entire year ............................ Firms with sales less than | 6543 | 6689 | 31486311 | 1654425 | 377751 | 48466 | 3904815 | 5132362 | 5165478 |
|  |  | 1213 | 1213 | 162028 | 33309 | 7915 | 2229 | 69275 | 34932 | 35335 |
|  | \$250,000. <br> Firms with sales of $\$ 250,000$ <br> to \$499,999 | 930 | 931 | 337144 | 50547 | 11872 | 2534 | 113164 | 82300 | 83775 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1126 | 1133 | 805614 | 92170 | 22104 | 4030 | 213900 | 186595 | 188539 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 1428 | 1441 | 2256730 | 202348 | 47705 | 7258 | 464120 | 465345 | 480493 |
|  | Firms with sales of $\$ 2,500,000$ <br> to \$4,999,999 | 865 | 887 | 3025420 | 215642 | 49981 | 6681 | 500626 | 539873 | 563066 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 508 | 532 | 3522115 | 221935 | 47989 | 6304 | 488007 | 664381 | 692957 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 |  |  |  |  |  |  |  |  |  |
|  |  | 323 | 346 | 4840291 | 251244 | 55759 | 6779 | 568917 | 945192 | 933809 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 94 | 109 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . <br> Firms with sales of <br> $\$ 100,000,000$ or more ...... | 27 | 58 | 1716156 | 75627 | 17778 | 1781 | 205291 | 358454 | 359555 |
|  |  | 29 | 39 | D | D | D | i | D | D | D |
|  | Firms not operated for the entireyear $\ldots \ldots . . . . . . . . . . . . . . . . . . . . . ~$ |  |  |  |  |  |  |  |  |  |
|  |  | 998 | 1000 | 912242 | 48345 | 8962 | 1354 | 119007 | 27130 | 309607 |

[^237]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6985 | 7116 | 22519342 | 1579391 | 357866 | 46813 | 3757465 | 4412551 | 4749183 |
|  | Firms operated for the entire year | 6061 | 6190 | 21680158 | 1532930 | 349246 | 45508 | 3643216 | 4387111 | 4461640 |
|  | Firms with sales less than \$250,000 | 1150 | 1150 | 153352 | 31489 | 7490 | 2107 | 65547 | 33382 | 33731 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 883 | 884 | 319217 | 48093 | 11346 | 2425 | 107930 | 77718 | 79143 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 1041 | 1048 | 746759 | 85760 | 20647 | 3783 | 200091 | 175360 | 176760 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1317 | 1329 | 2080029 | 191245 | 45158 | 6882 | 438931 | 436521 | 450395 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 801 | 821 | 2799582 | 205044 | 47405 | 6392 | 477527 | 515156 | 538112 |
|  | Firms with sales of $\$ 5,000,000$ | 457 | 478 | 3181548 | 210866 | 45557 | 5947 | 460074 | 620284 | 646330 |
|  | Firms with sales of <br> \$10,000,000 to \$24,999,999 . | 296 | 319 | 4454553 | 236339 | 52162 | 6455 | 534839 | 886725 | 873645 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 77 | 108 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 20 | 25 | D | D | D | g | D | D | D |
|  | Firms with sales of <br> $\$ 100,000,000$ or more | 19 | 28 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 924 | 926 | 839184 | 46461 | 8620 | 1305 | 114249 | 25440 | 287543 |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 563 | 573 | 9879211 | 123379 | 28847 | 3007 | 266357 | 746941 | 725902 |
|  | Firms operated for the entire year | 489 | 499 | 9806153 | 121495 | 28505 | 2958 | 261599 | 745251 | 703838 |
|  | Firms with sales less than <br> \$250,000 | 63 | 63 | 8676 | 1820 | 425 | 122 | 3728 | 1550 | 1604 |
|  | Firms with sales of \$250,000 to \$499,999 | 47 | 47 | 17927 | 2454 | 526 | 109 | 5234 | 4582 | 4632 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 86 | 86 | 59441 | 6476 | 1473 | 252 | 13959 | 11594 | 12174 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 116 | 116 | 183828 | 11532 | 2658 | 386 | 26923 | 29866 | 31132 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 64 | 67 | 227893 | 10833 | 2631 | 300 | 23343 | 26327 | 26669 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 50 | 50 | 334788 | 10674 | 2328 | 350 | 26805 | 42525 | 44946 |
|  | Firms with sales of |  |  | 441145 | 17158 |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 30 | 32 | 441145 | 17158 | 4169 | 430 | 38250 | 61859 | 62649 |
|  | \$25,000,000 to \$49,999,999. | 17 | 19 | 536584 | 17130 | 3968 | 413 | 36962 | 45771 | 46354 |
|  |  | 6 | 8 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 10 | 11 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 74 | 74 | 73058 | 1884 | 342 | 49 | 4758 | 1690 | 22064 |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 11080 | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Firms operated for the entire year | 8848 | 9452 | 64519061 | 2928668 | 694217 | 87776 | 6712123 | 4106787 | 4183225 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 2489 | 2489 | 322178 | 75609 | 18156 | 4848 | 149286 | 31644 | 32000 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1493 | 1499 | 536303 | 100628 | 23034 | 4857 | 212167 | 58633 | 59212 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 1482 | 1494 | 1053255 | 158038 | 35792 | 6655 | 339089 | 118976 | 121021 |
|  | Firms with sales of $\$ 1,000,000$ | 1482 1563 | 1494 1592 | 1 2458626 | 158038 | 35792 67408 | 6655 10753 | 339089 636108 | 118976 238108 | 121021 |
|  | to $\$ 2,499,999 \ldots \ldots \ldots \ldots$ Firms with sales of $\$ 2,500,000$ | 1563 | 1592 | 2458626 | 292016 | 67408 | 10753 | 636108 | 238108 | 244864 |
|  | to \$4,999,999 ............. | 826 | 865 | 2902023 | 284637 | 65295 | 9422 | 612743 | 235831 | 243296 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 494 | 549 | 3418112 | 308364 | 68321 | 8774 | 679833 | 282884 | 297948 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 287 | 353 | 4235027 | 302916 | 68342 | 7854 | 659230 | 344198 | 372725 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 101 | 175 | 3437325 | 217240 | 49957 | 5518 | 495956 | 406370 | 405522 |
|  | Firms with sales of |  |  | 3437325 | 217240 | 40 |  | 495956 | 406370 | 405522 |
|  | \$50,000,000 to \$99,999,999. | 50 | 104 | 3271563 | 193617 | 53164 | 4529 | 476189 | 285787 | 289051 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 63 | 332 | 42884649 | 995603 | 244748 | 24566 | 2451522 | 2104356 | 2117586 |
|  | Firms not operated for the entire year | 2232 | 2245 | 1389775 | 83574 | 16362 | 3053 | 197432 | 17195 | 205575 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219903 | General merchandise (durable goods) whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3301 | 3382 | 21595797 | 525213 | 123862 | 18027 | 1051224 | 1043974 | 1048329 |
|  | Firms operated for the entire year | 2590 | 2664 | 21192918 | 504475 | 120149 | 17312 | 1005361 | 1037794 | 969495 |
|  | Firms with sales less than $\$ 250,000$ | 850 | 850 | 110327 | 25010 | 5916 | 1505 | 48111 | 12296 | 12494 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 503 | 506 | 180704 | 27121 | 6063 | 1391 | 60770 | 25919 | 26486 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 472 | 473 | 330257 | 38009 | 8457 | 1674 | 83097 | 37548 | 38290 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 431 | 431 | 667466 | 59548 | 13667 | 2536 | 129692 | 79693 | 83317 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 158 | 158 | 547697 | 43786 | 9498 | 1692 | 90893 | 49614 | 48123 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 102 | 114 | 690383 | 49755 | 11333 | 1363 | 100074 | 56883 | 61095 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 48 | 57 | 695126 | 46554 | 10893 | 1154 | 87761 | 39382 | 42578 |
|  | \$25,000,000 to \$49,999,999. | 11 | 26 | 388599 | 32189 | 7629 | 822 | 59498 | 44439 | 46469 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | Firms with sales of | 8 | 9 | D | D | D | f | D | D | D |
|  | \$100,000,000 or more ...... | 7 | 40 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 711 | 718 | 402879 | 20738 | 3713 | 715 | 45863 | 6180 | 78834 |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 1847 | 2075 | 23424629 | 1176057 | 283668 | 34103 | 2803239 | 1706750 | 1847403 |
|  | Firms operated for the entire year | 1514 | 1742 | 23095323 | 1151976 | 278343 | 33239 | 2745899 | 1702045 | 1793958 |
|  | Firms with sales less than \$250,000 | 347 | 347 | $45428$ | 10427 | 2727 | 692 | 21313 | 4923 | 4950 |
|  | Firms with sales of \$250,000 | 347 | 347 | 45 |  |  |  |  |  |  |
|  | to \$499,999............. | 204 | 204 | 72068 | 12853 | 2949 | 634 | 27535 | 6856 | 6699 |
|  | to \$999,999 . . . . . . . . . . | 273 | 273 | 196358 | 31422 | 7264 | 1266 | 70723 | 21346 | 22172 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 311 | 319 | 495713 | 69705 | 17062 | 2468 | 159363 | 48086 | 48170 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 155 | 162 | 546115 | 71725 | 17242 | 2360 | 149854 | 57396 | 60393 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 105 | 108 | 754821 | 77189 | 17668 | 2278 | 170351 | 69098 | 69658 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 60 | 69 | 863608 | 97101 | 23700 | 2852 | 210226 | 105483 | 104933 |
|  | Firms with sale $\$ 25,000,000$ to $\$ 49,999,999$. | 21 | 23 | 719184 | 55467 | 14495 | 1568 | 120873 | 106826 | 105075 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 13 | 15 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000 \text { or more ....... }$ | 25 | 222 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 333 | 333 | 329306 | 24081 | 5325 | 864 | 57340 | 4705 | 53445 |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1285 | 1418 | 15602913 | 825788 | 196901 | 23540 | 1965640 | 1221711 | 1294830 |
|  | Firms operated for the entire year | 1008 | 1141 | 15403628 | 808296 | 193946 | 23055 | 1923087 | 1217425 | 1268626 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 240 | 240 | $31859$ | 6799 | 1680 | 471 | 14674 | 3525 | 3509 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 135 | 135 | 46519 | 8319 | 1960 | 407 | 17577 | 4583 | 4423 |
|  | Firms with sales of \$500,000 to \$999,999 | 193 | 193 | 138450 | 21906 | 4951 | 877 | 50621 | 15849 | 16404 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ........... | 193 | 197 | 315045 | 41970 | 10337 | 1543 | 96933 | 32777 | 32255 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 94 | 96 | 334411 | 37631 | 9046 | 1057 | 83699 | 35380 | 37530 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 70 | 70 | 503765 | 52644 | 12158 | 1556 | 116511 | 47210 | 49712 |
|  | Firms with sales of $\cdots \cdots \cdots$ |  | 70 | 503765 |  |  | 1556 | 11651 |  |  |
|  | \$10,000,000 to \$24,999,999 . | 40 | 48 | 569892 | 64708 | 16354 | 1962 | 134276 | 70055 | 71341 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 16 | 18 | 569413 | 51497 | 13510 | 1468 | 108690 | 67368 | 75242 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 11 | 13 | D | D | D | g | D | D | D |
|  | Firss with sales of $\$ 100,000,000$ or more ...... | 16 | 131 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 277 | 277 | 199285 | 17492 | 2955 | 485 | 42553 | 4286 | 26204 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 572 | 657 | 7821716 | 350269 | 86767 | 10563 | 837599 | 485039 | 552573 |
|  | Firms operated for the entire year | 516 | 601 | 7691695 | 343680 | 84397 | 10184 | 822812 | 484620 | 525332 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 107 | 107 | 13569 | 3628 | 1047 | 221 | 6639 | 1398 | 1441 |
|  | Firms with sales of \$ 250,000 | 107 | 107 |  |  | 1 | 22 |  |  |  |
|  | to $\$ 499,999 \ldots \ldots \ldots . . . . . . . .$. | 70 | 70 | 25828 | 4644 | 1004 | 229 | 10186 | 2283 | 2279 |
|  |  | 81 | 81 | 58550 | 9591 | 2330 | 390 | 20267 | 5497 | 5768 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 118 | 121 | 180026 | 27660 | 6708 | 924 | 62265 | 15309 | 15915 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 62 | 67 | 214693 | 34319 | 8252 | 1306 | 66842 | 22457 | 23318 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 35 | 37 | 250777 | 24435 | 5495 | 720 | 53612 | 21878 | 19943 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 20 | 21 | 293716 | 32393 | 7346 | 890 | 75950 | 35428 | 33592 |
|  | \$25,000,000 to \$49,999,999. | 7 | 9 | 229433 | 8177 | 2403 | 210 | 24214 | 52207 | 40543 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 3 | 5 | 230809 | 14909 | 4595 | 450 | 44553 | 37480 | 29676 |
|  | Firms with sales of $\$ 100,000,000$ or more | 13 | 83 | 6194294 | 183924 | 45217 | 4844 | 458284 | 290683 | 352857 |
|  | Firms not operated for the entire year $\qquad$ | 56 | 56 | 130021 | 6589 | 2370 | 379 | 14787 | 419 | 27241 |
| 4219905 | Fire extinguishers \& fire safety equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 950 | 1016 | 1136419 | 181172 | 41557 | 6604 | 321488 | 77208 | 87714 |
|  | Firms operated for the entire year | 797 | 863 | 1096951 | 176643 | 40561 | 6379 | 313142 | 77038 | 82221 |
|  | Firms with sales less than \$250,000 | 284 | 284 | 37649 | 10687 | 2581 | 737 | 19730 | 2252 | 2255 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999 ............. | 170 | 171 | 60564 | 16851 | 4019 | 843 | 30955 | 4088 | 3912 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999 . . . . . . . . . .$. | 119 | 122 | 85498 | 21325 | 5047 | 910 | 38019 | 5017 | 4998 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 130 | 133 | 201615 | 40819 | 9420 | 1442 | 70818 | 12963 | 13078 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 59 | 65 | 200097 | 35985 | 8088 | 1065 | 65757 | 14212 | 14893 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . ${ }^{\text {a }}$ | 18 | 21 | 118933 | 17794 | 3669 | 501 | 34317 | 9879 | 11111 |
|  | \$10,000,000 to \$24,999,999. | 12 | 20 | 165429 | 16931 | 4007 | 561 | 30466 | 11495 | 14055 |
|  | \$25,000,000 to \$49,999,999. | 3 | 25 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000 ~ t o ~ \$ 99,999,999 . ~$ | 2 | 22 |  | D | D | c | D | D |  |
|  | Firms with sales of |  |  | D |  | D | c | D | D | D |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 153 | 153 | 39468 | 4529 | 996 | 225 | 8346 | 170 | 5493 |
| 4219906 | Other durable goods whsleAll firms .......... |  |  |  |  |  |  |  |  |  |
|  |  | 2603 | 2680 | 5890668 | 543420 | 127038 | 15793 | 1279154 | 525117 | 595664 |
|  | Firms operated for the entire year | 2013 | 2090 | 5596984 | 525213 | 124449 | 15229 | 1236704 | 520664 | 554095 |
|  | Firms with sales less than \$250,000. | 595 | 595 | 76706 | 18267 | 4219 | 1089 | 35904 | 8403 | 8653 |
|  | Firms with sales of \$250,000 to \$499,999 | 369 | 370 | 132319 | 28124 | 6518 | 1188 | 56502 | 12523 | 12793 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 342 | 347 | 243477 | 40094 | 8802 | 1594 | 81402 | 29132 | 30432 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 326 | 333 | 520125 | 63817 | 14243 | 2171 | 137082 | 55300 | 55580 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 180 | 188 | 649790 | 62956 | 14310 | 1892 | 129762 | 49804 | 52409 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 98 | 108 | 677808 | 80097 | 17230 | 2040 | 161918 | 66299 | 69525 |
|  | Firms with sales of$\$ 10,000,000$ to $\$ 24,999,999$. |  |  |  |  |  |  |  |  |  |
|  |  | 58 | 63 | 862347 | 55962 | 11400 | 1335 | 129790 | 86387 | 101357 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 30 | 53 | D | D | D | g | D | D | D |
|  | Firms with sales of$\$ 50,000,000$ to $\$ 99,999,999$. |  |  |  |  |  |  |  |  |  |
|  |  | 10 | 19 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 5 | 14 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 590 | 590 | 293684 | 18207 | 2589 | 564 | 42450 | 4453 | 41569 |
| 422 | Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payyoll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. All firms $\qquad$ | 132668 | r162 841 | '1879 940402 | '81 678408 | r19 326296 | '2 398296 | 177427340 | 92209377 | 98460276 |
|  | Firms operated for the entire year | 112791 | 142709 | 1845995268 | 80230602 | 18996203 | 2344345 | 173670147 | 91491310 | 95676952 |
|  | Firms with sales less than \$250,000 .................... | 18075 | 18090 | 2377060 | 525298 | 124679 | 35774 | 1033384 | 232759 | $234027$ |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 13689 | 13729 | 4964230 | 814061 | 188094 | 43548 | 1711404 | 432931 | 444985 |
|  | Firms with sales of \$500,000 to \$999,999 | 16568 | 16665 | 11893175 | 1655416 | 380998 | 77088 | 3519422 | 993921 | 1019834 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 22114 | 22594 | 35462970 | 4112927 | 940477 | 165922 | 8708966 | 2774718 | 2876934 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 13988 | 14776 | 49395084 | 4668674 | 1059188 | 164468 | 9796748 | 3472569 | 3624226 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 11226 | 12718 | 79087968 | 6171813 | 1391430 | 201460 | 12979855 | 5254911 | 5527694 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 9674 | 12797 | 149464042 | 9642497 | 2198297 | 293202 | 20436016 | 9054432 | 9570226 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 3903 | 6949 | 135421472 | 7542610 | 1715729 | 212143 | 16454548 | 8038129 | 8466277 |
|  | \$50,000,000 to \$99,999,999. | 1794 | 4339 | 122724915 | 6449268 | 1490953 | 176599 | 14322532 | 7418536 | 7639142 |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 1760 | 20052 | 1255204352 | 38648038 | 9506358 | 974141 | 84707272 | 53818404 | 56273607 |
|  | Firms not operated for the entire year $\qquad$ | 19877 | 20132 | 33945134 | 1447806 | 330093 | 53951 | 3757193 | 718067 | 2783324 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 12555 | 15848 | 117062485 | 7730308 | 1845993 | 214350 | 14750773 | 5517381 | 5803877 |
|  | Firms operated for the entire year | 11253 | 14514 | 115439135 | 7631777 | 1821017 | 210521 | 14485942 | 5488350 | 5679009 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 1901 | 1903 | 255042 | 52333 | 12591 | 3371 | 100319 | 18901 | 18648 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 1606 | 1610 | 588725 | 96590 | 22592 | 4640 | 192160 | 37987 | 38225 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 2147 | 2156 | 1526614 | 236952 | 55009 | 9500 | 466762 | 95047 | 96288 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............ | 2478 | 2530 | 3958890 | 597295 | 137832 | 20037 | 1117340 | 241930 | 251931 |
|  | to \$4,999,999 ............. | 1301 | 1399 | 4507641 | 631433 | 143992 | 18202 | 1140331 | 286517 | 296916 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 816 | 935 | 5646771 | 675710 | 156810 | 18147 | 1201507 | 341241 | 355515 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 582 | 879 | 8705715 | 882665 | 203908 | 21585 | 1571429 | 560067 | 596418 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 211 | 475 | 7450724 | 598245 | 141343 | 13391 | 1139274 | 447084 | 483814 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 95 | 265 | 6367577 | 460445 | 106639 | 10098 | 931697 | 488794 | 504510 |
|  | \$100,000,000 or more .... | 116 | 2362 | 76431436 | 3400109 | 840301 | 91550 | 6625123 | 2970782 | 3036744 |
|  | Firms not operated for the entire year | 1302 | 1334 | 1623350 | 98531 | 24976 | 3829 | 264831 | 29031 | 124868 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1554 | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |
|  | Firms operated for the entire year | 1406 | 2161 | 38278754 | 1541661 | 376018 | 32916 | 3024088 | 1487975 | 1495796 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 245 | 245 | 33345 | 6872 | 1632 | 423 | 13438 | 1533 | 1551 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 231 | 231 | 83966 | 15621 | 3755 | 646 | 30112 | 4249 | 4284 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 272 | 274 | 192459 | 29559 | 6931 | 1052 | 58442 | 9364 | 9059 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 247 | 253 | 390448 | 59911 | 13693 | 1840 | 111157 | 17693 | 18910 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 118 | 127 | 429374 | 58023 | 13705 | 1546 | 101201 | 29060 | 29640 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 96 | 108 | 692060 | 70874 | 16823 | 1671 | 128380 | 46131 | 48813 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 71 | 91 | 1164237 | 79082 | 18149 | 1684 | 155626 | 73185 | 72375 |
|  | \$25,000,000 to \$49,999,999 . | 49 | 74 | 1754341 | 102140 | 25153 | 1978 | 207929 | 96963 | 110805 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 25 | 101 | 1584126 | 75832 | 18196 | 1549 | 138455 | 112392 |  |
|  | Firms with sales of |  |  | 1584126 |  |  |  | 138455 |  | 113402 |
|  | \$100,000,000 or more ... | 52 | 657 | 31954398 | 1043747 | 257981 | 20527 | 2079348 | 1097405 | 1086957 |
|  | Firms not operated for the entire year | 148 | 148 | 118733 | 5673 | 1099 | 219 | 13138 | 336 | 7180 |

[^238]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 1554 | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |
|  | Firms operated for the entire year .......................... Firms with sales less than | 1406 | 2161 | 38278754 | 1541661 | 376018 | 32916 | 3024088 | 1487975 | 1495796 |
|  |  | 245 | 245 | 33345 | 6872 | 1632 | 423 | 13438 | 1533 | 1551 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 231 | 231 | 83966 | 15621 | 3755 | 646 | 30112 | 4249 | 4284 |
|  | Firms with sales of \$500,000 to \$999,999 | 272 | 274 | 192459 | 29559 | 6931 | 1052 | 58442 | 9364 | 9059 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 247 | 253 | 390448 | 59911 | 13693 | 1840 | 111157 | 17693 | 18910 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . .$. | 118 | 127 | 429374 | 58023 | 13705 | 1546 | 101201 | 29060 | 29640 |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999$ | 96 | 108 | 692060 | 70874 | 16823 | 1671 | 128380 | 46131 | 48813 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 71 | 91 | 1164237 | 79082 | 18149 | 1684 | 155626 | 73185 | 72375 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 49 | 74 | 1754341 | 102140 | 25153 | 1978 | 207929 | 96963 | 110805 |
|  | Firms with sales of \$50,000,000 to \$99,999, 999 | 25 |  | 1584126 |  | 18196 |  |  |  |  |
|  | Firms with sales of | 25 | 101 | 1584126 | 75832 | 18196 | 1549 | 138455 | 112392 | 113402 |
|  | \$100,000,000 or more ...... | 52 | 657 | 31954398 | 1043747 | 257981 | 20527 | 2079348 | 1097405 | 1086957 |
|  | Firms not operated for the entire year | 148 | 148 | 118733 | 5673 | 1099 | 219 | 13138 | 336 | 7180 |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6263 | 8046 | 33271034 | 3308237 | 794195 | 109766 | 6178486 | 2082513 | 2186065 |
|  | Firms operated for the entire year | 5652 | 7410 | 32425080 | 3258475 | 780346 | 107682 | 6058218 | 2065826 | 2145039 |
|  | Firms with sales less than \$250,000 .................... . | 1103 | 1104 | 149659 | 29298 | 7109 | 1940 | 57486 | 11979 | 11850 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 945 | 948 | 343477 | 54888 | 12771 | 2675 | 109871 | 21953 | 22042 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999 | 1170 | 1177 | 830498 | 135977 | 31323 | 5460 | 262378 | 53346 | 54818 |
|  | to \$2,499,999 ............. | 1262 | 1299 | 1997387 | 338590 | 78864 | 11641 | 615005 | 122065 | 126099 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$. . . . . ${ }^{\text {a }}$. | 573 | 639 | 1948927 | 321563 | 73853 | 9493 | 568555 | 127636 | 131892 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 301 | 387 | 2049326 | 285718 | 67708 | 7740 | 499850 | 129643 | 131557 |
|  | Firms with sales of |  |  | 049 326 | 718 |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 178 | 355 | 2593503 | 313046 | 71897 | 7746 | 555047 | 179314 | 191687 |
|  | \$25,000,000 to \$49,999,999. | 63 | 221 | 2103735 | 217469 | 52103 | 5506 | 422784 | 131078 | 143885 |
|  | Firms with sales of |  |  | 7 | 165542 |  |  |  |  | 169974 |
|  | \$50,000,000 to \$99,999,999. Firms with sales of | 29 | 115 | 2057799 | 165542 | 38444 | 3884 | 340346 | 166428 | 169974 |
|  | \$100,000,000 or more ...... | 28 | 1165 | 18350769 | 1396384 | 346274 | 51597 | 2626896 | 1122384 | 1161235 |
|  | Firms not operated for the entire year $\qquad$ | 611 | 636 | 845954 | 49762 | 13849 | 2084 | 120268 | 16687 | 41026 |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms $\qquad$ <br> Firms operated for the entire year | 6263 | 8046 | 33271034 | 3308237 | 794195 | 109766 | 6178486 | 2082513 | 2186065 |
|  |  | 5652 | 7410 | 32425080 | 3258475 | 780346 | 107682 | 6058218 | 2065826 | 2145039 |
|  | Firms with sales less than \$250,000 | 1103 | 1104 | 149659 | 29298 | 7109 | 1940 | 57486 | 11979 | 11850 |
|  | to \$499,999.. <br> Firms with sales of $\$ 500,000$ | 945 | 948 | 343477 | 54888 | 12771 | 2675 | 109871 | 21953 | 22042 |
|  | to $\$ 999,999 \ldots \ldots \ldots \ldots . .$. | 1170 | 1177 | 830498 | 135977 | 31323 | 5460 | 262378 | 53346 | 54818 |
|  | $\text { to } \$ 2,499,999 \text {. }$ | 1 | 1 | 830498 |  |  |  |  |  |  |
|  |  | 1262 | 1299 | 1997387 | 338590 | 78864 | 11641 | 615005 | 122065 | 126099 |
|  | to \$4,999,999 ............. | 573 | 639 | 1948927 | 321563 | 73853 | 9493 | 568555 | 127636 | 131892 |
|  | Firms with sales of \$5,000,000 | 301 | 387 | 2049326 | 285718 | 67708 | 7740 | 499850 | 129643 | 131557 |
|  | Firms with sales of ${ }^{\text {d }}$ (10,000,000 to \$24,999,999. |  |  | 2049326 | 285718 |  |  | - 850 |  | 131 |
|  |  | 178 | 355 | 2593503 | 313046 | 71897 | 7746 | 555047 | 179314 | 191687 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 63 | 221 | 2103735 | 217469 | 52103 | 5506 | 422784 | 131078 | 143885 |
|  | F50,000,000 to \$99,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 29 | 115 | 2057799 | 165542 | 38444 | 3884 | 340346 | 166428 | 169974 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . . \end{aligned}$ | 28 | 1165 | 18350769 | 1396384 | 346274 | 51597 | 2626896 | 1122384 | 1161235 |
|  | Firms not operated for the entire year $\qquad$ | 611 | 636 | 845954 | 49762 | 13849 | 2084 | 120268 | 16687 | 41026 |
| 42213 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42213 | Industrial \& personal service paper whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 4797 | 5493 | 45393964 | 2874737 | 674681 | 71449 | 5535061 | 1946557 | 2114836 |
|  | Firms operated for the entire year | 4252 | 4941 | 44735002 | 2831620 | 664636 | 69918 | 5403568 | 1934403 | 2038174 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 554 | 554 | $71921$ | 16160 | 3841 | 1006 | 29379 | 5257 | 5247 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 432 | 433 | 162006 | 26234 | 6103 | 1322 | 52467 | 11785 | 11899 |
|  | Firms with sales of \$500,000 to \$999,999 | 707 | 707 | 505033 | 71568 | 16793 | 2999 | 146155 | 32357 | 32454 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 976 | 986 | 1583822 | 200973 | 45783 | 6623 | 394624 | 103662 | 108606 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . .$. | 615 | 638 | 2146864 | 253145 | 56764 | 7189 | 473982 | 131198 | 136776 |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999$ | 429 | 466 | 2971275 | 324690 | 73781 | 8895 | 587582 | 168626 | 178436 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 341 | 447 | 5075046 | 503958 | 117002 | 12507 | 886753 | 320581 | 344529 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 102 | 186 | 3697952 | 296000 | 68499 | 6102 | 531525 | 229757 | 240782 |
|  | Firms with sales of \$50,000,000 to \$99,999, 999 |  |  | 3164932 |  |  |  |  |  |  |
|  | Firms with sales of | 48 | 108 | 3164932 | 227661 | 52436 | 4820 | 471867 | 218496 | 229834 |
|  | \$100,000,000 or more ...... | 48 | 416 | 25356151 | 911231 | 223634 | 18455 | 1829234 | 712684 | 749611 |
|  | Firms not operated for the entire year | 545 | 552 | 658962 | 43117 | 10045 | 1531 | 131493 | 12154 | 76662 |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 4797 | 5493 | 45393964 | 2874737 | 674681 | 71449 | 5535061 | 1946557 | 2114836 |
|  | Firms operated for the entire year | 4252 | 4941 | 44735002 | 2831620 | 664636 | 69918 | 5403568 | 1934403 | 2038174 |
|  | Firms with sales less than \$250,000 | 554 | 554 | $71921$ | 16160 | 3841 | 1006 | $29379$ | 5257 | 5247 |
|  | Firms with sales of \$ 250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 432 | 433 | 162006 | 26234 | 6103 | 1322 | 52467 | 11785 | 11899 |
|  | to \$999,999 ............ | 707 | 707 | 505033 | 71568 | 16793 | 2999 | 146155 | 32357 | 32454 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 976 | 986 | 1583822 | 200973 | 45783 | 6623 | 394624 | 103662 | 108606 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 615 | 638 | 2146864 | 253145 | 56764 | 7189 | 473982 | 131198 | 136776 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 429 | 466 | 2971275 | 324690 | 73781 | 8895 | 587582 | 168626 | 178436 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 341 | 447 | 5075046 | 503958 | 117002 | 12507 | 886753 | 320581 | 344529 |
|  | \$25,000,000 to \$49,999,999. | 102 | 186 | 3697952 | 296000 | 68499 | 6102 | 531525 | 229757 | 240782 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 48 | 108 | 3164932 | 227661 | 52436 | 4820 | 471867 | 218496 | 229834 |
|  | Firms with sales of \$100,000,000 or more $\qquad$ | 48 | 416 | 25356151 | 911231 | 223634 | 18455 | 1829234 | 712684 | 749611 |
|  | Firms not operated for the entire year $\qquad$ | 545 | 552 | 658962 | 43117 | 10045 | 1531 | 131493 | 12154 | 76662 |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Firms operated for the entire year | 5443 | 7037 | 201415293 | 8265356 | 1991750 | 185734 | 19565712 | 14375732 | 15423724 |
|  | Firms with sales less than \$250,000 | 1039 | 1039 | 131543 | 29959 | 7145 | 1949 | 62639 | 16677 | 17114 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 717 | 724 | 258696 | 50681 | 11909 | 2303 | 109901 | 30206 | 32991 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 828 | 829 | 597252 | 104849 | 24054 | 4138 | 225193 | 65951 | 69166 |
|  | Firms with sales of $\$ 1,000,000$ | 828 | 106 | 597252 |  |  |  |  |  |  |
|  | to \$2,499,999 $\ldots \ldots \ldots \ldots \ldots$ | 1052 | 1069 | 1653126 | 236386 | 53926 | 8110 | 521877 | 174184 | 185146 |
|  | to \$4,999,999 ............. | 610 | 643 | 2156364 | 266405 | 61940 | 8298 | 601269 | 210710 | 221529 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 431 | 462 | 3002949 | 329895 | 73591 | 9418 | 742594 | 304152 | 333343 |
|  | Firms with sales of | 431 | 462 | 3002949 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 352 | 400 | 5430309 | 499510 | 111630 | 12623 | 1132890 | 516492 | 545879 |
|  | Firms,000,000 to \$49,999,999. | 180 | 264 | 6187343 | 429302 | 100374 | 10987 | 1105424 | 502320 | 546367 |
|  | Firms with sales of |  |  | 1873 |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 89 | 180 | 6330188 | 456906 | 108899 | 11025 | 1152723 | 750679 | 772910 |
|  | Firms with sales of \$100,000,000 or more ...... | 145 | 1427 | 175667523 | 5861463 | 1438282 | 116883 | 13911202 | 11804361 | 12699279 |
|  | Firms not operated for the entire year $\qquad$ | 1005 | 1016 | 1732478 | 129508 | 32373 | 4393 | 284189 | 64666 | 284120 |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories (\$1,000) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42221 | Drugs, \& druggists' sundries whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Firms operated for the entire year | 5443 | 7037 | 201415293 | 8265356 | 1991750 | 185734 | 19565712 | 14375732 | 15423724 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . .$. | 1039 | 1039 | 131543 | 29959 | 7145 | 1949 | 62639 | 16677 | 17114 |
|  | Firms with sales of \$250,000 to \$499,999. | 717 | 724 | 258696 | 50681 | 11909 | 2303 | 109901 | 30206 | 32991 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 . | 828 | 829 | 597252 | 104849 | 24054 | 4138 | 225193 | 65951 | 69166 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1052 | 1069 | 1653126 | 236386 | 53926 | 8110 | 521877 | 174184 | 185146 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 610 | 643 | 2156364 | 266405 | 61940 | 8298 | 601269 | 210710 | 221529 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 431 | 462 | 3002949 | 329895 | 73591 | 9418 | 742594 | 304152 | 333343 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 352 | 400 | 5430309 | 499510 | 111630 | 12623 | 1132890 | 516492 | 545879 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 180 | 264 | 6187343 | 429302 | 100374 | 10987 | 1105424 | 502320 | 546367 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 89 | 180 | 6330188 | 456906 | 108899 | 11025 | 1152723 | 750679 | 772910 |
|  | Firms with sales of $\$ 100,000,000$ or more | 145 | 1427 | 175667523 | 5861463 | 1438282 | 116883 | 13911202 | 11804361 | 12699279 |
|  | Firms not operated for the entire year | 1005 | 1016 | 1732478 | 129508 | 32373 | 4393 | 284189 | 64666 | 284120 |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Firms operated for the entire year | 5443 | 7037 | 201415293 | 8265356 | 1991750 | 185734 | 19565712 | 14375732 | 15423724 |
|  | Firms with sales less than $\$ 250,000$................... | 1039 | 1039 | 131543 | 29959 | 7145 | 1949 | 62639 | 16677 | 17114 |
|  | Firms with sales of \$250,000 to \$499,999. | 717 | 724 | 258696 | 50681 | 11909 | 2303 | 109901 | 30206 | 32991 |
|  | Firms with sales of \$500,000 to \$999,999 | 828 | 829 | 597252 | 104849 | 24054 | 4138 | 225193 | 65951 | 69166 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1052 | 1069 | 1653126 | 236386 | 53926 | 8110 | 521877 | 174184 | 185146 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 610 | 643 | 2156364 | 266405 | 61940 | 8298 | 601269 | 210710 | 221529 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 431 | 462 | 3002949 | 329895 | 73591 | 9418 | 742594 | 304152 | 333343 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 352 | 400 | 5430309 | 499510 | 111630 | 12623 | 1132890 |  | 545879 |
|  | Firms with sales of | 352 | 400 | 5430309 | 499510 | 111630 | 12623 | 1132890 | 516492 | 545879 |
|  | \$25,000,000 to \$49,999,999. | 180 | 264 | 6187343 | 429302 | 100374 | 10987 | 1105424 | 502320 | 546367 |
|  | \$50,000,000 to \$99,999,999. | 89 | 180 | 6330188 | 456906 | 108899 | 11025 | 1152723 | 750679 | 772910 |
|  | Firms with sales of $\$ 100,000,000$ or more | 145 | 1427 | 175667523 | 5861463 | 1438282 | 116883 | 13911202 | 11804361 | 12699279 |
|  | Firms not operated for the entire year | 1005 | 1016 | 1732478 | 129508 | 32373 | 4393 | 284189 | 64666 | 284120 |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2783 | 3283 | 79946995 | 2290715 | 546162 | 70977 | 5352458 | 9238904 | 9838713 |
|  | Firms operated for the entire year Firms with sales less than \$250,000 |  |  |  |  |  |  |  |  |  |
|  |  | 2475 | 2970 | 79287756 | 2232431 | 526626 | 68169 | 5238740 | 9187630 | 9725762 |
|  |  | 446 | 446 | 58065 | 13836 | 3262 | 863 | 27478 | 6865 | 6873 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 315 | 318 | 112765 | 21835 | 5033 | 981 | 47187 | 12341 | 13217 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 378 | 378 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 509 | 518 | 800121 | 119104 | 27842 | 4204 | 256582 | 77611 | 81829 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 294 | 309 | 1025083 | 126631 | 29197 | 3915 | 281134 | 96715 | 102447 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 192 | 207 | 1335115 | 138487 | 30832 | 4151 | 306130 | 120858 | 135775 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. |  |  | 1335115 |  |  |  |  |  |  |
|  |  | 156 | 186 | 2409583 | 206728 | 44545 | 5453 | 447550 | 252699 | 269658 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 75 | 92 | 2653442 | 166959 | 38816 | 4492 | 405730 | 251927 | 282343 |
|  | Firms with sales of \$50,000, 000 to \$99,999,999 . |  |  |  |  |  |  |  |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. Firms with sales of $\$ 100,000,000$ or more | $\begin{aligned} & 42 \\ & 68 \end{aligned}$ | 72 444 | $\begin{array}{r} 2983138 \\ \text { D } \end{array}$ | $\begin{array}{r} 177041 \\ \text { D } \end{array}$ | $\begin{array}{r} 41095 \\ \text { D } \end{array}$ | 5127 k | $\begin{array}{r} 428380 \\ \text { D } \end{array}$ | $\begin{array}{r} 340513 \\ \mathrm{D} \end{array}$ | $334461$ |
|  | Firms not operated for the entire year $\qquad$ | 308 | 313 | 659239 | 58284 | 19536 | 2808 | 113718 | 51274 | 112951 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3715 | 4770 | 123200776 | 6104149 | 1477961 | 119150 | 14497443 | 5201494 | 5869131 |
|  | Firms operated for the entire year | 3014 | 4065 | 122117966 | 6031213 | 1464571 | 117495 | 14325124 | 5188029 | 5697282 |
|  | Firms with sales less than <br> \$250,000 | 594 | 594 | 73602 | 16138 | 3887 | 1087 | 35185 | 9812 | 10241 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 403 | 407 | 146389 | 28868 | 6880 | 1323 | 62749 | 17925 | 19836 |
|  | Firms with sales of \$500,000 to \$999,999 | 450 | 451 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 547 | 557 | 859672 | 118332 | 26296 | 3930 | 267265 | 96934 | 103689 |
|  | Firms with sales of $\$ 2,500,000$ | 322 | 341 | 1152395 | 142489 | 33492 | 4493 | 327066 | 117569 | 123253 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 246 | 263 | 1719123 | 195981 | 43759 | 5393 | 449229 | 188967 | 203132 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 207 | 234 | 3195076 | 311467 | 71723 | 7794 | 734099 | 281210 | 293713 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 106 | 156 | 3557749 | 258843 | 60433 | 6439 | 688875 | 256680 | 268415 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 56 | 128 | 3973345 | 332340 | 80574 | 7644 | 838266 | 501926 | 558358 |
|  | Firms with sales of $\$ 100,000,000$ or more | 83 | 934 | D | D | D | I | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 701 | 705 | 1082810 | 72936 | 13390 | 1655 | 172319 | 13465 | 171849 |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 19439 | 20707 | 124104420 | 7759577 | 1778842 | 207574 | 18455203 | 12335849 | 13581581 |
|  | Firms operated for the entire year | 15999 | 17240 | 120230018 | 7518623 | 1730946 | 200686 | 17869607 | 12172546 | 12895300 |
|  | Firms with sales less than <br> \$250,000 | 2731 | 2732 | 367936 | 81939 | 19619 | 5568 | 164571 | 50615 | 50526 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 2051 | 2055 | 744503 | 130867 | 30104 | 7050 | 279329 | 98189 | 100068 |
|  | Firms with sales of \$500,000 |  |  |  | 245601 |  |  |  |  |  |
|  | Firms with sales of \$1,000,000 |  | 2512 | 1801215 | 245601 | 57106 | 10968 | 543822 | 218526 | 220060 |
|  | to \$2,499,999 ........... | 3420 | 3449 | 5478098 | 571740 | 130878 | 22374 | 1313575 | 639101 | 662831 |
|  | to \$4,999,999 ............. | 1989 | 2042 | 6993959 | 591271 | 134384 | 19673 | 1366856 | 731535 | 765827 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 1463 | 1569 | 10205386 | 773407 | 169953 | 22975 | 1784029 | 1057854 | 1114726 |
|  | Firms with sales of $\$ 10,00000$ to \$24,999,999 | 1049 | 1247 |  | 1139563 | 261754 |  |  | 1690247 |  |
|  | Firms with sales of |  | 1247 | 15947582 | 1139563 | 261754 | 29435 | 2590413 | 1690247 | 1824123 |
|  | \$25,000,000 to \$49,999,999. | 439 | 633 | 15116830 | 953561 | 217720 | 22044 | 2279591 | 1584735 | 1719941 |
|  | \$50,000,000 to \$99,999,999. | 196 | 351 | 13095867 | 817071 | 181611 | 19191 | 1954665 | 1549127 | 1631232 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 158 | 650 | 50478642 | 2213603 | 527817 | 41408 | 5592756 | 4552617 | 4805966 |
|  | Firms not operated for the entire year | 3440 | 3467 | 3874402 | 240954 | 47896 | 6888 | 585596 | 163303 | 686281 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 5238 | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |
|  | Firms operated for the entire year | 4373 | 4797 | 24838496 | 1564929 | 360347 | 43987 | 3313675 | 1997981 | 2095581 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 766 | 766 | 101775 | 24550 | 5750 | 1531 | 45616 | 14090 | 13635 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 553 | 556 | 200688 | 39217 | 9008 | 2062 | 77645 | 26700 | 27476 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 723 | 724 | 522889 | 78604 | 18161 | 3118 | 160833 | 68411 | 67668 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 903 | 908 | 1468717 |  |  |  |  |  |  |
|  | torms with sales of $\$ 2,500,000$ | 903 | 908 | 1468717 | 166436 | 38705 | 5760 | 363002 | 176203 | 182840 |
|  | to \$4,999,999 .............. | 556 | 573 | 1972661 | 181710 | 40498 | 5912 | 393685 | 220349 | 231467 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . . . . . . . . . ~$ | 402 | 436 | 2848084 | 222547 | 49039 | 5991 | 469894 | 297347 | 307302 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 273 | 384 | 4009823 | 286330 | 67096 | 7674 | 583099 | 375948 | 397102 |
|  | Firms with sales of | , |  | - |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 116 | 205 | 3998391 | 204226 | 47212 | 4401 | 447971 | 354926 | 376426 |
|  | Firms with sales of ${ }^{\text {a }}$, | 49 | 122 | 3278082 | 171267 | 35917 | 4131 | 368151 | 296733 | 301213 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more .... | 32 | 123 | 6437386 | 190042 | 48961 | 3407 | 403779 | 167274 | 190452 |
|  | Firms not operated for the entire year $\qquad$ | 865 | 869 | 938431 | 46514 | 7542 | 1448 | 102430 | 15901 | 135694 |

[^239]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5238 | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |
|  | Firms operated for the entire year | 4373 | 4797 | 24838496 | 1564929 | 360347 | 43987 | 3313675 | 1997981 | 2095581 |
|  | Firms with sales less than \$250,000 | 766 | 766 | 101775 | 24550 | 5750 | 1531 | 45616 | 14090 | 13635 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 553 | 556 | 200688 | 39217 | 9008 | 2062 | 77645 | 26700 | 27476 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 723 | 724 | 522889 | 78604 | 18161 | 3118 | 160833 | 68411 | 67668 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 903 | 908 | 1468717 | 166436 | 38705 | 5760 | 363002 | 176203 | 182840 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots \ldots \ldots$ | 556 | 573 | 1972661 | 181710 | 40498 | 5912 | 393685 | 220349 | 231467 |
|  |  | 402 | 436 | 2848084 | 222547 | 49039 | 5991 | 469894 | 297347 | 307302 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 273 | 384 | 4009823 | 286330 | 67096 | 7674 | 583099 | 375948 | 397102 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 116 | 205 | 3998391 | 204226 | 47212 | 4401 | 447971 | 354926 | 376426 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 49 | 122 | 3278082 | 171267 | 35917 | 4131 | 368151 | 296733 | 301213 |
|  | Firms with sales of $\$ 100,000,000$ or more | 32 | 123 | 6437386 | 190042 | 48961 | 3407 | 403779 | 167274 | 190452 |
|  | Firms not operated for the entire year | 865 | 869 | 938431 | 46514 | 7542 | 1448 | 102430 | 15901 | 135694 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 3831 | 4191 | 22125937 | 1240760 | 284390 | 33068 | 2667413 | 1655778 | 1837541 |
|  | Firms operated for the entire year .......................... | 3222 | 3578 | 21367391 | 1208267 | 278647 | 31951 | 2594262 | 1641587 | 1731983 |
|  | $\begin{aligned} & \text { Firms with sales less than } \\ & \$ 250,000 \ldots \ldots \ldots \ldots \ldots \ldots \end{aligned}$ | 505 | 505 | 68555 | 16591 | 3861 | 998 | 31104 | 9876 | 9515 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . . . .$. | 362 | 364 | 132250 | 26421 | 5917 | 1329 | 52434 | 18426 | 18950 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 523 | 524 | 377244 | 56149 | 12984 | 2144 | 115749 | 51376 | 51683 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 658 | 662 | 1069381 | 112262 | 25922 | 3906 | 249909 | 129898 | 134828 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 435 | 447 | 1537969 | 130152 | 28633 | 4253 | 289843 | 169971 | 179663 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 334 | 361 | 2376083 | 165309 | 36422 | 4349 | 359275 | 245533 | 256913 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 223 | 312 | 3277781 | 202672 | 48000 | 5219 | 428721 | 287907 | 304914 |
|  | \$25,000,000 to \$49,999,999. | 107 | 191 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 47 | 120 | 3128280 | 152258 | 32046 | 3135 | 331916 | 267249 | 269544 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 28 | 92 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 609 | 613 | 758546 | 32493 | 5743 | 1117 | 73151 | 14191 | 105558 |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1414 | 1475 | 3650990 | 370683 | 83499 | 12367 | 748692 | 358104 | 393734 |
|  | Firms operated for the entire year Firms with sales less than | 1158 | 1219 | 3471105 | 356662 | 81700 | 12036 | 719413 | 356394 | 363598 |
|  |  | 262 | 262 | 33388 | 7987 | 1898 | 538 | 14567 | 4258 | 4165 |
|  | $\begin{aligned} & \$ 250,000 \ldots . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . ~ \end{aligned}$ | 191 | 191 | 68270 | 12768 | 3082 | 728 | 25156 | 8230 | 8481 |
|  | Firms with sales of \$500,000 to \$999,999 | 200 | 200 | 145645 | 22455 | 5177 | 974 | 45084 | 17035 | 15985 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 246 | 247 | 400921 | 54351 | 12824 | 1861 | 113498 | 46581 | 48297 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 122 | 127 | 437348 | 51997 | 11973 | 1672 | 104600 | 50796 | 52229 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 69 | 74 | 476260 | 57122 | 12593 | 1638 | 110404 | 51969 | 50820 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 52 | 75 | 774457 | 90869 | 20431 | 2680 | 168566 | 97691 | 102728 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. |  |  |  |  |  |  |  |  |  |
|  |  | 10 | 15 | D | D | D | f | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 Firms with sales of $\$ 100,000,000$ or more | 3 | 6 | 213329 | 18309 | 4052 | 911 | 36292 | 23351 | 25816 |
|  |  | 3 | 22 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 256 | 256 | 179885 | 14021 | 1799 | 331 | 29279 | 1710 | 30136 |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42232 | Men's \& boys' clothing \& furnishings whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 4712 | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |
|  | Firms operated for the entire year | 4038 | 4315 | 32590458 | 2106733 | 483205 | 60058 | 5151144 | 4094890 | 4363306 |
|  | Firms with sales less than <br> \$250,000 | 606 | 606 | 81900 | 17667 | 4323 | 1211 | 36157 | 9535 | 9885 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 528 | 528 | 189528 | 32153 | 7662 | 1729 | 70866 | 24521 | 24516 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 591 | 592 | 424257 | 57476 | 13085 | 2728 | 128600 | 46690 | 46650 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 868 | 874 | 1378696 | 152334 | 35051 | 6517 | 344639 | 162746 | 164746 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 523 | 539 | 1824821 | 153967 | 34619 | 5340 | 350146 | 204888 | 209865 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 423 | 448 | 2967552 | 228645 | 51311 | 7426 | 550164 | 351514 | 368363 |
|  | Firms with sales of | 282 | 310 | 4364298 | 295210 | 69749 | 8017 | 715693 | 561691 | 610730 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 120 | 167 | 4143620 | 249933 | 57314 | 6330 | 623486 | 516295 | 560191 |
|  | \$50,000,000 to \$99,999,999. | 53 | 126 | 3402358 | 194056 | 44742 | 5333 | 505533 | 413556 | 441894 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 44 | 125 | 13813428 | 725292 | 165349 | 15427 | 1825860 | 1803454 | 1926466 |
|  | Firms not operated for the entire year | 674 | 691 | 769806 | 59472 | 15390 | 2195 | 132636 | 59977 | 161914 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4712 | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |
|  | Firms operated for the entire year | 4038 | 4315 | 32590458 | 2106733 | 483205 | 60058 | 5151144 | 4094890 | 4363306 |
|  | Firms with sales less than \$250,000 | 606 | 606 | 81900 | 17667 | 4323 | 1211 | 36157 | 9535 | 9885 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 528 | 528 | 189528 | 32153 | 7662 | 1729 | 70866 | 24521 | 24516 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 591 | 592 | 424257 | 57476 | 13085 | 2728 | 128600 | 46690 | 46650 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 868 | 874 | 1378696 | 152334 | 35051 | 6517 | 344639 | 162746 | 164746 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 523 | 539 | 1824821 | 153967 | 34619 | 5340 | 350146 | 204888 | 209865 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 423 | 448 | 2967552 | 228645 | 51311 | 7426 | 550164 | 351514 | 368363 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 282 | 310 | 4364298 | 295210 | 69749 | 8017 | 715693 | 561691 | 610730 |
|  | \$25,000,000 to \$49,999,999. | 120 | 167 | 4143620 | 249933 | 57314 | 6330 | 623486 | 516295 | 560191 |
|  | Firms with sales of |  | 126 |  | 194056 |  |  | 505 |  |  |
|  | \$50,000,000 to \$99,999,999. | 53 | 126 | 3402358 | 194056 | 44742 | 5333 | 505533 | 413556 | 441894 |
|  | \$100,000,000 or more ...... | 44 | 125 | 13813428 | 725292 | 165349 | 15427 | 1825860 | 1803454 | 1926466 |
|  | Firms not operated for the entire year | 674 | 691 | 769806 | 59472 | 15390 | 2195 | 132636 | 59977 | 161914 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 7843 | 8217 | 40603484 | 2799463 | 632897 | 76256 | 6694729 | 3658306 | 4184804 |
|  | Firms operated for the entire year. Firms with sales less than \$250,000 | 6207 | 6576 | 38450129 | 2660527 | 606510 | 73192 | 6348718 | 3570688 | 3851704 |
|  |  | 1159 | 1159 | 156588 | 33251 | 7939 | 2471 | 69927 | 22554 | 22468 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 842 | 842 | 307654 | 52105 | 11849 | 2895 | 113019 | 39489 | 40402 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 975 | 980 | 698973 | 88910 | 20869 | 4293 | $205311$ | 81201 | 82976 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ |  | 980 |  |  |  |  |  |  |  |
|  |  | 1350 | 1367 | 2142699 | 209843 | 47171 | 8482 | 496411 | 229279 | 239514 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 699 | 714 | 2432076 | 205240 | 46660 | 6713 | 491479 | 231197 | 244273 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 503 | 538 | 3454002 | 262539 | 57033 | 8200 | 608258 | 313827 | 344168 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ |  |  | 3454002 | 26253 |  |  | 608258 | 313827 | 344168 |
|  |  | 395 | 450 | 6133643 | 476135 | 104222 | 12084 | 1084242 | 594082 | 642282 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 164 | 226 | 5732757 | 423029 | 95516 | 10089 | 1004377 | 606416 | 669556 |
|  | Firms with sales of$\$ 50,000,000 \text { to } \$ 99,999,999 \text {. }$ |  |  |  |  |  |  |  |  |  |
|  |  | 76 | 124 | 5188619 | 380040 | 85831 | 8992 | 892449 | 642917 | 709472 |
|  | Firms with sales of $\$ 100,000,000$ or more | 44 | 176 | 12203118 | 529435 | 129420 | 8973 | 1383245 | 809726 | 856593 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 1636 | 1641 | 2153355 | 138936 | 26387 | 3064 | 346011 | 87618 | 333100 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224 | Grocery \& related products whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 35088 | 41760 | 588970062 | 26778099 | 6317278 | 854919 | 55236142 | 18818462 | 20042559 |
|  | Firms operated for the entire year | 29902 | 36538 | 580369774 | 26334940 | 6218656 | 836661 | 54262913 | 18722082 | 19623177 |
|  | Firms with sales less than \$250,000 ..................... | 4011 | 4017 | 539263 | 132887 | 32273 | 8552 | 246879 | 28802 | 28840 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 3388 | 3395 | 1226473 | 177404 | 41059 | 11017 | 369189 | 51682 | 52977 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 4084 | 4097 | 2954913 | 352791 | 80313 | 19021 | 748318 | 121007 | 124932 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 5875 | 5957 | 9467775 | 946125 | 217623 | 46236 | 1998532 | 393144 | 406132 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 3918 | 4020 | 13805973 | 1151091 | 263290 | 48201 | 2382010 | 546231 | 561209 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 3289 | 3489 | 23272332 | 1688213 | 381083 | 62735 | 3468405 | 915281 | 951627 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 2884 | 3372 | 44801312 | 2670472 | 605663 | 89412 | 5527202 | 1680497 | 1793186 |
|  | Firms with sales of |  |  | 44801312 | 2670472 | 605663 | 89412 | 5527202 | 1680497 | 1793186 |
|  | \$25,000,000 to \$49,999,999. | 1234 | 1685 | 43106660 | 2256921 | 510505 | 68275 | 4629650 | 1545868 | 1634118 |
|  | \$50,000,000 to \$99,999,999. | 601 | 1179 | 41183943 | 1976298 | 450313 | 58891 | 4274066 | 1400559 | 1460988 |
|  | Firms with sales of $\$ 100,000,000$ or more.... . | 618 | 5327 | 400011130 | 14982738 | 3636534 | 424321 | 30618662 | 12039011 | 12609168 |
|  | Firms not operated for the entire year $\qquad$ | 5186 | 5222 | 8600288 | 443159 | 98622 | 18258 | 973229 | 96380 | 419382 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 3304 | 4138 | 146689286 | 5541000 | 1336143 | 168190 | 10385724 | 5638569 | 5760246 |
|  | Firms operated for the entire year | 2697 | 3518 | 144437280 | 5463908 | 1317990 | 165120 | 10248210 | 5619474 | 5689564 |
|  | Firms with sales less than \$250,000 | 291 | 291 | 36319 | 8839 | 2195 | 561 | 15772 | 2762 | 2746 |
|  | Firms with sales of \$ 250,000 | 291 | 291 | 36 |  |  |  |  |  |  |
|  | to \$499,999............ | 269 | 269 | 98341 | 13780 | 3209 | 906 | 25892 | 6730 | 6845 |
|  | to \$999,999 . . . . | 350 | 351 | 255028 | 28953 | 6434 | 1404 | 56753 | 17172 | 17129 |
|  | Firms with sales of \$1,000,000 | 537 | 537 | 872528 | 74098 | 17128 | 3514 | 151178 | 58094 | 58784 |
|  | Firms with sales of $\$ 2,500,000$ | 354 | 358 | 1260272 | 69299 | 15594 | 3105 | 150541 | 70109 | 73896 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 274 | 282 | 1905915 | 109227 | 25404 | 4242 | 219692 | 105276 | 108699 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 265 | 284 | 4114405 | 212855 | 49960 | 7360 | 414527 | 200548 | 206285 |
|  | Firms, with sales of ${ }^{\text {a }}$, | 134 | 154 | 4706158 | 263720 | 61733 | 8820 | 481067 | 254503 | 253221 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 74 | 104 | 5105453 | 191888 | 45954 | 6158 | 389805 | 157823 | 164297 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 149 | 888 | 126082861 | 4491249 | 1090379 | 129050 | 8342983 | 4746457 | 4797662 |
|  | Firms not operated for the entire year $\qquad$ | 607 | 620 | 2252006 | 77092 | 18153 | 3070 | 137514 | 19095 | 70682 |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3304 | 4138 | 146689286 | 5541000 | 1336143 | 168190 | 10385724 | 5638569 | 5760246 |
|  | Firms operated for the entire year | 2697 | 3518 | 144437280 | 5463908 | 1317990 | 165120 | 10248210 | 5619474 | 5689564 |
|  | Firms with sales less than $\$ 250,000$ | 291 | 291 | 36319 | 8839 | 2195 | 561 | 15772 | 2762 | 2746 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 269 | 269 | 98341 | 13780 | 3209 | 906 | 25892 | 6730 | 6845 |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 350 | 351 | 255028 | 28953 | 6434 | 1404 | 56753 | 17172 | 17129 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 537 | 537 | 872528 | 74098 | 17128 | 3514 | 151178 | 58094 | 58784 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 354 | 358 | 1260272 | 69299 | 15594 | 3105 | 150541 | 70109 | 73896 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 274 | 282 | 1905915 | 109227 | 25404 | 4242 | 219692 | 105276 | 108699 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 265 | 284 | 4114405 | 212855 | 49960 | 7360 | 414527 | 200548 | 206285 |
|  | \$25,000,000 to \$49,999,999 . | 134 | 154 | 4706158 | 263720 | 61733 | 8820 | 481067 | 254503 | 253221 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 74 | 104 | 5105453 | 191888 | 45954 | 6158 | 389805 | 157823 | 164297 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 149 | 888 | 126082861 | 4491249 | 1090379 | 129050 | 8342983 | 4746457 | 4797662 |
|  | Firms not operated for the entire year $\qquad$ | 607 | 620 | 2252006 | 77092 | 18153 | 3070 | 137514 | 19095 | 70682 |

[^240]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payyoll $(\$ 1,000)$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224101 | General-line grocery whsle, voluntary group |  |  |  |  |  |  |  |  |  |
|  | All firms. | 154 | 186 | 16156029 | 554986 | 135594 | 17064 | 1105622 | 989577 | 958773 |
|  | Firms operated for the entire year | 136 | 168 | 16080607 | 552855 | 134935 | 16909 | 1102050 | 986568 | 955487 |
|  | Firms with sales less than <br> \$250,000 . . . . . . . . . . . . . . . . | 13 | 13 | 1434 | 244 | 60 | 18 | 594 | 57 | 58 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 16 | 16 | 5778 | 948 | 198 | 50 | 594 1690 | 243 | 252 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 14 | 14 | 10444 | 841 | 193 | 68 | 2490 | 560 | 577 |
|  | Firms with sales of $\$ 1,000,000$ | 14 | 14 | 10444 |  |  |  |  |  |  |
|  | to \$2,499,999 $\ldots \ldots \ldots \ldots 00$ | 25 | 25 | 42251 | 4323 | 1011 | 191 | 7834 | 1815 | 2140 |
|  | to \$4,999,999 ............. | 16 | 16 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$.............. | 13 | 13 | 101439 | 7282 | 1517 | 274 | 12660 | 6398 | 6504 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 12 | 12 | 179491 | 10323 | 2415 | 385 | 22494 | 11782 | 12460 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. | 8 | 9 | 293360 | 30890 | 7182 | 1172 | 51594 | 44502 | 44959 |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | 4 | 6 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 15 | 44 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 18 | 18 | 75422 | 2131 | 659 | 155 | 3572 | 3009 | 3286 |
| 4224102 | General-line grocery whsle, retail cooperative |  |  |  |  |  |  |  |  |  |
|  | All firms. | 158 | 211 | 16142440 | 467726 | 112330 | 13882 | 884413 | 926900 | 945354 |
|  | Firms operated for the entire year | 136 | 189 | 15996448 | 462271 | 109846 | 13481 | 874362 | 923221 | 942806 |
|  | Firms with sales less than \$250,000 | 14 | 14 | $1901$ | 584 | 143 | 30 | 987 | 120 | 134 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999 ............ | 11 | 11 | 3631 | 590 | 119 | 36 | 1308 | 207 | 214 |
|  | Firms with sales of \$500,000 | 17 | 17 | 13330 | 2031 | 365 | 84 | 3714 | 943 | 910 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 23 | 23 | 40042 | 2827 | 691 | 132 | 5873 | 2214 | 2364 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 .............. | 17 | 17 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$............. | 12 | 12 | 84981 | 5983 | 1294 | 232 | 13640 | 8690 | 9338 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 10 | 11 | 133045 | 12253 | 2407 | 317 | 22269 | 8796 | 9457 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. | 9 | 10 | 304392 | 15676 | 3771 | 535 | 30375 | 13825 | 15126 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 2 | 3 | D | D | D | c | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 21 | 71 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 22 | 22 | 145992 | 5455 | 2484 | 401 | 10051 | 3679 | 2548 |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3004 | 3741 | 114390817 | 4518288 | 1088219 | 137244 | 8395689 | 3722092 | 3856119 |
|  | Firms operated for the entire | 2436 | 3160 | 112266411 | 4445369 | 1071314 | 134472 | 8266644 | 3709685 | 3791271 |
|  | Firms with sales less than \$250,000 | 268 264 | $\begin{array}{r}364 \\ \hline\end{array}$ | 32984 | 4011 | 1992 | 13472 513 | 8266644 14191 | $2585$ | 3791271 2544 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999 ............. | 242 | 242 | 88932 | 12242 | 2892 | 820 | 22894 | 6280 | 6379 |
|  | Firms with sales of \$500,000 to \$999,999 | 320 | 321 | 232186 | 26141 | 5891 | 1253 | 50635 | 15764 | 15740 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 489 | 489 | 790235 | 66948 | 15426 | 3191 | 137471 | 54065 | 54280 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 $\ldots \ldots \ldots \ldots \ldots$ | 321 | 325 | 1142872 | 62775 | 13989 | 2778 | 134758 | 63202 | 65821 |
|  | to \$9,999,999 ............. | 250 | 258 | 1727313 | 96131 | 22635 | 3743 | 193676 | 90785 | 93472 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 243 | 260 | 3800937 | 190219 | 45123 | 6657 | 369678 | 179875 | 184270 |
|  | \$25,000,000 to \$49,999,999. | 120 | 138 | 4208910 | 221217 | 51677 | 7169 | 405432 | 198833 | 195875 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 69 | 97 | 4760328 | 171122 | 39646 | 5475 | 336573 | 121818 | 125177 |
|  | \$100,000,000 or more ...... | 118 | 766 | 95481714 | 3590563 | 872043 | 102873 | 6601336 | 2976478 | 3047703 |
|  | Firms not operated for the entire year $\qquad$ | 568 | 581 | 2124406 | 72919 | 16905 | 2772 | 129045 | 12407 | 64848 |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42242 | Packaged frozen food whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3271 | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Firms operated for the entire year | 2932 | 3496 | 68217548 | 2759040 | 649736 | 83547 | 5920310 | 2680983 | 3037293 |
|  | Firms with sales less than \$250,000 .................... | 264 | 264 | 36019 | 7101 | 1666 | 626 | 14896 | 1792 | 1910 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 244 | 244 | 88712 | 13611 | 3135 | 943 | 29983 | 4100 | 4084 |
|  | Firms with sales of \$500,000 to $\$ 999$ | 244 319 | 244 319 | 88712 235984 | 13611 297 | 6 565 | 943 1494 | 298834 | 4100 9763 | 4084 9 |
|  | Firms with sales of $\$ 1,000,000$ | 319 | 319 | 235984 | 29497 | 6565 | 1494 | 62284 | 9763 | 9572 |
|  | to \$2,499,999 <br> Firms with sales of $\$ 2500000$ | 471 | 488 | 764219 | 68197 | 14873 | 3326 | 143509 | 34699 | 35065 |
|  | to \$4,999,999 ........... | 396 | 401 | 1377711 | 104096 | 24267 | 4419 | 213620 | 71680 | 71879 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 373 | 388 | 2610712 | 159756 | 36575 | 5486 | 327651 | 134014 | 144389 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 403 | 445 | 6492030 | 298991 | 66310 | 10189 | 624575 | 280383 | 302500 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 215 | 251 | 7604441 | 309972 | 71511 | 8768 | 639002 | 278002 | 294227 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 118 | 157 | 7999977 | 300202 | 71999 | 9032 | 620950 | 284977 | 300091 |
|  | \$100,000,000 or more ..... | 129 | 539 | 41007743 | 1467617 | 352835 | 39264 | 3243840 | 1581573 | 1873576 |
|  | Firms not operated for the entire year $\qquad$ | 339 | 342 | 897283 | 41232 | 9506 | 1520 | 95571 | 17188 | 48932 |
| 422420 | Packaged frozen food whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 3271 | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Firms operated for the entire year | 2932 | 3496 | 68217548 | 2759040 | 649736 | 83547 | 5920310 | 2680983 | 3037293 |
|  | Firms with sales less than \$250,000 .................... | 264 | 264 | 36019 | 7101 | 1666 | 626 | 14896 | 1792 | 1910 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 244 | 244 | 88712 | 13611 | 3135 | 943 | 29983 | 4100 | 4084 |
|  | Firms with sales of \$500,000 to $\$ 999999$ | 319 | 319 | 235984 | 29497 | 6565 | 1494 | 62284 | 9763 | 9572 |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  | 62 |  |  |
|  | to \$2,499,999 ............. | 471 | 488 | 764219 | 68197 | 14873 | 3326 | 143509 | 34699 | 35065 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 396 | 401 | 1377711 | 104096 | 24267 | 4419 | 213620 | 71680 | 71879 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 373 | 388 | 2610712 | 159756 | 36575 | 5486 | 327651 | 134014 | 144389 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 403 | 445 | 6492030 | 298991 | 66310 | 10189 | 624575 | 280383 | 302500 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 215 | 251 | 7604441 | 309972 | 71511 | 8768 | 639002 | 278002 | 294227 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 118 | 157 | 7999977 | 300202 | 71999 | 9032 | 620950 | 284977 | 300091 |
|  | \$100,000,000 or more | 129 | 539 | 41007743 | 1467617 | 352835 | 39264 | 3243840 | 1581573 | 1873576 |
|  | Firms not operated for the entire year | 339 | 342 | 897283 | 41232 | 9506 | 1520 | 95571 | 17188 | 48932 |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2265 | 2862 | 34594779 | 1637129 | 380221 | 47742 | 3764991 | 856679 | 908789 |
|  | Firms operated for the entire year | 1974 | 2561 | 34034651 | 1609026 | 371999 | 46397 | 3704386 | 851455 | 885205 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 240 | 240 | 32270 | 6582 | 1564 | 409 | 12805 | 1341 | 1319 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 240 | 240 | 89313 | 10671 | 2475 | 598 | 22095 | 2475 | 2362 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 302 | 303 | 217997 | 19028 | 4524 | 1018 | 43336 | 4632 | 4921 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 384 | 389 | 616713 | 62010 | 13911 | 2731 | 129760 | 13832 | 14350 |
|  | Firms with sales of $\$ 2,500,000$ |  |  | 616713 | 62 |  |  | 129760 |  |  |
|  | to \$4,999,999 ............. | 231 | 237 | 801570 | 67035 | 14972 | 2455 | 142401 | 23355 | 23475 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 197 | 217 | 1369015 | 101473 | 23245 | 3430 | 209485 | 45463 | 45299 |
|  | Firms with sales of |  |  | 2908032 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 182 | 255 | 2908032 | 182859 | 41758 | 5712 | 373374 | 88812 | 94485 |
|  | \$25,000,000 to \$49,999,999. | 93 | 148 | 3219640 | 172833 | 38457 | 4994 | 377434 | 89751 | 88982 |
|  |  | 49 | 114 | 3422024 | 157001 | 34707 | 4295 | 364559 | 104245 | 106192 |
|  | Firms with sales of $\$ 100,000,000$ or more | 56 | 418 | 3 21358078 | 829534 | 196386 | 20755 | 2029137 | 477549 | 503820 |
|  | \$100,000,000 or more ....... |  |  |  |  |  |  | 20213 | 4775 | ) |
|  | Firms not operated for the entire year $\qquad$ | 291 | 301 | 560128 | 28103 | 8222 | 1345 | 60605 | 5224 | 23584 |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | emploaid for pay period March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422430 | Dairy products, (except dried or canned) whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2265 | 2862 | 34594779 | 1637129 | 380221 | 47742 | 3764991 | 856679 | 908789 |
|  | Firms operated for the entire year Firms with sales less than | 1974 | 2561 | 34034651 | 1609026 | 371999 | 46397 | 3704386 | 851455 | 885205 |
|  | \$250,000................ | 240 | 240 | 32270 | 6582 | 1564 | 409 | 12805 | 1341 | 1319 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 240 | 240 | 89313 | 10671 | 2475 | 598 | 22095 | 2475 | 2362 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 302 | 303 | 217997 | 19028 | 4524 | 1018 | 43336 | 4632 | 4921 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 384 | 389 | 616713 | 62010 | 13911 | 2731 | 129760 | 13832 | 14350 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 231 | 237 | 801570 | 67035 | 14972 | 2455 | 142401 | 23355 | 23475 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . . . . . . .$. | 197 | 217 | 1369015 | 101473 | 23245 | 3430 | 209485 | 45463 | 45299 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 182 | 255 | 2908032 | 182859 | 41758 | 5712 | 373374 | 88812 | 94485 |
|  | Firms with sales of |  |  |  | 172 |  |  |  |  |  |
|  | (\$25,000,000 to \$49,999,999. | 93 | 148 | 3219640 | 172833 | 38457 | 4994 | 377434 | 89751 | 88982 |
|  | \$50,000,000 to \$99,999,999. | 49 | 114 | 3422024 | 157001 | 34707 | 4295 | 364559 | 104245 | 106192 |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 56 | 418 | 21358077 | 829534 | 196386 | 20755 | 2029137 | 477549 | 503820 |
|  | Firms not operated for the entire year | 291 | 301 | 560128 | 28103 | 8222 | 1345 | 60605 | 5224 | 23584 |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 133 | 140 | 4900769 | 49043 | 12268 | 1642 | 157610 | 19880 | 23534 |
|  | Firms operated for the entire year | 114 | 121 | D | D | D | g | D | D | D |
|  | Yirms with sales less than | 114 |  |  |  | D | g | D | D |  |
|  | $\$ 250,000 \ldots \ldots \ldots \ldots .$. | 14 | 14 | 1902 | 260 | 64 | 20 | 761 | 65 | 65 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 15 | 15 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 8 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 16 | 16 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 |  |  |  |  | D |  |  |  |  |
|  | to \$4,999,999 ............. | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$............. | 11 | 11 | D | D | D | c | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 14 | 14 | D | D | D | c | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 13 | 13 | 449743 | 5970 | 1467 | 205 | 19480 | 3166 | 4483 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 6 | 6 | D | D | D | b | D | D | D |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 11 | 18 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 19 | 19 | D | D | D | c | D | D | D |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........ | 2140 | 2722 | 29694010 | 1588086 | 367953 | 46100 | 3607381 | 836799 | 885255 |
|  | Firms operated for the entire year | 1866 |  | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 226 | 226 | 30368 | 6322 | 1500 | 389 | 12044 | 1276 | 1254 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 225 | 225 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 295 | 296 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 370 | 375 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 225 | 231 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 186 | 206 | D | D | D | h | D | D | D |
|  | Firms with sales of $\cdots \cdots \cdots$ | 169 |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. |  | 242 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 82 | 135 | 2842646 | 170388 | 37768 | 4910 | 370665 | 86758 | 84646 |
|  | Firms,000,000 to \$99,999,999. | 42 | 106 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 46 | 396 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 274 | 284 | D | D | D | g | D | D | D |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224402 | Poultry \& poultry product (except live) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 907 | 990 | 13492514 | 472854 | 109769 | 17197 | 1051384 | 268330 | 291453 |
|  | Firms operated for the entire year | 819 | 902 | 13188655 | 461860 | 107534 | 16743 | 1027432 | 266225 | 283638 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . .$. | 43 | 43 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 56 | 56 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 <br> to $\$ 999,999$ | 74 | 74 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 148 | 149 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 134 | 134 | 473153 | 30002 | 7201 | 1427 | 61932 | 9839 | 10060 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 122 | 124 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 119 | 131 | D | D | D | h | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 67 | 77 | D | D | D | h | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 31 | 50 | 2009155 | 85018 | 18885 | 3026 | 161553 | 26845 | 28411 |
|  | Firms with sales of $\$ 100,000,000$ or more | 25 | 64 |  | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 88 | 88 | 303859 | 10994 | 2235 | 454 | 23952 | 2105 | 7815 |
| 42245 | Confectionery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2229 | 2621 | 27169914 | 1835202 | 442780 | 60010 | 3560134 | 745263 | 810412 |
|  | Firms operated for the entire year | 1866 | 2258 | D | D | D | । | D | D | D |
|  | Firms with sales less than <br> \$250,000 | 322 | 322 | 44466 | 7272 | 1681 | 602 | 15521 | 3447 | 3554 |
|  | Firms with sales of $\$ 250,000$ <br> o \$499,999 | 282 | 287 | 101557 | 13203 | 3118 | 840 | 28736 | 5929 | 6148 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 306 | 308 | 224865 | 26816 | 5912 | 1476 | 60677 | 14389 | 14593 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 347 | 355 | 547498 | 62384 | 14472 | 3135 | 135329 | 37335 | 38904 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 222 | 229 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 148 | 166 | D | D | D | h | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 128 | 157 | 1910522 | 124664 | 28072 | 4180 | 278414 | 111934 | 118583 |
|  | Firms with sales of \$25,000,000 to \$49, 999,999 | 63 | 100 | 2169019 | $112748$ | 22665 | 4126 | 236267 | 121118 | 144010 |
|  | Firms with sales of |  |  | 2169019 | 112748 | 22665 |  | 236267 | 121118 | 144010 |
|  | \$50,000,000 to \$99,999,999 . | 24 | 69 | 1553622 | 60022 | 14815 | 1871 | 131435 | 48211 | 47971 |
|  | \$100,000,000 or more ...... | 24 | 265 | 18232933 | 1258294 | 313060 | 36949 | 2287761 | 300989 | 302297 |
|  | Firms not operated for the entire year $\qquad$ | 363 | 363 | D | D | D | g | D | D | D |
| 422450 | Confectionery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2229 | 2621 | 27169914 | 1835202 | 442780 | 60010 | 3560134 | 745263 | 810412 |
|  | Firms operated for the entire year | 1866 | 2258 | D | D | D | । | D | D | D |
|  | Firms with sales less than \$250,000 | 322 | 322 | 44466 | 7272 | 1681 | 602 | 15521 | 3447 | 3554 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 282 | 287 | 101557 | 13203 | 3118 | 840 | 28736 | 5929 | 6148 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 306 | 308 | 224865 | 26816 | 5912 | 1476 | 60677 | 14389 | 14593 |
|  | Firms with sales of $\$ 1,000,000$ | 347 | 355 | 547498 | 62384 | 14472 | 3135 | 135329 | 37335 | 38904 |
|  | Firms with sales of $\$ 2,500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 . $\ldots \ldots \ldots \ldots$ | 222 | 229 | D | D | D | h | D | D | D |
|  | to \$9,999,999 .............. | 148 | 166 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 128 | 157 | 1910522 | 124664 | 28072 | 4180 | 278414 | 111934 | 118583 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 63 | 100 | 2169019 | 112748 | 22665 | 4126 | 236267 | 121118 | 144010 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 24 | 69 | 1553622 | 60022 | 14815 | 1871 | 131435 | 48211 | 47971 |
|  | \$100,000,000 or more ...... | 24 | 265 | 18232933 | 1258294 | 313060 | 36949 | 2287761 | 300989 | 302297 |
|  | Firms not operated for the entire year | 363 | $363$ | D | D | D | g | D | D | D |

[^241]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2864 | 2960 | 13165780 | 684365 | 154839 | 27402 | 1519628 | 588880 | 659481 |
|  | Firms operated for the entire year | 2289 | 2385 | D | D | D | k | D | D | D |
|  | Firms with sales less than <br> \$250,000 | 218 | 219 | 30324 | 5899 | 1295 | 484 | 12610 | 1399 | 1381 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 205 | 205 | 74790 | 9527 | 2164 | 803 | 21612 | 2522 | 2644 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999............ | 345 | 345 | 253496 | 22901 | 5018 | 1603 | 54903 | 8029 | 7902 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 565 | 570 | 913198 | 69945 | 15909 | 4254 | 164210 | 28295 | 28581 |
|  | Firms with sales of $\$ 2,500,000$ | 386 | 392 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 290 | 303 | D | D | D | h | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 193 | 222 | 2882236 | 151684 | 34836 | 5103 | 331508 | 114621 | 126495 |
|  | F ${ }^{\text {F }}$ 25,000,000 to \$ $\$ 49,999,999$. | 55 | 66 | 1867934 | 77877 | 19295 | 2059 | 175870 | 104812 | 111686 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 19 | 27 | 1332710 | 57058 | 10886 | 1358 | 118831 | 61495 | 76350 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 13 | 36 | 1894885 | 50823 | 11886 | 1452 | 114324 | 134741 | 141307 |
|  | Firms not operated for the entire year | 575 | 575 | D | D | D | g | D | D | D |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2864 | 2960 | 13165780 | 684365 | 154839 | 27402 | 1519628 | 588880 | 659481 |
|  | Firms operated for the entire year | 2289 | 2385 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 218 | 219 | 30324 | 5899 | 1295 | 484 | 12610 | 1399 | 1381 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999.............. | 205 | 205 | 74790 | 9527 | 2164 | 803 | 21612 | 2522 | 2644 |
|  | to \$999,999 . ........... | 345 | 345 | 253496 | 22901 | 5018 | 1603 | 54903 | 8029 | 7902 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 565 | 570 | 913198 | 69945 | 15909 | 4254 | 164210 | 28295 | 28581 |
|  |  | 386 | 392 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 290 | 303 | D | D | D | h | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 193 | 222 | 2882236 | 151684 | 34836 | 5103 | 331508 | 114621 | 126495 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 55 | 66 | 1867934 | 77877 | 19295 | 2059 | 175870 | 104812 | 111686 |
|  | \$50,000,000 to \$99,999,999. | 19 | 27 | 1332710 | 57058 | 10886 | 1358 | 118831 | 61495 | 76350 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 13 | 36 | 1894885 | 50823 | 11886 | 1452 | 114324 | 134741 | 141307 |
|  | Firms not operated for the entire year | 575 | 575 | D | D | D | g | D | D | D |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3393 | 3557 | 51326415 | 1490922 | 351742 | 50256 | 3166607 | 1047158 | 1128054 |
|  | Firms operated for the entire year | 2992 | 3153 | 50602345 | 1454105 | 341555 | 48472 | 3085525 | 1035831 | 1097526 |
|  | Firms with sales less than <br> \$250,000 | 237 | 237 | 32350 | 27458 | 7177 | 728 | 38612 | 1088 | 1031 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 256 | 256 | 93294 | 12293 | 2818 | 729 | 24590 | 2926 | 2913 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 431 | 431 | 312030 | 30830 | 7125 | 1619 | 63271 | 7143 | 7553 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 710 | 712 | 1129443 | 92284 | 22187 | 4418 | 192151 | 25360 | 26865 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 424 | 428 | 1508602 | 108302 | 25504 | 4720 | 215111 | 41080 | 42416 |
|  | Firms with sales of \$5,000,000 |  |  | 2687722 | 171622 |  |  |  |  |  |
|  | to \$9,999,999 ............ | 378 | 384 | 2687722 | 171622 | 40612 | 6585 | 343552 | 73707 | 76216 |
|  | \$10,000,000 to \$24,999,999. | 313 | 328 | 4901369 | 261182 | 61064 | 8894 | 509401 | 132096 | 142076 |
|  | \$25,000,000 to \$49,999,999. | 131 | 145 | 4546171 | 208268 | 47258 | 6078 | 418793 | 160681 | 171489 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 56 | 67 |  | 139861 | 32068 | 3798 | 278459 | 123818 | 123175 |
|  | Firms with sales of |  |  | 3968786 |  |  |  |  |  | 123175 |
|  | \$100,000,000 or more ...... | 56 | 165 | 31422578 | 402005 | 95742 | 10903 | 1001585 | 467932 | 503792 |
|  | Firms not operated for the entire year | 401 | 404 | 724070 | 36817 | 10187 | 1784 | 81082 | 11327 | 30528 |
| 422470 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3393 | 3557 | 51326415 | 1490922 | 351742 | 50256 | 3166607 | 1047158 | 1128054 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422470 | Meat \& meat product whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 2992 | 3153 | 50602345 | 1454105 | 341555 | 48472 | 3085525 | 1035831 | 1097526 |
|  | Firms with sales less than <br> \$250,000 | 237 | 237 | 32350 | 27458 | 7177 | 728 | 38612 | 1088 | 1031 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 256 | 256 | 93294 | 12293 | 2818 | 729 | 24590 | 2926 | 2913 |
|  | Firms with sales of \$500,000 to \$999,999 | 431 | 431 | 312030 | 30830 | 7125 | 1619 | 63271 | 7143 | 7553 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 710 | 712 | 1129443 | 92284 | 22187 | 4418 | 192151 | 25360 | 26865 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 424 | 428 | 1508602 | 108302 | 25504 | 4720 | 215111 | 41080 | 42416 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . ............ | 378 | 384 | 2687722 | 171622 | 40612 | 6585 | 343552 | 73707 | 76216 |
|  | \$10,000,000 to \$24,999,999 . | 313 | 328 | 4901369 | 261182 | 61064 | 8894 | 509401 | 132096 | 142076 |
|  | Firms with sales of | 131 | 145 | 4546171 | 208268 | 47258 | 6078 | 418793 | 160681 | 171489 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 56 | 67 | 3968786 | 139861 | 32068 | 3798 | 278459 | 123818 | 123175 |
|  | \$100,000,000 or more ...... | 56 | 165 | 31422578 | 402005 | 95742 | 10903 | 1001585 | 467932 | 503792 |
|  | Firms not operated for the entire year | 401 | 404 | 724070 | 36817 | 10187 | 1784 | 81082 | 11327 | 30528 |
| 42248 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5657 | 6121 | 46340833 | 3021175 | 682431 | 109771 | 6240214 | 568953 | 648741 |
|  | Firms operated for the entire year | 4811 | 5271 | 44619395 | 2917868 | 660246 | 105380 | 6014600 | 565325 | 593182 |
|  | Firms with sales less than | 384 | 385 | 53954 | 11124 | 2728 | 712 | 20984 | 910 | 850 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 380 | 380 | 139950 | 19366 | 4494 | 1085 | 40321 | 1816 | 1778 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 559 | 561 | 409356 | 46901 | 10525 | 2600 | 95164 | 5373 | 5832 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 966 | 969 | 1601718 | 147621 | 33517 | 8123 | 310289 | 23127 | 24432 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 787 | 805 | 2806583 | 247689 | 56369 | 11299 | 505635 | 30940 | 33005 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 770 | 793 | 5456900 | 433654 | 93447 | 17541 | 876855 | 84752 | 83739 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 606 | 669 | 9485743 | 638718 | 141136 | 23027 | 1306615 | 117225 | 125022 |
|  | Firms with sales of | 606 | 669 | 9485743 | 638718 | 141136 | 23027 | 1306615 | 117225 | 125022 |
|  | \$25,000,000 to \$49,999,999 . | 226 | 293 | 7969609 | 540806 | 119206 | 17399 | 1069325 | 112510 | 112864 |
|  | \$50,000,000 to \$99,999,999. | 90 | 136 | 6148811 | 358637 | 79456 | 9624 | 778381 | 86044 | 92878 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 43 | 280 | 10546771 | 473352 | 119368 | 13970 | 1011031 | 102628 | 112782 |
|  | Firms not operated for the entire year $\qquad$ | 846 | 850 | 1721438 | 103307 | 22185 | 4391 | 225614 | 3628 | 55559 |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5657 | 6121 | 46340833 | 3021175 | 682431 | 109771 | 6240214 | 568953 | 648741 |
|  | Firms operated for the entire year ........................... | 4811 | 5271 | 44619395 | 2917868 | 660246 | 105380 | 6014600 | 565325 | 593182 |
|  | Firms with sales less than $\$ 250,000$ | 384 | 385 | 53954 | 11124 | 2728 | 712 | 20984 | 910 | 850 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 380 | 380 | 139950 | 19366 | 4494 | 1085 | 40321 | 1816 | 1778 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 999,999 \ldots \ldots$ Firms with sales of $\$ 1,000,000$ | 559 | 561 | 409356 | 46901 | 10525 | 2600 | 95164 | 5373 | 5832 |
|  | to \$2,499,999 .............. | 966 | 969 | 1601718 | 147621 | 33517 | 8123 | 310289 | 23127 | 24432 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . . . . . . .$. | 787 | 805 | 2806583 | 247689 | 56369 | 11299 | 505635 | 30940 | 33005 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 770 | 793 | 5456900 | 433654 | 93447 | 17541 | 876855 | 84752 | 83739 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  | 5 485 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 606 | 669 | 9485743 | 638718 | 141136 | 23027 | 1306615 | 117225 | 125022 |
|  | Firms,000,000 to \$49,999,999. | 226 | 293 | 7969609 | 540806 | 119206 | 17399 | 1069325 | 112510 | 112864 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | 90 | 136 | 6148811 | 358637 | 79456 | 9624 | 778381 | 86044 | 92878 |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 43 | 280 | 10546771 | 473352 | 119368 | 13970 | 1011031 | 102628 | 112782 |
|  | Firms not operated for the entire year | 846 | 850 | 1721438 | 103307 | 22185 | 4391 | 225614 | 3628 | 55559 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | $\begin{gathered} \text { Establish- } \\ \text { ments } \\ \text { (number) } \end{gathered}$ | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payyoll $(\$ 1,000)$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March 12 } \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 11464 | 14623 | 186758663 | 9277467 | 2195951 | 288689 | 19494685 | 6404606 | 6746989 |
|  | Firms operated for the entire year ........................... | 9776 | 12931 | 185161861 | 9164404 | 2173257 | 284372 | 19253865 | 6363653 | 6608062 |
|  | Firms with sales less than \$250,000 | 2008 | 2012 | 267068 | 57121 | 13616 | 4315 | 112938 | 15903 | $15900$ |
|  | Firms with sales of \$250,000 |  |  |  | 57121 | 13616 | 4315 | 112938 | 15903 |  |
|  | to \$499,999 ............. | 1454 | 1455 | 519834 | 81849 | 18878 | 4909 | 169943 | 24678 | 25718 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 1403 | 1410 | 995409 | 143923 | 33321 | 7553 | 301749 | 53714 | 56717 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1765 | 1807 | 2807517 | 355074 | 82202 | 15969 | 738642 | 172227 | 178067 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999.. | 989 | 1040 | 3460651 | 355660 | 81343 | 13536 | 732623 | 213610 | 216413 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 \text {............. } \end{aligned}$ | 770 | 862 | 5474239 | 494475 | 112776 | 16729 | 1016977 | 340095 | 356665 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 739 | 947 | 11312673 | 769310 | 176286 | 23517 | 1656903 | 669125 | 715595 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 280 | 473 | 9638817 | 547836 | 125379 | 15325 | 1195211 | 406405 | 430699 |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | 167 | 480 | 11352665 | 707800 | 163188 | 22473 | 1561798 | 586179 | 597258 |
|  | $\$ 100,000,000$ or more .... | 201 | 2445 | 139332988 | 5651356 | 1366268 | 160046 | 11767081 | 3881717 | 4015030 |
|  | Firms not operated for the entire year | 1688 | 1692 | 1596802 | 113063 | 22694 | 4317 | 240820 | 40953 | 138927 |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 11464 | 14623 | 186758663 | 9277467 | 2195951 | 288689 | 19494685 | 6404606 | 6746989 |
|  | Firms operated for the entire year | 9776 | 12931 | 185161861 | 9164404 | 2173257 | 284372 | 19253865 | 6363653 | 6608062 |
|  | Firms with sales less than <br> \$250,000. | 2008 | 2012 | 267068 | 57121 | 13616 | 4315 | 112938 | 15903 | 15900 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 1454 | 1455 | 519834 | 81849 | 18878 | 4909 | 169943 | 24678 | 25718 |
|  | Firms to $\$ 999,999 . . . . . . . . . . . . . ~$ | 1403 | 1410 | 995409 | 143923 | 33321 | 7553 | 301749 | 53714 | 56717 |
|  | Firms with sales of \$1,000,000 | 1765 | 1807 | 2807517 | 355074 | 82202 | 15969 | 738642 | 172227 | 178067 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 989 | 1040 | 3460651 | 355660 | 81343 | 13536 | 732623 | 213610 | 216413 |
|  | Firms with sales of $\$ 5,000,000$ | 770 | 862 | 5474239 | 494475 | 112776 | 16729 | 1016977 | 340095 | 356665 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 739 | 947 | 11312673 | 769310 | 176286 | 23517 | 1656903 | 669125 | 715595 |
|  | Firms with sales of |  | 947 | 11312673 | 769310 | 176286 | 23517 | 1656903 | 669125 | 715595 |
|  | \$25,000,000 to \$49,999,999 . | 280 | 473 | 9638817 | 547836 | 125379 | 15325 | 1195211 | 406405 | 430699 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 167 | 480 | 11352665 | 707800 | 163188 | 22473 | 1561798 | 586179 | 597258 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 201 | 2445 | 139332988 | 5651356 | 1366268 | 160046 | 11767081 | 3881717 | 4015030 |
|  | Firms not operated for the entire year $\qquad$ | 1688 | 1692 | 1596802 | 113063 | 22694 | 4317 | 240820 | 40953 | 138927 |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1461 | 1788 | 13421054 | 587048 | 136127 | 19037 | 1288846 | 550095 | 691110 |
|  | Firms operated for the entire year | 1293 | 1620 | 13173396 | 577890 | 134188 | 18704 | 1268064 | 549354 | 677568 |
|  | Firms with sales less than $\$ 250,000$ | 266 | 266 | 35758 | 7081 | 1817 | 492 | 14392 | 2742 | 2778 |
|  | Firms with sales of $\$ 250,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 196 | 196 | 70890 | 11436 | 2632 | 656 | 25256 | 5263 | 5268 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 204 | 205 | 144039 | 23628 | 5356 | 1132 |  | 9094 | 9785 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 $\ldots \ldots \ldots \ldots$ | 268 | 278 | 429979 | 63106 | 15145 | 2581 | 134224 | 31110 | 33885 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 132 | 143 | 454672 | 63316 | 14816 | 2168 | 130463 | 34772 | 36056 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 96 | 113 | 664350 | 73803 | 17175 | 2538 | 144827 | 54347 | 62240 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 77 | 121 | 1183643 | 99330 | 23566 | 2989 | 204041 | 79034 | 98343 |
|  | Firms,000,000 to \$49,999,999. | 17 | 30 | 619420 | 31354 | 6121 | 802 |  | 28573 | 33128 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 14 | 77 | 1096368 | 54610 | 11297 | 1235 | 111610 | 44259 | 46022 |
|  | $\$ 100,000,000 \text { or more }$ | 23 | 191 | 8474277 | 150226 | 36263 | 4111 | 392067 | 260160 | 350063 |
|  | Firms not operated for the entire year | 168 | 168 | 247658 | 9158 | 1939 | 333 | 20782 | 741 | 13542 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224902 | Bread \& baked goods whsle <br> All firms $\qquad$ | 2490 | 3290 | 20275213 | 1607505 | 400066 | 55337 | 3052927 | 477128 | 479087 |
|  | Firms operated for the entire year | 2067 | 2867 | 20103681 | 1590751 | 395564 | 54378 | 3020676 | 472332 | 469619 |
|  | Firms with sales less than $\$ 250,000$ | 577 | 580 | 74788 | 15883 | 3686 | 1419 | 30387 | 2123 | 1992 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 490 | 491 | 174767 | 27091 | 6403 | 1933 | 51828 | 3460 | 3415 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 340 | 340 | 237902 | 43496 | 10022 | 2733 | 82156 | 5757 | 5933 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 328 | 343 | 513695 | 87028 | 20280 | 4584 | 166191 | 16681 | 16419 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 2,500,000 \\ & \text { to } \$ 4,999,999 \ldots \ldots \ldots \ldots \ldots \end{aligned}$ | 152 | 164 | 520012 | 69053 | 16058 | 3087 | 121540 | 14346 | 14854 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 73 | 92 | 508165 | 63338 | 13975 | 2280 | 113101 | 16481 | 19290 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$ | 45 | 60 | 665456 | 51200 | 12344 | 1817 | 99303 | 19545 | 21822 |
|  | Firms with sales of |  |  |  | 51200 |  |  | 59 | 19545 | 21822 |
|  | \$25,000,000 to \$49,999,999. | 26 | 40 | 934121 | 53111 | 12638 | 1567 | 105690 | 15275 | 15118 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 15 | 81 | D | D | D | h | D | D | D |
|  | Firms <br> $\$ 100,000,000$ or more ...... | 21 | 676 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 423 | 423 | 171532 | 16754 | 4502 | 959 | 32251 | 4796 | 9468 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1940 | 3150 | 29142717 | 3212389 | 739081 | 100272 | 6711763 | 719316 | 799386 |
|  | Firms operated for the entire year | 1615 | 2825 | 29024596 | 3200269 | 735713 | 99610 | 6685388 | 717624 | 791735 |
|  | Firms with sales less than \$250,000 | 358 | 358 | 49513 | 11133 | 2668 | 683 | 23143 | 2199 | 2198 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 231 | 231 | 82895 | 13035 | 2838 | 676 | 27926 | 2920 | 3100 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 256 | 257 | 187583 | 25758 | 5870 | 1172 | 57721 | 7718 | 8300 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 276 | 286 | 435011 | 61404 | 14023 | 2591 | 127894 | 17097 | 17327 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 156 | 166 | 528067 | 74842 | 16927 | 2824 | 153618 | 22025 | 22528 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 128 | 151 | 943215 | 128146 | 28207 | 4108 | 265416 | 37520 | 37977 |
|  | Firms with sales of | 12 | 1 | 1645129 |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to \$24,999,999. Firms with sales of | 107 | 173 | 1645129 | 214576 | 47488 | 6949 | 451183 | 52518 | 56280 |
|  | \$25,000,000 to \$49,999,999. | 49 | 163 | 1611845 | 178093 | 41132 | 5688 | 419503 | 52842 | 60291 |
|  | \$50,000,000 to \$99,999,999. | 29 | 123 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 25 | 917 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year | 325 | 325 | 118121 | 12120 | 3368 | 662 | 26375 | 1692 | 7651 |
| 4224904 | Canned goods whsle <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 1156 | 1283 | 27632847 | 753747 | 178275 | 20470 | 1632525 | 1075206 | 1025866 |
|  | Firms operated for the entire year ............................. Firms with sales less than | 995 | 1122 | 27256471 | 730397 | 173014 | 19651 | 1586368 | 1048804 | 990146 |
|  |  | 119 | 119 | 16274 | 3490 | 851 | 217 | 6491 | 1881 | 1769 |
|  | $\begin{aligned} & \begin{array}{l} \$ 250,000 . . . . . . . . . . . . . . . . . . . ~ \\ \text { Firms with sales of } \$ 250,000 \\ \text { to } \\ \text { \$499,999............. } \end{array} \end{aligned}$ | 79 | 79 | 28771 | 4308 | 928 | 233 | 9827 | 2097 | 2187 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 113 | 113 | 81547 | 8894 | 2222 | 460 | 18466 | 7236 | 8122 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 177 | 177 | 286040 | 20883 | 4741 | 846 | 48119 | 20249 | 21910 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 121 | 124 | 443845 | 27349 | 6141 | 964 | 65142 | 31002 | 31310 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 131 | 138 | 926330 | 45813 | 10855 | 1610 | 107287 | 65115 |  |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \text { F10,000,000 to } \$ 24,999,999 \text {. } \end{aligned}$ |  | 138 | 926330 |  | 10855 |  | 107287 | 65115 | 69163 |
|  |  | 139 | 153 | 2111495 | 94680 | 22400 | 2724 | 229884 | 172503 | 170024 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 51 | 57 | 1743160 | 69628 | 16993 | 1790 | 144846 | 75892 | 77816 |
|  | \$25,000,000 to \$49,999,999 . <br> Firms with sales of |  |  |  |  |  |  |  |  |  |
|  |  | 29 | 43 | 1931003 | 78301 | 19054 | 2215 | 185809 | 109563 | 116336 |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. <br> Firms with sales of $\$ 100,000,000$ or more | 36 | 119 | 19688006 | 377051 | 88829 | 8592 | 770497 | 563266 | 491509 |
|  | Firms not operated for the entire year $\qquad$ | 161 | 161 | 376376 | 23350 | 5261 | 819 | 46157 | 2640 | 357 |

[^242]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 606 | 703 | 6331021 | 266495 | 61485 | 7303 | 599825 | 307851 | 309381 |
|  | Firms operated for the entire year | 540 | 637 | 6225555 | 254263 | 60691 | 7172 | 569367 | 282807 | 298622 |
|  | Firms with sales less than \$250,000 | 74 | 74 | 8557 | 2225 | 542 | 148 | 4000 | 450 | 585 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 53 | 53 | 19467 | 3064 | 796 | 133 | 6960 | 1178 | 1214 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 58 | 61 | 39130 | 5205 | 1188 | 246 | 12083 | 2734 | 3026 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 95 | 96 | 155707 | 17340 | 3744 | 570 | 36381 | 10306 | 11071 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 78 | 81 | 279918 | 24949 | 5278 | 651 | 52285 | 24497 | 23393 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 66 | 67 | 448705 | 30369 | 7087 | 908 | 65448 | 26377 | 27423 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 67 | 82 | 1073364 | 45727 | 10070 | 1317 | 102358 | 61398 | 73701 |
|  | \$25,000,000 to \$49,999,999. | 27 | 49 | 929107 | 30519 | 6736 | 688 | 71842 | 33856 | 33311 |
|  | Firms with sales of <br> \$50,000,000 to \$99,999,999 . | 13 | 27 | D | D | D | $f$ | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 9 | 47 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 66 | 66 | 105466 | 12232 | 794 | 131 | 30458 | 25044 | 10759 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3878 | 4409 | 89955811 | 2850283 | 680917 | 86270 | 6208799 | 3275010 | 3442159 |
|  | Firms operated for the entire year | 3329 | 3856 | 89169397 | 2807086 | 673088 | 84763 | 6116783 | 3267513 | 3380372 |
|  | Firms with sales less than \$250,000 | 616 | 617 | 82608 | 17494 | 4095 | 1365 | 34778 | 6533 | 6600 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 405 | 405 | 143044 | 22915 | 5281 | 1278 | 48146 | 9760 | 10534 |
|  | to \$999,999. | 438 | 440 | 309172 | 37753 | 8876 | 1840 | 80751 | 21455 | 21945 |
|  | Firm \$2,499,999 ............. | 628 | 634 | 998922 | 107218 | 24781 | 4852 | 229880 | 78433 | 79201 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 356 | 366 | 1253200 | 96905 | 22412 | 3836 | 212329 | 88992 | 91145 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 286 | 306 | 2055993 | 160376 | 37068 | 5553 | 334955 | 144478 | 144663 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 311 | 374 | 4796552 | 268496 | 61669 | 7837 | 591612 | 296593 | 307848 |
|  | \$25,000,000 to \$49,999,999. | 118 | 147 | 4123469 | 209820 | 47417 | 5299 | 446200 | 237139 | 247827 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 70 | 118 | 4598117 | 228934 | 52216 | 7566 | 527036 | 287323 | 285448 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 101 | 449 | 70808320 | 1657175 | 409273 | 45337 | 3611096 | 2096807 | 2185161 |
|  | Firms not operated for the entire year $\qquad$ | 549 | 553 | 786414 | 43197 | 7829 | 1507 | 92016 | 7497 | 61787 |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6994 | 10343 | 166786245 | 2306012 | 518518 | 97521 | 6037409 | 9518504 | 9689572 |
|  | Firms operated for the entire year | 6075 | 9397 | 163593821 | 2250209 | 505754 | 93668 | 5890548 | 9448899 | 9484946 |
|  | Firms with sales less than \$250,000 | 443 | 443 | 56541 | 12334 | 2851 | 1140 | 24842 | 5604 | 5613 |
|  | Firms with sales of \$250,000 to \$499,999 | 337 | 338 | 122906 | 18349 | 4372 | 1411 | 41063 | 12283 | 12946 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 504 | 512 | 366104 | 36652 | 8977 | 2680 | 87522 | 39008 | 40052 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 925 | 953 | 1543816 | 94879 | 20854 | 5460 | 233707 | 135360 | 140234 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 857 | 892 | 3072459 | 122382 | 26612 | 6596 | 314388 | 252579 | 265374 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ........... | 1067 | 1213 | 7708192 | 233713 | 51397 | 11804 | 601794 | 589995 | 617110 |
|  | \$10,000,000 to \$24,999,999 . | 1164 | 1655 | 18207399 | 443097 | 98332 | 21149 | 1130140 | 1174540 | 1200964 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 452 | 1020 | 15591706 | 306517 | 68661 | 12921 | 817263 | 1068759 | 1094660 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 199 | 609 | 13346945 | 218564 | 48873 | 8569 | 600628 | 752610 | 730102 |
|  | \$100,000,000 or more ..... | 127 | 1762 | 103577753 | 763722 | 174825 | 21938 | 2039201 | 5418161 | 5377891 |
|  | Firms not operated for the entire year $\qquad$ | 919 | 946 | 3192424 | 55803 | 12764 | 3853 | 146861 | 69605 | 204626 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42251 | Grain \& field bean whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3785 | 6569 | 120312556 | 1642921 | 370403 | 56368 | 4384826 | 6828225 | 6982213 |
|  | Firms operated for the entire year | 3493 | 6262 | 119539569 | 1623171 | 365400 | 55469 | 4329307 | 6783491 | 6868426 |
|  | Firms with sales less than \$250,000 | 162 | 162 | $22811$ | 4734 | 1151 | 311 | 9812 | 2778 | $2679$ |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 148 | 149 | 54293 | 7487 | 1821 | 419 | 17188 | 6811 | 7336 |
|  | Firms with sales of \$500,000 to \$999,999 | 222 | 227 | 162624 | 15159 | 3732 | 916 | 37980 | 20576 | 21040 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 527 | 553 | 897524 | 55950 | 12178 | 2776 | 137170 | 98929 | 103297 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............. | 560 | 589 | 2028481 | 87311 | 18559 | 3964 | 225547 | 209490 | 219669 |
|  |  | 709 | 837 | 5089806 | 167853 | 36666 | 6625 | 438565 | 502788 | 522444 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 708 | 1165 | 10955444 | 326253 | 71339 | 11241 | 841985 | 1023382 | 1039165 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 272 | 816 | 9291175 | 238980 | 53340 | 7811 | 626906 | 935936 | 942339 |
|  | \$50,000,000 to \$99,999,999. | 114 | 469 | 7569461 | 168380 | 37131 | 5880 | 469417 | 592721 | 584421 |
|  | Firms | 71 | 1295 | 83467950 | 551064 | 129483 | 15526 | 1524737 | 3390080 | 3426036 |
|  | Firms not operated for the entire year | 292 | 307 | 772987 | 19750 | 5003 | 899 | 55519 | 44734 | 113787 |
| 422510 | Grain \& field bea |  |  |  |  |  |  |  |  |  |
|  |  | 3785 | 6569 | 120312556 | 1642921 | 370403 | 56368 | 4384826 | 6828225 | 6982213 |
|  | Firms operated for the entire year | 3493 | 6262 | 119539569 | 1623171 | 365400 | 55469 | 4329307 | 6783491 | 6868426 |
|  | Firms with sales less than $\$ 250,000 \text {. . . . . . . . . . . . . . . . . . }$ | 162 | 162 | 22811 | 4734 | 1151 | 311 | 9812 | 2778 | 2679 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 148 | 149 | 54293 | 7487 | 1821 | 419 | 17188 | 6811 | 7336 |
|  | Firms with sales of \$500,000 to \$999,999 | 222 | 227 | 162624 | 15159 | 3732 | 916 | 37980 | 20576 | 21040 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 527 | 553 | 897524 | 55950 | 12178 | 2776 | 137170 | 98929 | 103297 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 560 | 589 | 2028481 | 87311 | 18559 | 3964 | 225547 | 209490 | 219669 |
|  | Firms with sales of $\$ 5,000,000$ <br> to \$9,999,999 | 709 | 837 | 5089806 | 167853 | 36666 | 6625 | 438565 | 502788 | 522444 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 708 |  | 10955444 | 326253 | 71339 | 11241 | 841985 | 1023382 | 1039165 |
|  | \$25,000,000 to \$49,999,999. | 272 | 816 | 9291175 | 238980 | 53340 | 7811 | 626906 | 935936 | 942339 |
|  | \$50,000,000 to \$99,999,999. | 114 | 469 | 7569461 | 168380 | 37131 | 5880 | 469417 | 592721 | 584421 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 71 | 1295 | 83467950 | 551064 | 129483 | 15526 | 1524737 | 3390080 | 3426036 |
|  | Firms not operated for the entire year $\qquad$ | 292 | 307 | 772987 | 19750 | 5003 | 899 | 55519 | 44734 | 113787 |
| 42252 | Livestock whsleAll firms |  |  |  |  |  |  |  |  |  |
|  |  | 1707 | 2090 | 24098461 | 260202 | 60243 | 27182 | 645154 | 212441 | 264903 |
|  | Firms operated for the entire year. | 1503 | 1886 | 23400699 | 253852 | 58804 | 26353 | 628737 | 211289 | 247299 |
|  |  | 132 | 132 | 14561 | 3152 | 733 | 434 | 6347 | 1189 | 1256 |
|  | Firms with sales of $\$ 250,000$ <br> to \$499,999 . . . . . .......... | 78 | 78 | 28958 | 4406 | 1084 | 597 | 9160 | 1854 | 2214 |
|  | $\text { to } \$ 999,999$ | 125 | 126 | 90404 | 8084 | 1970 | 1052 | 18551 | 7497 | 8035 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | to $\$ 2,499,999 \ldots \ldots \ldots \ldots$ Firms with sales of $\$ 2.500 .000$ | 195 | 196 | 325409 | 12824 | 2941 | 1339 | 33923 | 11643 | 12424 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . . . .$. | 176 | 179 | 624861 | 13254 | 3016 | 1795 | 35070 | 11437 | 13840 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 \end{aligned}$ | 240 | 250 | 1762968 | 29253 | 6841 | 3746 | 78404 | 27947 | 30158 |
|  | Firms with sales of \$10,000,000 to \$24,999,999. |  |  | 1762968 |  |  |  |  |  |  |
|  |  | 343 | 355 | 5436667 | 65978 | 15458 | 8254 | 161575 | 34021 | 39099 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 129 | 138 | 4521742 | 42174 | 9537 | 4330 | 107997 | 32261 | 46158 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 57 | 118 | 3891965 | 33947 | 7585 | 2322 | 91363 | 24578 | 28157 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 28 | 314 | 6703164 | 40780 | 9639 | 2484 | 86347 | 58862 | 65958 |
|  | Firms not operated for the entire year | 204 | 204 | 697762 | 6350 | 1439 | 829 | 16417 | 1152 | 17604 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422520 | Li |  |  |  |  |  |  |  |  |  |
|  | All firms | 1707 | 2090 | 24098461 | 260202 | 60243 | 27182 | 645154 | 212441 | 264903 |
|  | Firms operated for the entire year | 1503 | 1886 | 23400699 | 253852 | 58804 | 26353 | 628737 | 211289 | 247299 |
|  | Firms with sales less than $\qquad$ | 132 | 132 | 14561 | 3152 | 733 | 434 | 6347 | 1189 | 1256 |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$. | 13 78 | 32 78 | 28958 | 4406 | 1084 | 597 | 9160 | 1854 | 2214 |
|  | Firms with sales of \$500,000 to \$999 999 | 125 | 126 | 90404 | 8084 | 1970 | 1052 | 18551 | 7497 | 8035 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............. | 195 | 196 | 325409 | 12824 | 2941 | 1339 | 33923 | 11643 | 12424 |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 176 | 179 | 624861 | 13254 | 3016 | 1795 | 35070 | 11437 | 13840 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 240 | 250 | 1762968 | 29253 | 6841 | 3746 | 78404 | 27947 | 30158 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  | 1762 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 343 | 355 | 5436667 | 65978 | 15458 | 8254 | 161575 | 34021 | 39099 |
|  | Firms with sales of ${ }^{\text {S }}$ ( $25,000,000$ to $\$ 49,999,999$. | 129 | 138 | 4521742 | 42174 | 9537 | 4330 | 107997 | 32261 | 46158 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | F50,000,000 to \$99,999,999. | 57 | 118 | 3891965 | 33947 | 7585 | 2322 | 91363 | 24578 | 28157 |
|  | $\$ 100,000,000 \text { or more .... }$ | 28 | 314 | 6703164 | 40780 | 9639 | 2484 | 86347 | 58862 | 65958 |
|  | Firms not operated for the entire year | 204 | 204 | 697762 | 6350 | 1439 | 829 | 16417 | 1152 | 17604 |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1533 | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Firms operated for the entire year | 1108 | 1247 | 20652926 | 373148 | 81549 | 11844 | 932412 | 2454119 | 2369118 |
|  | Firms with sales less than <br> \$250,000 | 149 | 149 | 19169 | 4448 | 967 | 395 | 8683 | 1637 | 1678 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 112 | 112 | 40037 | 6467 | 1468 | 398 | 14740 | 3618 | 3619 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 160 | 162 | 115551 | 13665 | 3339 | 732 | 31888 | 11379 | 11426 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 208 | 209 | 327646 | 26587 | 5865 | 1368 | 64019 | 25171 | 24692 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 127 | 132 | 440479 | 22900 | 5280 | 867 | 56169 | 33118 | 33115 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 121 | 129 | 873517 | 37214 | 8006 | 1470 | 86392 | 62095 | 68347 |
|  | Firms with sales of $\$ 10,000$ 000 to \$24,999,999 | 116 | 132 |  | 53781 |  | 1773 |  |  |  |
|  |  | 116 | 132 | 1857947 | 53781 | 12149 |  | 130546 | 124455 | 127455 |
|  | \$25,000,000 to \$49,999,999 . | 51 | 59 | 1785315 | 24813 | 5686 | 739 | 81734 | 103425 | 107384 |
|  | Firms with sales of \$50,000,000 to \$99,999,999. | 31 | 36 | 2132748 | 23321 | 6293 | 593 | 60768 | 139687 | 131415 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 33 | 127 | 13060517 | 159952 | 32496 | 3509 | 397473 | 1949534 | 1859987 |
|  | Firms not operated for the entire year | 425 | 437 | 1722302 | 29741 | 6323 | 2127 | 75017 | 23719 | 73338 |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1533 | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Firms operated for the entire year | 1108 | 1247 | 20652926 | 373148 | 81549 | 11844 | 932412 | 2454119 | 2369118 |
|  | Firms with sales less than $\$ 250,000$ | 149 | 149 | 19169 | 4448 | 967 | 395 | 8683 | 1637 | 1678 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 112 | 112 | 40037 | 6467 | 1468 | 398 | 14740 | 3618 | 3619 |
|  | Firms with sales of \$500,000 | 112 | 112 | 40 |  |  |  |  |  |  |
|  | to \$999,999............. | 160 | 162 | 115551 | 13665 | 3339 | 732 | 31888 | 11379 | 11426 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$............ | 208 | 209 | 327646 | 26587 | 5865 | 1368 | 64019 | 25171 | 24692 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 127 | 132 | 440479 | 22900 | 5280 | 867 | 56169 | 33118 | 33115 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 121 | 129 | 873517 | 37214 | 8006 | 1470 | 86392 | 62095 | 68347 |
|  | Firms with sales of $\cdots \cdots \cdots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 116 | 132 | 1857947 | 53781 | 12149 | 1773 | 130546 | 124455 | 127455 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 51 | 59 | 1785315 | 24813 | 5686 | 739 | 81734 | 103425 | 107384 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 31 | 36 | 2132748 | 23321 | 6293 | 593 | 60768 | 139687 | 131415 |
|  | \$100,000,000 or more ..... | 33 | 127 | 13060517 | 159952 | 32496 | 3509 | 397473 | 1949534 | 1859987 |
|  | Firms not operated for the entire year | 425 | 437 | 1722302 | 29741 | 6323 | 2127 | 75017 | 23719 | 73338 |

[^243]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 246 | 260 | 2096303 | 54276 | 13637 | 1983 | 138079 | 111982 | 120784 |
|  | Firms operated for the entire year | 205 | 218 | 2024385 | 53101 | 13354 | 1879 | 135503 | 109261 | 111001 |
|  | Firms with sales less than \$250,000 | 28 | 28 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 15 | 15 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 34 | 34 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 40 | 41 | 65433 | 4586 | 1086 | 182 | 10618 | 6832 | 6360 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 22 | 22 | 74059 | 4078 | 901 | 115 | 9967 | 9134 | 8243 |
|  | Firms with sales of $\$ 5,000,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 25 | 28 | 185501 | 11066 | 2706 | 529 | 23256 | 12508 | 12529 |
|  | \$10,000,000 to \$24,999,999. | 20 | 24 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 10 | 10 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 7 | 8 | D | D | D | e | D | D | D |
|  | \$100,000,000 or more ...... | 4 | 8 | 478640 | 5204 | 1246 | 179 | 21921 | 15201 | 15250 |
|  | Firms not operated for the entire year | 41 | 42 | 71918 | 1175 | 283 | 104 | 2576 | 2721 | 9783 |
| 4225902 | Leaf tobacco whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 304 | 328 | 3658394 | 86300 | 19974 | 3720 | 184980 | 294291 | 331722 |
|  | Firms operated for the entire year | 100 | 114 | 2347413 | 69301 | 15906 | 2040 | 136719 | 294145 | 318329 |
|  | Firms with sales less than \$250,000 | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ |  |  | D | D | D | b | D | D | D |
|  | to \$499,999........... | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999.......... | 15 | 17 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2 499,999 | 11 | 11 | 17415 | 1558 | 400 | 83 | 3829 | 779 | 739 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 15 | 16 | 52596 | 1689 | 590 | 134 | 4279 | 2901 | 2341 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 15 | 15 | 111863 | 4175 | 1083 | 257 | 8587 | 2843 | 4242 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 13 | 15 | D | D | D | c | D | D | D |
|  |  | 6 | 8 | D | D | D | e | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 4 | 10 | 1587375 | 48905 | 10452 | 809 | 89286 | 281289 | 304709 |
|  | Firms not operated for the entire year | 204 | 214 | 1310981 | 16999 | 4068 | 1680 | 48261 | 146 | 13393 |
| 4225903 | Wool, wool tops, \& mohair whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 78 | 80 | 202820 | 7838 | 1656 | 307 | 20068 | 22725 | 26369 |
|  | Firms operated for the entire year | 59 | 61 | 183955 | 7478 | 1576 | 291 | 19063 | 22466 | 25135 |
|  | Firms with sales less than \$250,000 | 6 | 6 | 737 | 188 | 40 | 11 | 289 | 126 | 151 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 4 | 4 | 1550 | 103 | 25 | 8 | 245 | 314 | 222 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 4 | 4 |  | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ | 4 |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ........... | 21 | 21 | 26672 | 1717 | 352 | 84 | 3682 | 2671 | 2565 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 14 | 14 | 47005 | 1933 | 503 | 92 | 5168 | 4167 | 4831 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$.............. | 7 | 9 | 46152 | 1394 | 270 | 59 | 5527 | 5333 | 5888 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  | D |  |  |
|  | \$25,000,000 to \$49,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 19 | 19 | 18865 | 360 | 80 | 16 | 1005 | 259 | 1234 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4225904 | Cotton whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 248 | 297 | 10618437 | 110196 | 21147 | 2595 | 336390 | 1702714 | 1616882 |
|  | Firms operated for the entire year Firms with sales less than | 208 | 256 | 10453923 | 108241 | 20616 | 2525 | 330761 | 1701080 | 1605351 |
|  | \$250,000................ | 14 | 14 | 1431 | 431 | 81 | 22 | 719 | 4 | 4 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 6 | 6 | 2189 | 589 | 75 | 10 | 1243 | 102 | 106 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 10 | 10 | 7054 | 961 | 259 | 54 | 2488 | 1596 | 1575 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . . . . . . . .$. | 26 | 26 | 44845 | 2605 | 453 | 149 | 7059 | 1620 | 1294 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 24 | 25 | 86261 | 2903 | 594 | 116 | 7293 | 3661 | 3809 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ............ | 36 | 36 | 261135 | 5381 | 933 | 164 | 13574 | 14877 | 18233 |
|  | \$10,000,000 to \$24,999,999. | 35 | 37 | 564251 | 6807 | 1340 | 213 | 23198 | 33343 | 30966 |
|  | Firms with sales of ${ }^{\text {S }}$, | 24 | 28 | 818874 | 7147 | 1381 | 181 | 35730 | 61086 | 65197 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 16 | 18 | D | D | D | c | D | D | D |
|  | $\$ 100,000,000$ or more $\ldots .$. . | 17 | 56 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 40 | 41 | 164514 | 1955 | 531 | 70 | 5629 | 1634 | 11531 |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 661 | 719 | 5799274 | 144279 | 31458 | 5366 | 327912 | 346126 | 346699 |
|  | Firms operated for the entire | 539 | 597 | 5626583 | 134937 | 30007 | 5106 | 310218 | 327167 | 309302 |
|  | year Firss with sales less than |  |  |  | 134937 |  |  | 310218 | 327167 |  |
|  | \$250,000 ................ | 89 | 89 | 11962 | 2522 | 538 | 268 | 5260 | 1233 | 1249 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 81 | 81 | 29117 | 4739 | 1141 | 308 | 10712 | 2653 | 2796 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 97 | 97 | 71402 | 8128 | 1926 | 426 | 19109 | 4651 | 4592 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............ | 110 | 110 | 173281 | 16121 | 3574 | 870 | 38831 | 13269 | 13734 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 52 | 55 | 180558 | 12297 | 2692 | 410 | 29462 | 13255 | 13891 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 38 | 41 | 268866 | 15198 | 3014 | 461 | 35448 | 26534 | 27455 |
|  | \$10,000,000 to \$24,999,999. | 45 | 53 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 11 | 12 | 364785 | 6083 | 1285 | 139 | 17973 | 31356 | 33085 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 6 | 7 | D | D | D | b | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 10 | 52 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 122 | 122 | 172691 | 9342 | 1451 | 260 | 17694 | 18959 | 37397 |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 11799 | 15920 | 128923496 | 7241315 | 1741474 | 165768 | 14924310 | 6112219 | 6425438 |
|  | Firms operated for the entire year ............................. Firms with sales less than | 10518 | 14626 | 127455167 | 7143710 | 1716231 | 162880 | 14722795 | 6081789 | 6316494 |
|  |  | 1801 | 1802 | 12749795 | 56476 | 13419 | 3202 | 106005 | 15464 | 15280 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 1385 | 1388 | 495726 | 98242 | 22413 | 4008 | 195900 | 31934 | 33549 |
|  | Firms with sales of \$500,000 |  |  |  |  | 48268 |  |  | 79010 |  |
|  | to \$999,999 ............. | 1622 | 1638 | 1158812 | 210347 |  | 7086 | 419684 |  | 82315 |
|  | to $\$ 2,499,999$............... | 2117 | 2181 | 3372292 | 520242 | 117220 | 15633 | 1020352 | 225231 | 236411 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 1301 | 1399 | 4602841 | 570737 | 125454 | 14264 | 1110225 | 313733 | 333871 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 977 | 1168 | 6810748 | 713290 | 161840 | 16348 | 1409334 | 473002 | 507718 |
|  | Firms with sales of |  |  |  | 909653 | 208392 |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 741 | 1099 | 11196340 |  |  | 20155 | 1845813 | 775263 | 842907 |
|  | \$25,000,000 to \$49,999,999. | 270 | 700 | 9251442 | 625707 | 143250 | 13520 | 1343395 | 636163 | 655861 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 137 | 564 | 9656497 | 639121 | 152029 | 14125 | 1370237 | 660333 | 711316 |
|  | Firms with sales of $\$ 100,000,000$ or more | 167 | 2687 | 80672512 | 2799895 | 723946 | 54539 | 5901850 | 2871656 | 2897266 |
|  | Firms not operated for the entire year | 1281 | 1294 | 1468329 | 97605 | 25243 | 2888 | 201515 | 30430 | 108944 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ |  | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42261 | Plastics materials \& basic forms \& shapes whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3443 | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Firms operated for the entire |  |  |  |  |  |  |  |  |  |
|  | $\qquad$ $\begin{aligned} & \text { year } \\ & \text { Eirm } \end{aligned}$ | 3123 | 4029 | 34650888 | 1717254 | 398333 | 42678 | 3602014 | 1863058 | 1958993 |
|  | $\$ 250,000$ | 382 | 382 | 49877 | 12042 | 2890 | 687 | 22222 | 3857 | 3836 |
|  | Firms with sales of \$250,000 to \$499,999 | 299 | 300 | 108702 | 21167 | 4662 | 843 | 41301 | 6783 | 7207 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 393 | 395 | 282182 | 46565 | 10556 | 1506 | 88801 | 20804 | 21372 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 662 | 674 | 1071381 | 141289 | 31615 | 4567 | 280509 | 71471 | 76145 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 476 | 497 | 1691742 | 181855 | 41382 | 4933 | 354192 | 117927 | 123191 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 408 | 482 | 2861063 | 248756 | 56111 | 6104 | 476794 | 173007 | 183292 |
|  | Firms with sales of $\$ 10,000$ a | 313 | 419 | 4612278 | 304949 | 68939 | 6920 | 617196 | 276682 | 299735 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 96 | 261 | 3245668 | 201594 | 44322 | 4759 | 420627 | 216055 | 223110 |
|  | \$50,000,000 to \$99,999,999. | 50 | 216 | 3480409 | 208017 | 49401 | 5326 | 467596 | 251968 | 261358 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 44 | 403 | 17247586 | 351020 | 88455 | 7033 | 832776 | 724504 | 759747 |
|  | Firms not operated for the entire year $\qquad$ | 320 | 320 | 542383 | 26396 | 7615 | 1002 | 57904 | 15273 | 29296 |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3443 | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Firms operated for the entire year | 3123 | 4029 | 34650888 | 1717254 | 398333 | 42678 | 3602014 | 1863058 | 1958993 |
|  | Firms with sales less than \$250,000 | 382 3 | 482 382 | r 49877 | 12042 | 2890 | 687 | 22 222 | - 3857 | 3836 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999 .............. | 299 | 300 | 108702 | 21167 | 4662 | 843 | 41301 | 6783 | 7207 |
|  | Firms with sales of $\$ 500,000 .$. to $\$ 999,999 . . . .$. | 393 | 395 | 282182 | 46565 | 10556 | 1506 | 88801 | 20804 | 21372 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 662 | 674 | 1071381 | 141289 | 31615 | 4567 | 280509 | 71471 | 76145 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 476 | 497 | 1691742 | 181855 | 41382 | 4933 | 354192 | 117927 | 123191 |
|  | Firms with sales of \$5,000,000 |  |  | 063 | 248756 |  |  |  |  | 183292 |
|  | to \$9,999,999 ............ | 408 | 482 | 2861063 | 248756 | 56111 | 6104 | 476794 | 173007 | 183292 |
|  | \$10,000,000 to \$24,999,999. | 313 | 419 | 4612278 | 304949 | 68939 | 6920 | 617196 | 276682 | 299735 |
|  | \$25,000,000 to \$49,999,999. | 96 | 261 | 3245668 | 201594 | 44322 | 4759 | 420627 | 216055 | 223110 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 50 | 216 | 3480409 | 208017 | 49401 | 5326 | 467596 | 251968 | 261358 |
|  | Firms with sales of $\$ 100,000,000$ or more | 44 | 403 | 17247586 | 351020 | 88455 | 7033 | 832776 | 724504 | 759747 |
|  | Firms not operated for the entire year $\qquad$ | 320 | 320 | 542383 | 26396 | 7615 | 1002 | 57904 | 15273 | 29296 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8390 | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Firms operated for the entire year | 7429 | 10597 | 92804279 | 5426456 | 1317898 | 120202 | 11120781 | 4218731 | 4357501 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 1419 | 1420 | 188080 | 44434 | 10529 | 2515 | 83783 | 11607 | 11444 |
|  | Firms with sales of \$250,000 to \$499,999 | 1086 | 1088 | 387024 | 77075 | 17751 | 3165 | 154599 | 25151 | 26342 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1229 | 1243 | 876630 | 163782 | 37712 | 5580 | 330883 | 58206 | 60943 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 2,499,999 \ldots \ldots \ldots .$. | 1457 | 1509 | 2303429 | 379329 | 85696 | 11072 | 740514 | 153835 | 160367 |
|  | Firms with sales of $\$ 2,500,000$ | 831 | 912 | 2935183 | 393391 | 85108 | 9414 | 765258 | 197503 | 212351 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 573 | 689 | 3978620 | 464381 | 105743 | 10250 | 935980 | 300476 | 324912 |
|  | Firms with sales of |  |  | 3978620 | 464381 | 105743 | 10250 | 935980 | 300476 | 324 |
|  | \$10,000,000 to \$24,999,999 . | 434 | 689 | 6678837 | 615385 | 142279 | 13489 | 1247081 | 506098 | 550489 |
|  | Firms with sales of ${ }^{\text {S }}$ ( $25,000,000$ to $\$ 49,999,999$. | 178 | 452 | 6150231 | 433906 | 101437 | 9083 | 941938 | 432798 | 447573 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 91 | 341 | 6407540 | 422258 | 100213 | 8470 | 887834 | 420062 | 461073 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 131 | 2254 | 62898705 | 2432515 | 631430 | 47164 | 5032911 | 2112995 | 2102007 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 961 | 974 | 925946 | 71209 | 17628 | 1886 | 143611 | 15157 | 79648 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8390 | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Firms operated for the entire year | 7429 | 10597 | 92804279 | 5426456 | 1317898 | 120202 | 11120781 | 4218731 | 4357501 |
|  | Firms with sales less than \$250,000 ................... | 1419 | 1420 | 188080 | 44434 | 10529 | 2515 | 83783 | 11607 | 11444 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 499,999 \ldots \ldots \ldots \ldots$. Firms with sales of $\$ 5000000$ | 1086 | 1088 | 387024 | 77075 | 17751 | 3165 | 154599 | 25151 | 26342 |
|  | to \$999,999.............. | 1229 | 1243 | 876630 | 163782 | 37712 | 5580 | 330883 | 58206 | 60943 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1457 | 1509 | 2303429 | 379329 | 85696 | 11072 | 740514 | 153835 | 160367 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 831 | 912 | 2935183 | 393391 | 85108 | 9414 | 765258 | 197503 | 212351 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 573 | 689 | 3978620 | 464381 | 105743 | 10250 | 935980 | 300476 | 324912 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 434 | 689 | 6678837 | 615385 | 142279 | 13489 | 1247081 | 506098 | 550489 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 178 | 452 | 6150231 | 433906 | 101437 | 9083 | 941938 | 432798 | 447573 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 91 | 341 | 6407540 | 422258 | 100213 | 8470 | 887834 | 420062 | 461073 |
|  | \$100,000,000 or more . | 131 | 2254 | 62898705 | 2432515 | 631430 | 47164 | 5032911 | 2112995 | 2102007 |
|  | Firms not operated for the entire year $\qquad$ | 961 | 974 | 925946 | 71209 | 17628 | 1886 | 143611 | 15157 | 79648 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 528 | 1106 | 2806880 | 407882 | 97550 | 11505 | 820782 | 167580 | 181052 |
|  | Firms operated for the entire year | 462 | 1040 | 2751786 | 403580 | 96204 | 11279 | 812639 | 166927 | 178101 |
|  | Firms with sales less than \$250,000 | 75 | 75 | 10684 | 2636 | 662 | 152 | 5078 | 967 | 969 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 87 | 88 | 31938 | 7102 | 1595 | 332 | 14864 | 2875 | 3096 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999$ | 78 | 83 | D | - | - | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............. | 107 | 116 | 165762 | 33112 | 7455 | 1066 | 66309 | 13642 | 13962 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 59 | 78 | 208173 | 40243 | 8748 | 1057 | 78415 | 16232 | 15947 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . . | 19 | 28 | 127803 | 19748 | 4708 | 594 | 38486 | 10178 | 10545 |
|  | \$10,000,000 to \$24,999,999 . | 22 | 61 | 309370 | 49498 | 11862 | 1361 | 96819 | 26053 | 28157 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 8 | 82 | 267510 | 31562 | 7496 | 892 | 76376 | 16063 | 17640 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more . . . . . | 5 | 427 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 66 | 66 | 55094 | 4302 | 1346 | 226 | 8143 | 653 | 2951 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7881 | 10465 | 90923345 | 5089783 | 1237976 | 110583 | 10443610 | 4066308 | 4256097 |
|  | Firms operated for the entire year Firms with sales less than \$250,000 | 6986 | 9557 | 90052493 | 5022876 | 1221694 | 108923 | 10308142 | 4051804 | 4179400 |
|  |  | 6986 | 9557 | 90052493 | 5022876 | 1221694 | 108923 | 10308142 | 4851804 | 4179400 |
|  |  | 1346 | 1347 | 177733 | 41933 | 9898 | 2368 | 78940 | 10669 | 10517 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 999 | 1000 | 355086 | 69973 | 16156 | 2833 | 139735 | 22276 | 23246 |
|  | Firms with sales of \$500,000 to \$999,999 |  |  |  |  | D |  |  |  |  |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1153 | 1163 | D | D | D | i | D | D | D |
|  |  | 1354 | 1397 | 2144637 | 348022 | 78712 | 10047 | 677351 | 140593 | 146951 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 773 | 832 | 2728367 | 353204 | 76352 | 8358 | 687077 | 181317 | 196473 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 555 | 659 | 3854420 | 447111 | 101654 | 9711 | 900905 | 291898 | 315991 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 |  |  |  |  |  |  |  |  |  |
|  |  | 419 | 646 | 6466530 | 578485 | 133612 | 12428 | 1175223 | 487741 | 532441 |
|  | $\$ 10,000,000$ to \$24,999,999 . Firms with sales of \$25,000,000 to \$49,999,999 | 170 | 373 | 5884859 | 397618 | 92564 | 8042 | 861357 | 414844 | 425678 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. <br> Firms with sales of \$50,000,000 to \$99,999,999. | 170 | 373 | 5884859 | 397618 |  |  |  |  |  |
|  |  | 90 | 348 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 127 | 1792 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 895 | 908 | 870852 | 66907 | 16282 | 1660 | 135468 | 14504 | 76697 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227101 | Petroleum bulk stations \& terminals (except LP) Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 5152 | '7270 | r171 008939 | '2 991345 | 1713993 | r97 752 | 7859949 | 4976010 | 5120276 |
|  | Firms operated for the entire year | 4915 | 7028 | 170021014 | 2968140 | 708311 | 96823 | 7808901 | 4967028 | 5086400 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . . . . .$. | 139 | 140 | 18114 | 7119 | 1494 | 430 | 16605 | 4848 | 4766 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 155 | 157 | D | D | D | e | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 346 | 350 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 963 | 1012 | 1620151 | 123293 | 29663 | 5884 | 312982 | 88769 | 89535 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 958 | 1037 | D | D | D | i | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 \ldots \ldots \ldots . . \end{aligned}$ | 927 | 1104 | D | D | D | j | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 882 | $1181$ | D | D | D | i | D | D | D |
|  | Firms with sales of | 882 |  | D | D |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. Firms with sales of | 322 | 509 | 11094507 | 407934 | 94096 | 13021 | 1026206 | 312956 | 305716 |
|  | \$50,000,000 to \$99,999,999. | 105 | 242 | 7236584 | 194624 | 45525 | 6743 | 529652 | 193381 | 190711 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \text {. } \end{aligned}$ | 118 | 1296 | 126171510 | 1070867 | 266230 | 25952 | 3005641 | 3455050 | 3573474 |
|  | Firms not operated for the entire year $\qquad$ | 237 | 242 | 987925 | 23205 | 5682 | 929 | 51048 | 8982 | 33876 |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4814 | 6045 | 50922994 | 1878095 | 443455 | 69499 | 4737727 | 1461304 | 1476135 |
|  | Firms operated for the entire year | 4591 | 5817 | 50535785 | 1863861 | 439474 | 68704 | 4702987 | 1452322 | 1453868 |
|  | Firms with sales less than \$250,000 . . . . . . . ........... | 134 | 135 | 17751 | 4848 | 1116 | 305 | 11514 | 2959 | 2812 |
|  | Firms with sales of \$250,000 to \$499,999. | 147 | 149 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 329 | 334 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 947 | 993 | 1591727 | 119365 | 28769 | 5691 | 302804 | 85632 | 86010 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 931 | 1007 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 907 | 1093 | D | D | D | j | D | D | D |
|  |  | 805 | 1061 | D | D | D | j | D | D | D |
|  | Firms with sales of |  |  |  | D | D | j | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 270 | 440 | 9211662 | 319037 | 73772 | 10491 | 813671 | 231264 | 213145 |
|  | \$50,000,000 to \$99,999,999 . | 80 | 215 | 5391037 | 142959 | 34220 | 5121 | 368983 | 123453 | 127305 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \end{aligned}$ | 41 | 390 | 11946259 | 202522 | 52190 | 5739 | 511875 | 209704 | 209965 |
|  | Firms not operated for the entire year $\qquad$ | 223 | 228 | 387209 | 14234 | 3981 | 795 | 34740 | 8982 | 22267 |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 437 | r1 225 | r120 085945 | r1 113250 | '270 538 | '28 253 | 3122222 | 3514706 | 3644141 |
|  | Firms operated for the entire year $\qquad$ | 423 | 1211 | 119485229 | 1104279 | 268837 | 28119 | 3105914 | 3514706 | 3632532 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 8 | 8 | 728 | 2618 | 434 | 138 | 5723 | 1929 | 1994 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 12 | 12 | 4388 | 1522 | 389 | 65 | 4841 | 185 | 196 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 22 | 24 | 17713 | 3349 | 763 | 208 | 11530 | 869 | 881 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 32 | 34 | 53902 | 5822 | 1346 | 324 | 13843 | 5481 | 5586 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999.............. | 44 | 47 | 165766 | 10059 | 2426 | 373 | 27518 | 17311 | 16346 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 40 | 51 | 261988 | 17528 | 3800 | 740 | 37335 | 17345 | 16017 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 87 | 99 | 1422723 | 70360 | 17759 | 2550 | 179520 | 93148 | 92662 |
|  | \$25,000,000 to \$49,999,999. | 56 | 65 | 1995744 | 92110 | 20932 | 2585 | 221832 | 81860 | 92220 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 38 | 44 | 2599873 | 68443 | 15740 | 2202 | 200225 | 99259 | 93369 |
|  | Firms with sales of $\$ 100,000,000$ or more | 84 | 827 | 112962404 | 832468 | 205248 | 18934 | 2403547 | 3197319 | 3313261 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 14 | 14 | 600716 | 8971 | 1701 | 134 | 16308 | - | 11609 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms. | 209 | 420 | 5710307 | 174555 | 40262 | 4737 | 404523 | 259417 | 273495 |
|  | Firms operated for the entire year .......................... | 193 | 404 | 5649905 | 173363 | 39967 | 4707 | 401140 | 257476 | 271689 |
|  | Firms with sales less than \$250,000 | 15 | 15 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 12 | 12 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 22 | 23 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 31 | 38 | 53986 | 7466 | 1551 | 282 | 14251 | 2855 | 2929 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 2,500,000 \\ & \text { to } \$ 4,999,999 \ldots \ldots \ldots \ldots \end{aligned}$ | 33 | 43 | 122042 | 8235 | 2020 | 318 | 19507 | 7644 | 7348 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 24 | 43 | D | D | D | e | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 25 | 45 | D | D | D | f | D | D | D |
|  | Firms with sales of | 5 | 45 | D |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 13 | 15 | 413887 | 9521 | 2356 | 228 | 31654 | 19512 | 21596 |
|  | \$50,000,000 to \$99,999,999. | 7 | 8 | 455428 | 11006 | 2811 | 324 | 40368 | 11098 | 12896 |
|  | $\$ 100,000,000 \text { or more ...... }$ | 11 | 162 | 3969516 | 91673 | 20159 | 2174 | 193151 | 172916 | 179665 |
|  | Firms not operated for the entire year | 16 | 16 | 60402 | 1192 | 295 | 30 | 3383 | 1941 | 1806 |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3002 | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Firms operated for the entire year | 2665 | 3266 | 82623760 | 1252921 | 308901 | 33954 | 3132825 | 1493615 | 1429763 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 379 | 379 | 46077 | 10835 | 2617 | 682 | 19810 | $2193$ | 2058 |
|  | Firms with sales of \$250,000 to $\$ 499999$ | 270 | 274 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ $0 \$ 999$ | 317 | 319 | D | D | D | g | D | D | D |
|  | Firms with sales of \$1,000,000 <br> to \$2,499,999 | 453 | 473 | 719984 | 75051 | 17134 | 3014 | 160930 | 31008 | 30789 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............. | 364 | 392 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . .$. | 294 | 334 | D | D | D | h | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 292 | 348 | 4603997 | 156976 | 36326 | 5067 | 373528 | 130425 | 133527 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 133 | 151 | 4601041 | 121009 | 26765 | 2985 | 300976 | 110108 | 112428 |
|  | \$50,000,000 to \$99,999,999. | 66 | 99 | 4398047 | 82294 | 18319 | 1980 | 195012 | 97448 | 97910 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 97 | 497 | 64499947 | 556259 | 149435 | 11606 | 1526602 | 994005 | 923205 |
|  | Firms not operated for the entire year | 337 | 341 | 8280936 | 61032 | 18424 | 1386 | 602994 | 85243 | 137139 |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3002 | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Firms operated for the entire year | 2665 | 3266 | 82623760 | 1252921 | 308901 | 33954 | 3132825 | 1493615 | 1429763 |
|  | Firms with sales less than $\$ 250,000$ | 379 | 379 | 46077 | 10835 | 2617 | 682 | 19810 | 2193 | 2058 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 270 | 274 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999 | 317 | 319 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 453 | 473 | 719984 | 75051 | 17134 | 3014 | 160930 | 31008 | 30789 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 364 | 392 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 294 | 334 | D | D | D | h | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 292 | 348 | 4603997 | 156976 | 36326 | 5067 | 373528 | 130425 | 133527 |
|  | \$25,000,000 to \$49,999,999 . | 133 | 151 | 4601041 | 121009 | 26765 | 2985 | 300976 | 110108 | 112428 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. |  | 99 | 4398047 |  |  |  |  |  |  |
|  | Firms with sales of | 66 |  | 4398047 | 82294 | 18319 | 1980 | 195012 | 97448 | 97910 |
|  | \$100,000,000 or more ...... | 97 | 497 | 64499947 | 556259 | 149435 | 11606 | 1526602 | 994005 | 923205 |
|  | Firms not operated for the entire year $\qquad$ | 337 | 341 | 8280936 | 61032 | 18424 | 1386 | 602994 | 85243 | 137139 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3841 | 4850 | 69703203 | 5667069 | 1336925 | 151677 | 11472270 | 4918578 | 5262443 |
|  | Firms operated for the entire year | 3533 | 4478 | 68846284 | 5597196 | 1315953 | 149342 | 11335107 | 4828004 | 5139535 |
|  | Firms with sales less than \$250,000 .................... | 234 | 234 | 31214 | 5904 | 1408 | 395 | 12006 | 3677 | 3664 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 234 | 235 | 84045 | 10440 | 2342 | 568 | 22837 | 8744 | 8894 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 307 | 308 | 220318 | 24672 | 5621 | 1241 | 56040 | 25947 | 27253 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 560 | 563 | 915138 | 96070 | 21871 | 3925 | 211066 | 93024 | 98712 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 529 | 545 | 1881684 | 201855 | 44977 | 6880 | 412242 | 149491 | 156745 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 538 | 615 | 3873315 | 410529 | 90633 | 12557 | 803341 | 276139 | 288031 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 613 | 757 | 9600983 | 961043 | 216893 | 27312 | 1881012 | 622920 | 652755 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 269 | 398 | 9419407 | 853186 | 195575 | 24690 | 1656838 | 566230 | 600181 |
|  | \$50,000,000 to \$99,999,999. | 159 | 313 | 10987586 | 1007930 | 230870 | 25982 | 2001940 | 675516 | 683020 |
|  | Firms with sales of $\$ 100,000,000$ or more . ..... | 90 | 510 | 31832594 | 2025567 | 505763 | 45792 | 4277785 | 2406316 | 2620280 |
|  | Firms not operated for the entire year $\qquad$ | 308 | 372 | 856919 | 69873 | 20972 | 2335 | 137163 | 90574 | 122908 |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 2557 | 3013 | 34997239 | 3308583 | 752374 | 96284 | 6780698 | 1626132 | 1719966 |
|  | Firms operated for the entire year | 2380 | 2834 | 34607219 | 3278365 | 744551 | 95131 | 6717991 | 1620007 | 1696936 |
|  | Firms with sales less than \$250,000 | 112 | 112 | 15114 | $2426$ | 578 | 169 | 4859 | 847 | 760 |
|  | Firms with sales of \$ 250,000 | 12 | 112 |  |  |  |  |  |  |  |
|  | to \$499,999..... | 131 | 132 | 48159 | 5279 | 1248 | 347 | 11176 | 3162 | 3143 |
|  | to \$999,999............... | 173 | 173 | 124756 | 12193 | 2732 | 640 | 27091 | 8060 | 7556 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 1,000,000 \\ & \text { to } \$ 2,499,999 \ldots . . . . . . . . . \end{aligned}$ | 339 | 342 | 557784 | 56431 | 13081 | 2495 | 122043 | 38563 | 38418 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . . . . . . . .$. | 375 | 388 | 1346834 | 150277 | 33630 | 5280 | 306445 | 85097 | 84728 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 424 | 485 | 3085754 | 335981 | 74026 | 10623 | 655860 | 172717 | 172807 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 480 | 578 | 7580081 | 783265 | 176456 | 22496 | 1542684 | 359877 | 371031 |
|  | Firms, with sales of ${ }^{\text {a }}$ ( | 196 | 282 | 6802139 | 671102 | 153718 | 19702 | 1312698 | 311205 | 328439 |
|  | Firms with sales of $\$$ |  |  | 8009674 | 761113 |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. Firms with sales of | 116 | 210 | 8009674 | 761113 | 173012 | 20138 | 1515815 |  |  |
|  | \$100,000,000 or more ...... | 34 | 132 | 7036924 | 500298 | 116070 | 13241 | 1219320 | 294322 | 338425 |
|  | Firms not operated for the entire year | 177 | 179 | 390020 | 30218 | 7823 | 1153 | 62707 | 6125 | 23030 |
| 422810 | Beer \& ale whsleAll firms . |  |  |  |  |  |  |  |  |  |
|  |  | 2557 | 3013 | 34997239 | 3308583 | 752374 | 96284 | 6780698 | 1626132 | 1719966 |
|  | Firms operated for the entire | 2380 | 2834 | 34607219 | 3278365 | 744551 | 95131 | 6717991 | 1620007 | 1696936 |
|  | Firms with sales less than $\$ 250,000$ | 112 | 112 | 15114 | 2426 | 578 | 169 | 4859 | 847 | 760 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 131 | 132 | 48159 | 5279 | 1248 | 347 | 11176 | 3162 | 3143 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 173 | 173 | 124756 | 12193 | 2732 | 640 | 27091 | 8060 | 7556 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 339 | 342 | 557784 | 56431 | 13081 | 2495 | 122043 | 38563 | 38418 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 375 | 388 | 1346834 | 150277 | 33630 | 5280 | 306445 | 85097 | 84728 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999$ | 424 | 485 | 3085754 | 335981 | 74026 | 10623 | 655860 | 172717 | 172807 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 |  |  | 3085754 | 335981 |  | 10623 |  |  |  |
|  |  | 480 | 578 | 7580081 | 783265 | 176456 | 22496 | 1542684 | 359877 | 371031 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 196 | 282 | 6802139 | 671102 | 153718 | 19702 | 1312698 | 311205 | 328439 |
|  | Firms with sales of $\$ 50,000$ 000 |  |  |  |  |  |  |  |  |  |
|  |  | 116 | 210 | 8009674 | 761113 | 173012 | 20138 | 1515815 | 346157 | 351629 |
|  | Firms with sales of <br> $\$ 100,000,000$ or more | 34 | 132 | 7036924 | 500298 | 116070 | 13241 | 1219320 | 294322 | 338425 |
|  | Firms not operated for the entire year .................... | 177 | 179 | 390020 | 30218 | 7823 | 1153 | 62707 | 6125 | 23030 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1315 | 1837 | 34705964 | 2358486 | 584551 | 55393 | 4691572 | 3292446 | 3542477 |
|  | Firms operated for the entire year | 1182 | 1642 | 34238453 | 2318727 | 571342 | 54201 | 4616860 | 3207717 | 3442550 |
|  | Firms with sales less than \$250,000 | 122 | 122 | 16100 | 3478 | 830 | 226 | 7147 | 2830 | 2904 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 104 | 104 | 36228 | 5162 | 1095 | 223 | 11667 | 5582 | 5751 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 134 | 135 | 95562 | 12479 | 2889 | 601 | 28949 | 17887 | 19697 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 226 | 227 | 366188 | 40678 | 9062 | 1484 | 91812 | 55424 | 61287 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 157 | 158 | 544074 | 52915 | 11659 | 1654 | 107280 | 65706 | 73124 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 122 | 137 | 840463 | 79624 | 17842 | 2111 | 156853 | 107024 | 118957 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 142 | 184 | 2158217 | 190800 | 42966 | 5186 | 363214 | 273193 | 291569 |
|  | Firms with sales of | 74 | 110 | 2680389 | 187718 | 43783 | 5083 | 355522 | 261944 | 280073 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 45 | 113 | 3118769 | 254463 | 60046 | 6161 | 498322 | 335958 | 340306 |
|  | \$100,000,000 or more .... | 56 | 352 | 24382463 | 1491410 | 381170 | 31472 | 2996094 | 2082169 | 2248882 |
|  | Firms not operated for the entire year $\qquad$ | 133 | 195 | 467511 | 39759 | 13209 | 1192 | 74712 | 84729 | 99927 |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 1315 | 1837 | 34705964 | 2358486 | 584551 | 55393 | 4691572 | 3292446 | 3542477 |
|  | Firms operated for the entire year | 1182 | 1642 | 34238453 | 2318727 | 571342 | 54201 | 4616860 | 3207717 | 3442550 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . .$. | 122 | 122 | 16100 | 3478 | 830 | 226 | 7147 | 2830 | 2904 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 104 | 104 | 36228 | 5162 | 1095 | 223 | 11667 | 5582 | 5751 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 134 | 135 | 95562 | 12479 | 2889 | 601 | 28949 | 17887 | 19697 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 226 | 227 | 366188 | 40678 | 9062 | 1484 | 91812 | 55424 | 61287 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 157 | 158 | 544074 | 52915 | 11659 | 1654 | 107280 | 65706 | 73124 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . . | 122 | 137 | 840463 | 79624 | 17842 | 2111 | 156853 | 107024 | 118957 |
|  | $\$ 10,000,000$ to $\$ 24,999,999$. | 142 | 184 | 2158217 | 190800 | 42966 | 5186 | 363214 | 273193 | 291569 |
|  |  | 74 | 110 | 2680389 | 187718 | 43783 | 5083 | 355522 | 261944 | 280073 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 45 | 113 | 3118769 | 254463 | 60046 | 6161 | 498322 | 335958 | 340306 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 56 | 352 | 24382463 | 1491410 | 381170 | 31472 | 2996094 | 2082169 | 2248882 |
|  | Firms not operated for the entire year $\qquad$ | 133 | 195 | 467511 | 39759 | 13209 | 1192 | 74712 | 84729 | 99927 |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1306 | 1715 | 34325562 | 2348175 | 580900 | 54751 | 4672282 | 3249786 | 3527673 |
|  | Firms operated for the entire year | 1174 | 1583 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 122 | 122 | 16100 | 3478 | 830 | 226 | 7147 | 2830 | 2904 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 104 | 104 | 36228 | 5162 | 1095 | 223 | 11667 | 5582 | 5751 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 134 | 135 | 95562 | $12479$ | $2889$ | 601 | 28949 | 17887 | 19697 |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  |  | 17887 | 19697 |
|  | to \$2,499,999 ............. | 226 | 227 | 366188 | 40678 | 9062 | 1484 | 91812 | 55424 | 61287 |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 157 | 158 | 544074 | 52915 | 11659 | 1654 | 107280 | 65706 | 73124 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 122 | 137 | 840463 | 79624 | 17842 | 2111 | 156853 | 107024 | 118957 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 139 | 163 | 2117194 | 189406 | 42597 | 5127 | 360478 | 270866 | 289172 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 71 | 98 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 44 | 88 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  |  |  | , | D |  |  |
|  | \$100,000,000 or more ...... | 55 | 351 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 132 | 132 | D | D | D | f | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422910 | Farm supplies whsle-Con. <br> All firms | 5162 | 7378 | 53634309 | 2562527 | 618653 | 74508 | 5777566 | 4103160 | 4400820 |
|  | Firms operated for the entire year | 4292 | 6497 | 52971742 | 2525915 | 610230 | 72775 | 5694106 | 4081307 | 4288286 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 693 | 693 | 91127 | 18029 | 4224 | 1341 | 35655 | 10989 | 11083 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 539 | 541 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 724 | 726 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ to \$2,499,999 | 882 | 912 | 1406197 | 132855 | 30404 | 5845 | 298077 | 144802 | 148666 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . . . . . . . .$. <br> to $\$ 4,999,999$ | 557 | 616 | 1973254 | 169999 | 37415 | 6188 | 384428 | 209841 | 216843 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 386 | 578 | 2667884 | 204148 | 45231 | 6807 | 468232 | 281586 | 296581 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 286 | 548 | 4401674 | 294011 | 67089 | 9023 | 625624 | 426806 | 443942 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 101 | 314 | 3467811 | 217051 | 46962 | 6529 | 440471 | 417482 | 425512 |
|  | \$50,000,000 to \$99,999,999. | 46 | 147 | 3235203 | 141538 | 35210 | 3224 | 317156 | 274251 | 241904 |
|  | $\begin{aligned} & \text { irms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \end{aligned}$ | 78 | 1422 | 35007561 | 1264052 | 324569 | 29254 | 2933465 | 2240688 | 2426356 |
|  | Firms not operated for the entire year | 870 | 881 | 662567 | 36612 | 8423 | 1733 | 83460 | 21853 | 112534 |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2546 | 3873 | 12772801 | 836054 | 199470 | 29647 | 1976024 | 1231726 | 1328728 |
|  | Firms operated for the entire year | 2014 | 3339 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 347 | 347 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 286 | 288 | D | D | D | f | D | D | D |
|  | to \$999,999. | 354 | 355 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . . . .$. | 437 | 452 | 688327 | 57883 | 12671 | 2748 | 130472 | 69904 | 71483 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999 999 | 246 | 294 | 853379 | 75757 | 16588 | 2929 | 170995 | 91285 | 94305 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 161 | 310 | 1136851 | 87085 | 19622 | 3297 | 204432 | 120364 | 122833 |
|  | \$10,000,000 to \$24,999,999. | 120 | 332 | 1799324 | 133490 | 30685 | 4431 | 298627 | 199940 | 201140 |
|  | Firms with sales of $\$ 25,00,000$ to \$49,999,999 . | 30 | 191 | 983930 | 72867 | 16096 | 2609 | 153744 | 120259 | 111724 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 14 | 137 | 1047227 | 52911 | 12385 | 1650 | 131257 | 85224 | 91127 |
|  | Firms with sales of $\$ 100,000,000$ or more | 19 | 633 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 532 | 534 | D | D | D | f | D | D | D |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2693 | 3505 | 40861508 | 1726473 | 419183 | 44861 | 3801542 | 2871434 | 3072092 |
|  | Firms operated for the entire year | 2354 | 3158 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 346 | 346 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 256 | 256 | D | D | D | f | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 372 | 373 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 454 | 468 | 732720 | 75776 | 17901 | 3134 | 169805 | 76443 | 78714 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 324 | 347 | 1170964 | 99611 | 22073 | 3441 | 225711 | 126648 | 130987 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 245 | 292 | 1678071 | 127465 | 28620 | 3986 | 287394 | 175429 | 189160 |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 178 | 253 | 2798835 | 178867 | 39384 | 5113 | 364423 | 273637 | 290139 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 83 | 193 | 2921312 | 163570 | 37814 | 4529 | 333429 | 351988 | 359663 |
|  | \$50,000,000 to \$99,999,999. | 39 | 102 | 2759595 | 115429 | 28850 | 2591 | 245146 | 228067 | 199263 |
|  | Firms with sales of $\$ 100,000,000$ or more $\qquad$ | 57 | 528 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 339 | 347 | D | D | D | f | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422930 | Flower, nursery stock, \& florists' supplies whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3491 | 3900 | 8002830 | 1026750 | 238920 | 44939 | 2115948 | 656683 | 714977 |
|  | Firms operated for the entire year | 2927 | 3329 | 7812386 | 1005660 | 234198 | 43850 | 2070991 | 652411 | 686483 |
|  | Firms with sales less than $\$ 250,000$ | 632 | 633 | 85095 | 17792 | 4148 | 1531 | 36300 | 9354 | 9844 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 481 | 482 | 171295 | 28443 | 6621 | 1982 | 62905 | 17131 | 17787 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 569 | 573 | 404765 | 64415 | 14782 | 3957 | 137264 | 39296 | 39117 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 620 | 642 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 295 | 336 | 1060194 | 147341 | 32972 | 6480 | 285914 | 81039 | 83368 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 167 | 220 | 1139923 | 145094 | 33376 | 6016 | 292178 | 106464 | 115109 |
|  | Firms with sales of $\$ 10,000000$ to $\$ 24,999,999$ | 119 | 259 | 1794069 | 219223 | 50405 | 7757 |  | 137779 | 145935 |
|  | Firms with sales of |  |  | 1794069 |  | 50405 |  | 435049 | 137779 | 145935 |
|  | \$25,000,000 to \$49,999,999. | 31 | 107 | D | D | D | h | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 11 | 75 | 744928 | 73088 | 18807 | 3243 | 158728 | 52099 | 57396 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots \ldots$. | 2 | 2 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 564 | 571 | 190444 | 21090 | 4722 | 1089 | 44957 | 4272 | 28494 |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1324 | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |
|  | Firms operated for the entire year | 1158 | 1394 | 49933733 | 1577818 | 380002 | 56395 | 3194793 | 1834480 | 2087565 |
|  | Firms with sales less than <br> \$250,000 | 43 | 43 | 6481 | 1414 | 313 | 70 | $2469$ | 671 | 686 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 67 | 67 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999 ............... | 63 | 63 | D | D | D | c | D | D | D |
|  | to \$2,499,999 ............. | 163 | 163 | 261228 | 16883 | 3851 | 806 | 34381 | 18942 | 21929 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 174 | 178 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 188 | 194 | 1346723 | 53875 | 12774 | 2416 | 105242 | 84978 | 86695 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 239 | 256 | D | D | D | i | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 109 | 129 | D | D | D | i | D | D | D |
|  | F $\$ 50,000,000$ to $\$ 99,999,999$. | 56 | 74 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 56 | 227 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 166 | 167 | 335039 | 11845 | 3161 | 651 | 24390 | 6621 | 25055 |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1324 | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |
|  | Firms operated for the entire year | 1158 | 1394 | 49933733 | 1577818 | 380002 | 56395 | 3194793 | 1834480 | 2087565 |
|  | Firms with sales less than \$250,000 | 43 | 43 | $6481$ | $1414$ | 313 | 70 | $2469$ | 671 | 686 |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 67 | 67 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 63 | 63 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 163 | 163 | 261228 | 16883 | 3851 | 806 | 34381 | 18942 | 21929 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 174 | 178 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999 \ldots . . . . . . . . . . . . .$ | 188 | 194 | 1346723 | 53875 | 12774 | 2416 | 105242 | 84978 | 86695 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$ |  |  | D | D |  |  | D | D |  |
|  | Firms with sales of | 239 | 256 | D | D | D | i | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 109 | 129 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 56 | 74 | D | D | D | h | D | D | D |
|  | Firms with sales of |  |  |  |  |  | , |  |  |  |
|  | \$100,000,000 or more ...... | 56 | 227 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 166 | 167 | 335039 | 11845 | 3161 | 651 | 24390 | 6621 | 25055 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42295 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Firms operated for the entire year | 1380 | 2010 | 7431488 | 667345 | 156781 | 19486 | 1565415 | 647349 | 666764 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . . . . .$. | 204 | 204 | 28096 | 6625 | 1641 | 370 | 12311 | 3486 | 3424 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 186 | 191 | 68952 | 12255 | 2883 | 586 | 25073 | 8694 | 8762 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 242 | 251 | 177765 | 27095 | 6437 | 1194 | 56304 | 22506 | 22927 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 365 | 398 | 581597 | 88620 | 20693 | 3174 | 181992 | 66330 | 68198 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$.............. | 165 | 252 | 564703 | 73670 | 17133 | 2421 | 147313 | 64756 | 67962 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 106 | 161 | 745943 | 81317 | 19346 | 2253 | 163395 | 64449 | 69774 |
|  | Firms with sales of |  |  | 963196 |  |  |  |  |  |  |
|  | \$10,000, 000 to \$24,999,999 . | 64 | 201 | 963196 | 89663 | 21143 | 2281 | 185123 | 91283 | 92056 |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 27 | 83 | 938519 | 68994 | 14765 | 1617 | 147983 | 76321 | 76750 |
|  | \$50,000,000 to \$99,999,999. | 12 | 44 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 9 | 225 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 180 | 182 | 78979 | 9059 | 2574 | 431 | 18738 | 3291 | 13855 |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Firms operated for the entire year | 1380 | 2010 | 7431488 | 667345 | 156781 | 19486 | 1565415 | 647349 | 666764 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 204 | 204 | 28096 | 6625 | 1641 | 370 | 12311 | 3486 | 3424 |
|  | Firms with sales of \$250,000 to \$499,999 | 186 | 191 | 68952 | 12255 | 2883 | 586 | 25073 | 8694 | 8762 |
|  | Firms with sales of \$500,000 to \$999,999 | 242 | 251 | 177765 | 27095 | 6437 | 586 194 | 56304 | 22506 | 22927 |
|  | Firms with sales of \$1,000,000 | 242 365 | 398 | 581597 | 88620 | 20693 | 194 <br> 174 | 181992 | 66330 | 68198 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............. | 165 | 252 | 564703 | 73670 | 17133 | 2421 | 147313 | 64756 | 67962 |
|  |  | 106 | 161 | 745943 | 81317 | 19346 | 2253 | 163395 | 64449 | 69774 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 64 | 201 | 963196 | 89663 | 21143 | 2281 | 185123 | 91283 | 92056 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. | 27 | 83 | 938519 | 68994 | 14765 | 1617 | 147983 | 76321 | 76750 |
|  | \$50,000,000 to \$99,999,999. | 12 | 44 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 9 | 225 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 180 | 182 | 78979 | 9059 | 2574 | 431 | 18738 | 3291 | 13855 |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Firms operated for the entire year | 1380 | 2010 | 7431488 | 667345 | 156781 | 19486 | 1565415 | 647349 | 666764 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 204 | 204 | 28096 | 6625 | 1641 | 370 | 12311 | 3486 | 3424 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 186 | 191 | 68952 | 12255 | 2883 | 586 | 25073 | 8694 | 8762 |
|  | Firms with sales of \$500,000 | 242 | 251 | 177765 |  |  |  |  |  | 22927 |
|  | to \$999,999.............. | 242 | 251 | 177765 | 27095 | 6437 | 1194 | 56304 | 22506 | 22927 |
|  | to \$2,499,999 ......... | 365 | 398 | 581597 | 88620 | 20693 | 3174 | 181992 | 66330 | 68198 |
|  | Firms with sales of $\$ 2,500,000$ | 165 | 252 | 564703 | 73670 | 17133 | 2421 | 147313 | 64756 | 67962 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 106 | 161 | 745943 | 81317 | 19346 | 2253 | 163395 | 64449 | 69774 |
|  | Firms with sales of $\cdots \cdots \cdots$ |  |  | 745943 | 81 | 19346 |  | 163 |  | 69 |
|  | \$10,000,000 to \$24,999,999 . | 64 | 201 | 963196 | 89663 | 21143 | 2281 | 185123 | 91283 | 92056 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 27 | 83 | 938519 | 68994 | 14765 | 1617 | 147983 | 76321 | 76750 |
|  | Firso,000,000 to \$99,999,999. | 12 | 44 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 9180 | 225 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year |  | 182 | 78979 | 9059 | 2574 | 431 | 18738 | 3291 | 13855 |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42299 | Other miscellaneous nondurable goods whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 14459 | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |
|  | Firms operated for the entire year | 10748 | 11055 | 58632555 | 2716186 | 617809 | 88044 | 6141682 | 4154438 | 4198592 |
|  | Firms with sales less than <br> \$250,000 | 3178 | 3179 | 399253 | 93340 | 21943 | 6070 | 180818 | 51692 | 52274 |
|  | Firms with sales of \$250,000 to \$499,999 | 1844 | 1847 | 665055 | 107297 | 24549 | 5410 | 235695 | 87120 | 88501 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999 | 1911 | 1921 | 1348499 | 186464 | 42403 | 9072 | 412040 | 181354 | 187817 |
|  | to $\$ 2,499,999$ | 1900 | 1936 | 2984075 | 359963 | 79315 | 14549 | 802811 | 389178 | 398032 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 830 | 856 | 2897487 | 303892 | 67770 | 10081 | 669053 | 324118 | 343479 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . . . . . . .$. | 521 | 581 | 3678633 | 319179 | 69479 | 9644 | 694056 | 384235 | 404142 |
|  | Firms with sales of <br> $\$ 10,000,000$ to $\$ 24,999,999$. | 371 | 430 | 5541252 | 437722 | 95904 | 12785 | 936682 | 521166 | 541131 |
|  | Firms with sales of | 106 | 172 | 3609263 |  | 56920 | 6475 | 701479 |  |  |
|  | Firms with sales of | 106 | 172 | 3609263 | 268357 | 56920 | 6475 | 701479 | 408066 | 406303 |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. Firms with sales of | 44 | 65 | 2926829 | 156386 | 36371 | 4491 | 366116 | 287474 | 301814 |
|  | \$100,000,000 or more ...... | 43 | 68 | 34582209 | 483586 | 123155 | 9467 | 1142932 | 1520035 | 1475099 |
|  | Firms not operated for the entire year | 3711 | 3712 | 1939545 | 131658 | 21919 | 4768 | 294820 | 38664 | 432808 |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 14459 | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |
|  | Firms operated for the entire year | 10748 | 11055 | 58632555 | 2716186 | 617809 | 88044 | 6141682 | 4154438 | 4198592 |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | $\$ 250,000 \ldots \ldots \ldots \ldots$ | 3178 | 3179 | 399253 | 93340 | 21943 | 6070 | 180818 | 51692 | 52274 |
|  | to \$499,999.............. | 1844 | 1847 | 665055 | 107297 | 24549 | 5410 | 235695 | 87120 | 88501 |
|  | Firms with sales of \$500,000 to $\$ 999,999 \ldots . . . . . . .$. | 1911 | 1921 | 1348499 | 186464 | 42403 | 9072 | 412040 | 181354 | 187817 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1900 | 1936 | 2984075 | 359963 | 79315 | 14549 | 802811 | 389178 | 398032 |
|  | Firms with sales of $\$ 2,500,000$ to \$4.999 999 | 830 | 856 | 2897487 | 303892 | 67770 | 10081 | 669053 | 324118 | 343479 |
|  | Firms with sales of \$5,000,000 |  |  | 0.678 |  |  |  |  |  | 404142 |
|  | to \$9,999,999 $\ldots \ldots \ldots \ldots \ldots$ | 521 | 581 | 3678633 | 319179 | 69479 | 9644 | 694056 | 384235 | 404142 |
|  | \$10,000,000 to \$24,999,999. | 371 | 430 | 5541252 | 437722 | 95904 | 12785 | 936682 | 521166 | 541131 |
|  | \$25,000,000 to \$49,999,999. | 106 | 172 | 3609263 | 268357 | 56920 | 6475 | 701479 | 408066 | 406303 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 44 | 65 | 2926829 | 156386 | 36371 | 4491 | 366116 | 287474 | 301814 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 43 | 68 | 34582209 | 483586 | 123155 | 9467 | 1142932 | 1520035 | 1475099 |
|  | Firms not operated for the entire year $\qquad$ | 3711 | 3712 | 1939545 | 131658 | 21919 | 4768 | 294820 | 38664 | 432808 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 4507 | 4583 | 9596493 | 985525 | 218513 | 33019 | 2495938 | 1215468 | 1380002 |
|  | Firms operated for the entire year Firms with sales less than \$250,000 | 3565 | 3641 | 9149332 | 957697 | 213230 | 31927 | 2421288 | 1202956 | 1270983 |
|  |  | 1009 | 1009 | 125411 | 27473 | 6555 | 2045 | 57560 | 19421 | 19830 |
|  | $\$ 250,000 \ldots . . . . . . . .$. to \$499,999 | 600 | 600 | 215311 | 35463 | 8216 | 1852 | 82954 | 33100 | 33963 |
|  | to \$999,999................. | 667 | 672 | 471112 | 68253 | 15631 | 3349 | 158317 | 72966 | 75446 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 667 | 672 | 47112 |  |  |  |  |  |  |
|  |  | 661 | 669 | 1041663 | 141954 | 31614 | 5632 | 323169 | 161542 | 165445 |
|  | Firms with sales of \$2,500,000 | 288 | 296 | 1001604 | 119092 | 26798 | 3986 | 276594 | 130895 | 142127 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 \ldots \ldots \ldots \ldots \ldots . \end{aligned}$ | 170 | 186 | 1174169 | 119640 | 26031 | 3546 | 274481 | 141381 | 152824 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  | 174169 | 19640 |  |  | 27481 | 141 | 152 8 |
|  | \$10,000,000 to \$24,999,999 . <br> Firms with sales of | 115 | 126 | 1687849 | 166490 | 34049 | 4320 | 391566 | 192253 | 203871 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. Firms with sales of $\$ 50,000,000$ to \$99,999,999. | 35 | 58 | 1159974 | 144326 | 28371 | 3541 | 390702 | 210609 | 205814 |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  | 12 | 14 | 725172 | 53833 | 13050 | 1580 | 145165 | 106692 | 109137 |
|  | Firms with sales of $\$ 100,000,000$ or more $\qquad$ | 8 | 11 | 1547067 | 81173 | 22915 | 2076 | 320780 | 134097 | 162526 |
|  | Firms not operated for the entire year | 942 | 942 | 447161 | 27828 | 5283 | 1092 | 74650 | 12512 | 109019 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229902 | General merchandise (nondurable goods) whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3182 | 3248 | 34597404 | 729329 | 171128 | 20477 | 1467410 | 1511757 | 1586453 |
|  | Firms operated for the entire year | 2301 | 2367 | 34135776 | 696700 | 164983 | 19021 | 1402181 | 1503861 | 1460214 |
|  | Firms with sales less than $\$ 250,000$ | 762 | 762 | 95360 | 22898 | 5241 | 1371 | 41254 | 12780 | 12764 |
|  | Firms with sales of \$250,000 to \$499,999 | 443 | 445 | 162575 | 24584 | 5692 | 1302 | 52575 | 20046 | 20356 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 393 | 394 | 276213 | 34941 | 8068 | 1695 | 73918 | 35329 | 36648 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 390 | 401 | 597329 | 64289 | 13904 | 2395 | 138473 | 67065 | 69493 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 137 | 140 | 472449 | 44185 | 9599 | 1320 | 90032 | 40712 | 43879 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 74 | 86 | 510048 | 46913 | 10368 | 1534 | 91631 | 39677 | 39784 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 60 | 71 | 902090 | 79342 | 18080 | 2317 | 159824 | 78125 | 71995 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 14 | 23 | 478818 | 32370 | 7211 | 812 | 89891 | 31960 | 33251 |
|  | Firms with sales of |  |  | 478 |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . <br> Firms with sales of | 8 | 11 | 597101 | 29156 | 6645 | 852 | 57258 | 47580 | 57912 |
|  | \$100,000,000 or more ...... | 20 | 34 | 30043793 | 318022 | 80175 | 5423 | 607325 | 1130587 | 1074132 |
|  | Firms not operated for the entire year $\qquad$ | 881 | 881 | 461628 | 32629 | 6145 | 1456 | 65229 | 7896 | 126239 |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 437 | 446 | 802397 | 77465 | 16774 | 2966 | 182076 | 91231 | 111979 |
|  | Firms operated for the entire year | 343 | 352 | 727527 | 71652 | 16048 | 2833 | 168077 | 89389 | 88484 |
|  | Firms with sales less than \$250,000 | 343 89 | 352 89 | 11908 | 2863 | 675 | $\begin{array}{r}198 \\ \hline\end{array}$ | 5698 | 1709 | 1655 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999 ............ | 45 | 45 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999 . . . . . . . .$. | 60 | 60 | 42354 | 5461 | 1108 | 241 | 11875 | 5828 | 5674 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 78 | 79 | 123125 | 15079 | 3306 | 1016 | 31828 | 15931 | 15688 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 33 | 35 | D | D | D | c | D | D | D |
|  | Firms with sales of \$5,000,000 |  | 28 | 6 |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . | 25 | 28 | 181996 | 15248 | 3434 | 488 | 36482 | 21420 | 19550 |
|  | $\$ 10,000,000 \text { to } \$ 24,999,999 \text {. }$ | 11 | 14 | 174093 | 8447 | 1908 | 241 | 21502 | 22747 | 23662 |
|  | F $\$ 25,000,000$ to \$ $49,999,999$. | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - |  |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 94 | 94 | 74870 | 5813 | 726 | 133 | 13999 | 1842 | 23495 |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6345 | 6490 | 15575806 | 1055525 | 233313 | 36350 | 2291078 | 1374646 | 1552966 |
|  | Firms operated for the entire year | 4551 | 4695 | 14619920 | 990137 | 223548 | 34263 | 2150136 | 1358232 | 1378911 |
|  | Firms with sales less than \$250,000 | 1320 | 1320 | 166592 | 40107 | 9473 | 2457 | 76308 | 17782 | 18025 |
|  | Firms with sales of \$250,000 to \$499,999 | 756 | 756 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 796 | 800 | 562063 | 78653 | 17991 | 3838 | 169627 | 68075 | 70918 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 771 | 786 | 1223182 | 138494 | 30444 | 5487 | 309104 | 145204 | 147988 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 373 | 386 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 <br> Firms with sales of | 254 | 283 | 1830996 | 138180 | 29849 | 4095 | 293016 | 183005 | 193271 |
|  | \$10,000,000 to \$24,999,999. | 186 | 217 | 2773943 | 184250 | 41972 | 5929 | 365420 | 228813 | 243923 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 55 | 87 | D | D | D | g | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 25 | 41 | 1690245 | 75280 | 17319 | 2162 | 167616 | 147497 | 148540 |
|  | Firms with sales of |  |  | 1650 | 75 |  |  | 167616 | 147 | 148 |
|  | \$100,000,000 or more ...... | 15 | 19 | 2882959 | 80593 | 18958 | 1815 | 207276 | 238490 | 221058 |
|  | Firms not operated for the entire year | 1794 | 1795 | 955886 | 65388 | 9765 | 2087 | 140942 | 16414 | 174055 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42111 | Automobile \& other motor vehicle whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 5187 | 5825 | 112685857 | 3260158 | 763024 | 93641 | 7824407 | 8074057 | 8359836 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . | 648 | 648 | 87926 | 19320 | 4565 | 1267 | 39241 | 12760 | 12464 |
|  | Firms with sales of $\$ 250,000$ <br> to \$499,999 | 451 | 451 | 164457 | 23109 | 5207 | 1317 | 53682 | 23340 | 23501 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 609 | 610 | 439640 | 51061 | 12078 | 2534 | 113139 | 58488 | 58610 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1026 | 1035 | 1676213 | 147036 | 34034 | 6536 | 320805 | 212707 | 228139 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 716 | 735 | 2531491 | 186036 | 42033 | 6769 | 398709 | 293070 | 301011 |
|  |  | 678 | 716 | 4810582 | 322309 | 75000 | 10875 | 633266 | 578892 | 604920 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 647 | 761 | 10248798 | 668590 | 151600 | 19668 | 1184537 | 1214875 | 1264899 |
|  | Firms with sales of \$25,000,000 to \$49,999, 999 | 253 | 372 | 8872307 | 587645 | 138167 | 16516 | 999865 | 1110268 | 1149223 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 98 | 231 | 6607594 | 440537 | 98702 | 11521 | 753634 | 872606 | 902705 |
|  | \$100,000,000 or more ..... | 61 | 266 | 77246849 | 814515 | 201638 | 16638 | 3327529 | 3697051 | 3814364 |
|  | Firms not operated for the entire year | 824 | 829 | 1231965 | 60481 | 14378 | 2539 | 127802 | 49806 | 230465 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6011 | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Firms operated for the entire year | 5187 | 5825 | 112685857 | 3260158 | 763024 | 93641 | 7824407 | 8074057 | 8359836 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 648 | 648 | 87926 | 19320 | 4565 | 1267 | 39241 | 12760 | 12464 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 451 | 451 | 164457 | 23109 | 5207 | 1317 | 53682 | 23340 | 23501 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 609 | 610 | 439640 | 51061 | 12078 | 2534 | 113139 | 58488 | 58610 |
|  | Firms with sales of $\$ 1,000,000$ <br> to $\$ 2,499,999$ | 1026 | 1035 | 1676213 | 147036 | 34034 | 6536 | 320805 | 212707 | 228139 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 716 | 735 | 2531491 | 186036 | 42033 | 6769 | 398709 | 293070 | 301011 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 678 | 716 | 4810582 | 322309 | 75000 | 10875 | 633266 | 578892 | 604920 |
|  |  | 647 | 761 | 10248798 | 668590 | 151600 | 19668 | 1184537 | 1214875 | 1264899 |
|  | Firms with sales of | 647 | 761 | 10248798 | 668590 | 151600 | 19668 | 1184537 | 1214875 | 1264899 |
|  | \$25,000,000 to \$49,999,999. | 253 | 372 | 8872307 | 587645 | 138167 | 16516 | 999865 | 1110268 | 1149223 |
|  | \$50,000,000 to \$99,999,999 . | 98 | 231 | 6607594 | 440537 | 98702 | 11521 | 753634 | 872606 | 902705 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 61 | 266 | 77246849 | 814515 | 201638 | 16638 | 3327529 | 3697051 | 3814364 |
|  | Firms not operated for the entire year | 824 | 829 | 1231965 | 60481 | 14378 | 2539 | 127802 | 49806 | 230465 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3172 | 3331 | 79437563 | 911926 | 222524 | 25772 | 3707653 | 3709763 | 3981633 |
|  | Firms operated for the entire year | 2668 | 2826 | 78776385 | 893831 | 219133 | 24963 | 3651471 | 3697984 | 3881167 |
|  | Firms with sales less than $\$ 250,000$ | 434 | 434 | 57665 | 12821 | 3083 | 877 | 27312 | 7537 | 7284 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 286 | 286 | 103887 | 13860 | 3184 | 850 | 34319 | 12908 | 12708 |
|  | Firms with sales of \$500,000 to \$999,999 | 370 | 371 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 561 | 564 |  | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 384 | 388 |  | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 308 | 317 | 2125961 | 77954 | 18284 | 3098 | 206352 | 164309 | 172719 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 222 | 239 | D | D | D | h | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 54 | 55 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 20 | 45 | D | D | D | f | D | D | D |
|  | $\$ 100,000,000 \text { or more }$ | 29 | 127 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 504 | 505 | 661178 | 18095 | 3391 | 809 | 56182 | 11779 | 100466 |

[^244]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1679 | 2068 | 22058292 | 1799190 | 415301 | 52127 | 2898790 | 3107815 | 3262391 |
|  | Firms operated for the entire year | 1506 | 1892 | 21663654 | 1768986 | 406918 | 50822 | 2851272 | 3078221 | 3173573 |
|  | Firms with sales less than $\$ 250,000 \text {........................ }$ | 95 | 95 | $13421$ | $2930$ | 626 | 159 | 5227 | 2315 | $2360$ |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 89 | 89 | 32386 | 5488 | 1200 | 263 | 10797 | 5650 | 5729 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 . | 126 | 129 | 89431 | 12366 | 2718 | 523 | 22808 | 14243 | 14778 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 252 | 254 | 417767 | 48285 | 11124 | 1906 | 93076 | 70191 | 75700 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 186 | 192 | 662645 | 72504 | 16729 | 2464 | 133102 | 111146 | 116153 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 229 | 252 | 1655295 | 164179 | 37373 | 5186 | 283008 | 267824 | 277596 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 291 | 352 | D | D | D | j | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 151 | 254 | D | D | D | j | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 61 | 161 | 4191841 | 348376 | 76740 | 9026 | 545904 | 586281 | 605979 |
|  | \$100,000,000 or more .. | 26 | 114 | 4634358 | 277354 | 66342 | 7483 | 422210 | 569080 | 564284 |
|  | Firms not operated for the entire year | 173 | 176 | 394638 | 30204 | 8383 | 1305 | 47518 | 29594 | 88818 |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8350 | r10 596 | r40 856802 | r3 428913 | '799 934 | r121 664 | 7054127 | 6453745 | 6743051 |
|  | Firms operated for the entire year | 7053 | 9279 | 40242181 | 3347420 | 783387 | 118574 | 6887004 | 6413090 | 6540037 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 1347 | 1349 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1157 | 1162 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1319 | 1347 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1527 | 1665 | 2376651 | 366100 | 84729 | 15056 | 707891 | 468596 | 480248 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 736 | 935 | 2606953 | 373570 | 84974 | 13533 | 711810 | 506201 | 525544 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 451 | 676 | 3100401 | 401291 | 91866 | 13243 | 762987 | 596875 | 602838 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 314 | 801 | 4932849 | 568731 | 131465 | 18286 | 1092651 | 956553 | 1004505 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 111 | 356 | D | D | D | j | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 41 | 206 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 50 | 782 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1297 | 1317 | 614621 | 81493 | 16547 | 3090 | 167123 | 40655 | 203014 |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8350 | '10 596 | r40 856802 | '3 428913 | r799 934 | '121 664 | 7054127 | 6453745 | 6743051 |
|  | Firms operated for the entire year | 7053 | 9279 | 40242181 | 3347420 | 783387 | 118574 | 6887004 | 6413090 | 6540037 |
|  | Firms with sales less than \$250,000 . | 1347 | 1349 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 . | 1157 | 1162 | D | D | D | h | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 1319 | 1347 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1527 | 1665 | 2376651 | 366100 | 84729 | 15056 | 707891 | 468596 | 480248 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 736 | 935 | 2606953 | 373570 | 84974 | 13533 | 711810 | 506201 | 525544 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 451 | 676 | 3100401 | 401291 | 91866 | 13243 | 762987 | 596875 | 602838 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 314 | 801 | $4932849$ | $568731$ | 131465 | 18286 | 1092651 | $956553$ | 1004505 |
|  | Firms with sales of |  |  |  |  |  |  | 1092 |  |  |
|  | \$25,000,000 to \$49,999,999. | 111 | 356 | D | D | D | j | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 41 | 206 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  | D | D | 1 | D | D | D |
|  | \$100,000,000 or more ...... | 50 | 782 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1297 | 1317 | 614621 | 81493 | 16547 | 3090 | 167123 | 40655 | 203014 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3323 | r4 357 | r19 025397 | r1 677699 | 「387998 | r59 564 | 3534928 | 3138584 | 3254209 |
|  | Firms operated for the entire year | 2920 | 3949 | 18744707 | 1644985 | 381905 | 58557 | 3466898 | 3117062 | 3156327 |
|  | $\begin{aligned} & \text { Firms with sales less than } \\ & \$ 250,000 \ldots \ldots \ldots \ldots \ldots \ldots . . \end{aligned}$ | 489 | 489 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 417 | 418 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 470 | 481 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 666 | 705 | 1032697 | 157092 | 36827 | 6556 | 311736 | 210267 | 213467 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 369 | 453 | 1299505 | 185150 | 41879 | 6776 | 351982 | 277150 | 287983 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 218 | 302 | 1484054 | 177170 | 40165 | 6108 | 351194 | 309702 | 313191 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 187 | 487 | D | D | D | j | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 59 | 197 | D | D | D | i | D | D | D |
|  | Firms with sale $\$ 50,000,000$ to $\$ 99,999,999$. | 25 | 194 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 20 | 223 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 403 | 408 | 280690 | 32714 | 6093 | 1007 | 68030 | 21522 | 97882 |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4672 | 5732 | 20760962 | 1606696 | 377859 | 57724 | 3267551 | 3194153 | 3354760 |
|  | Firms operated for the entire year | 3831 | 4867 | 20418258 | 1559655 | 367411 | 55550 | 3172577 | 3169751 | 3246706 |
|  | Firms with sales less than $\$ 250,000$ | 802 | 804 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 693 | 698 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 782 | 800 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 803 | 907 | 1249262 | 194197 | 44654 | 8011 | 369777 | 252811 | 261308 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 340 | 438 | 1209903 | 173297 | 39543 | 6191 | 333400 | 226963 | 233573 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 190 | 309 | 1308295 | 180769 | 41699 | 5949 | 339530 | 249938 | 251243 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 123 | 290 | 1910444 |  | 51363 | 7112 |  | 359739 |  |
|  | \$25,000,000 to \$49,999,999. | 50 | 147 | 1763477 | 168115 | 38232 | 5545 | 346843 | 304013 | 316565 |
|  | \$50,000,000 to \$99,999,999. | 20 | 78 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 28 | 396 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 841 | 865 | 342704 | 47041 | 10448 | 2174 | 94974 | 24402 | 108054 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 442 | 507 | 1070443 | 144518 | 34077 | 4376 | 251648 | 121008 | 134082 |
|  | Firms operated for the entire year | 382 | 444 | 1027052 | 137605 | 32451 | 4172 | 238702 | 118533 | 122829 |
|  | Firms with sales less than $\qquad$ | 65 | 65 | 9577 | 1704 | 431 | 97 | 3158 | 1305 | 1405 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 52 | 52 | 18948 | 3349 | 764 | 142 | 6256 | 2360 | 2562 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 76 | 76 | 57016 | 8244 | 1941 | 332 | 16711 | 6240 | 6108 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 83 | 86 | 132887 | 21571 | 4852 | 789 | 39225 | 16506 | 16566 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999, 999 | 44 | 51 | 157425 | 24108 | 5654 | 760 |  | 17645 | 18953 |
|  | Firms with sales of $\$ 5,000,000$ |  |  |  |  |  |  |  |  | 18953 |
|  | to \$9,999,999 . . . . . . . . . . | 44 | 64 | 305800 | 43029 | 9890 | 1178 | 71839 | 33424 | 34702 |
|  | \$10,000,000 to \$24,999,999. | 15 | 39 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 3 | 11 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 60 | 63 | 43391 | 6913 | 1626 | 204 | 12946 | 2475 | 11253 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




[^245]Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42122 | Home furnishings whsle <br> All firms $\qquad$ | 6452 | 7032 | 21739338 | 2302159 | 523975 | 75600 | 5290820 | 3264843 | 3513673 |
|  | Firms operated for the entire year ............................. Firms with sales less than | 5527 | 6102 | 21233111 | 2252726 | 515395 | 73814 | 5174687 | 3243699 | 3381948 |
|  | \$250,000............ | 1139 | 1141 | 144800 | 33132 | 7926 | 2517 | 66810 | 22572 | 22586 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 843 | 844 | D | D | D | h | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 1007 | 1010 | 722866 | 113045 | 25931 | 5234 | 248099 | 109861 | 112685 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1085 | 1117 | 1701530 | 237854 | 54361 | 9224 | 521459 | 258267 | 271147 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 590 | 663 | 2072306 | 259288 | 58057 | 8454 | 572254 | 325931 | 336882 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999$. ............... | 403 | 475 | 2770271 | 308910 | 68323 | 9588 | 695512 | 418299 | 435379 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 307 | 410 | 4668874 | 470507 | 107700 | 14129 | 1044890 | 709733 | 762998 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 101 | 197 | 3411545 | 330680 | 75241 | 9003 | 732745 | 531573 | 550037 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 34 | 136 | 2380417 | 197340 | 45354 | 5251 | 464252 | 378684 | 383568 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 18 | 109 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 925 | 930 | 506227 | 49433 | 8580 | 1786 | 116133 | 21144 | 131725 |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6452 | 7032 | 21739338 | 2302159 | 523975 | 75600 | 5290820 | 3264843 | 3513673 |
|  | Firms operated for the entire year | 5527 | 6102 | 21233111 | 2252726 | 515395 | 73814 | 5174687 | 3243699 | 3381948 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . . .$. | 1139 | 1141 | 144800 | 33132 | 7926 | 2517 | 66810 | 22572 | 22586 |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 843 | 844 | D | D | D | h | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 1007 | 1010 | 722866 | 113045 | 25931 | 5234 | 248099 | 109861 | 112685 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . . . . . . .$. | 1085 | 1117 | 1701530 | 237854 | 54361 | 9224 | 521459 | 258267 | 271147 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 590 | 663 | 2072306 | 259288 | 58057 | 8454 | 572254 | 325931 | 336882 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 403 | 475 | 2770271 | 308910 | 68323 | 9588 | 695512 | 418299 | 435379 |
|  | Firms with sales of | 3 | 4 | 271027 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 307 | 410 | 4668874 | 470507 | 107700 | 14129 | 1044890 | 709733 | 762998 |
|  | \$25,000,000 to \$49,999,999 . | 101 | 197 | 3411545 | 330680 | 75241 | 9003 | 732745 | 531573 | 550037 |
|  | \$50,000,000 to \$99,999,999. | 34 | 136 | 2380417 | 197340 | 45354 | 5251 | 464252 | 378684 | 383568 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 18 | 109 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 925 | 930 | 506227 | 49433 | 8580 | 1786 | 116133 | 21144 | 131725 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1006 | 1039 | 3796559 | 377858 | 84585 | 12020 | 975373 | 742824 | 765646 |
|  | Firms operated for the entire year Firms with sales less than \$250,000 | 868 | 901 | 3730292 | 372567 | 83573 | 11827 | 962417 | 736264 | 745188 |
|  |  | 190 | 190 | 24042 | 5546 | 1398 | 465 | 11576 | 4842 | 4787 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 122 | 122 | 44417 | 8218 | 1926 | 436 | 19761 | 9004 | 9175 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 156 | 157 | 113154 | 15764 | 3625 | 768 | 38987 | 21569 | 22020 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 151 | 153 | 231620 | 27542 | 6163 | 1136 | 71365 | 43688 | 44509 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 101 | 108 | 358762 | 37828 | 8041 | 1185 | 100684 | 73083 | 76028 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 60 | 67 | D | D | D | g | D | D | D |
|  | Firms with sales of$\$ 10,000,000$ to $\$ 24,999,999$. |  |  |  |  |  |  |  |  |  |
|  |  | 55 | 61 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 23 | 28 | D | D | D | g | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . Firms with sales of $\$ 100,000,000$ or more $\qquad$ | 7 | 11 | 472007 | 44368 | 10165 | 1162 | 111688 | 87904 | 77907 |
|  |  | 3 | 4 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 138 | 138 | 66267 | 5291 | 1012 | 193 | 12956 | 6560 | 20458 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213 | Lumber \& other construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 9443 | 11142 | 61302570 | 4167547 | 968604 | 125574 | 8236772 | 5224999 | 5555412 |
|  | Firms operated for the entire year | 7790 | 9486 | 60296018 | 4078229 | 951677 | 122593 | 8054123 | 5193945 | 5383934 |
|  | Firms with sales less than \$250,000 | 1150 | 1150 | 156721 | 38869 | 9005 | 2383 | 71002 | 15166 | 15621 |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 1012 | 1012 | 369805 | 72276 | 16257 | 3609 | 140872 | 36664 | 37667 |
|  | Firms with sales of \$500,000 to \$999,999 | 1163 | 1168 | 834358 | 137014 | 29979 | 6127 | 270458 | 78603 | 80992 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . . . . . .$. | 1657 | 1692 | 2650088 | 352300 | 77574 | 13417 | 701575 | 266283 | 277100 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 1011 | 1069 | 3559309 | 401896 | 90643 | 12939 | 800753 | 377896 | 386423 |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999 \text {................. }$ | 758 | 877 | 5274917 | 536150 | 117414 | 16391 | 1049577 | 576723 | 603068 |
|  | Firms with sales of $\$ 10,000,000$ to $24,999,999$. | 637 | 902 | 9714200 | 738579 | 165621 | 20365 | 1440760 | 893114 | 955879 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 241 | 550 | 8259275 | 541135 | 122107 | 14367 | 1086216 | 743164 | 789113 |
|  | F $\$ 50,000,000$ to \$ $\$ 99,999,999$. | 101 | 341 | 7045502 | 428029 | 99025 | 12164 | 839462 | 722205 | 750137 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \text {. } \end{aligned}$ | 60 | 725 | 22431843 | 831981 | 224052 | 20831 | 1653448 | 1484127 | 1487934 |
|  | Firms not operated for the entire year | 1653 | 1656 | 1006552 | 89318 | 16927 | 2981 | 182649 | 31054 | 171478 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4777 | 5636 | 46426349 | 2598366 | 618903 | 75730 | 5000401 | 3784463 | 4003845 |
|  | Firms operated for the entire year | 4103 | 4960 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000 | 479 | 479 | 64662 | 16018 | 3750 | 1024 | 28520 | 5872 | 6371 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 438 | 438 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 514 | 516 | 368711 | 57005 | 12858 | 2798 | 110086 | 35934 | 37414 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 821 | 831 | 1317765 | 161020 | 35944 | 6372 | 313335 | 129716 | 134893 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 598 | 617 | 2104574 | 201696 | 45303 | 6739 | 397013 | 201439 | 208464 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$.............. | 490 | 526 | 3453095 | 309792 | 68312 | 9652 | 596263 | 359133 | 373220 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 464 | 558 | 7118566 | 482102 | 107303 | 13207 | 909038 | 644251 | 696498 |
|  | \$25,000,000 to \$49,999,999 . | 177 | 318 | 6028195 | 345436 | 79197 | 8974 | 668129 | 536006 | 573139 |
|  | \$50,000,000 to \$99,999,999. | 79 | 202 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 43 | 475 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 674 | 676 | D | D | D | g | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 4777 | 5636 | 46426349 | 2598366 | 618903 | 75730 | 5000401 | 3784463 | 4003845 |
|  | Firms operated for the entire year | 4103 | 4960 | D | D | D | I | D | D | D |
|  | Firms with sales less than \$250,000 | 479 | 479 | 64662 | 16018 | 3750 | 1024 | 28520 | 5872 | 6371 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 438 | 438 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$. | 514 | 516 | 368711 | 57005 | 12858 | 2798 | 110086 | 35934 | 37414 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 821 | 831 | 1317765 | 161020 | 35944 | 6372 | 313335 | 129716 | 134893 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . .$. | 598 | 617 | 2104574 | 201696 | 45303 | 6739 | 397013 | 201439 | 208464 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 490 | 526 | 3453095 | 309792 | 68312 | 9652 | 596263 | 359133 | 373220 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 464 | 558 | 7118566 | 482102 | 107303 | 13207 | 909038 | 644251 | 696498 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 177 | 318 | 6028195 | 345436 | 79197 | 8974 | 668129 | 536006 | 573139 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 79 | 202 | D | D | D | i | D | D | D |
|  | \$100,000,000 or more ..... | 43 | 475 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 674 | 676 | D | D | D | g | D | D | D |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213101 | Lumber without yard whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1317 | 1425 | 13795098 | 440679 | 111306 | 11000 | 809598 | 569650 | 593504 |
|  | Firms operated for the entire year | 1173 | 1281 | 13676611 | 434366 | 110006 | 10773 | 796826 | 566250 | 582128 |
|  | Firms with sales less than <br> $\$ 250,000 \ldots . . . . . . . . . . . .$. | 159 | 159 | 21336 | 5064 | 1172 | 349 | 9404 | 1190 | 1200 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 122 | 122 | 44817 | 7310 | 1722 | 432 | 15000 | 1405 | 1511 |
|  | Firms with sales of \$500,000 to \$999,999 | 136 | 136 | 97953 | 12800 | 2836 | 647 | 25016 | 4622 | 4910 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 219 | 220 | 351009 | 29510 | 6855 | 1123 | 59202 | 16127 | 17497 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . .$. | 179 | 181 | 626740 | 38715 | 9125 | 1245 | 83116 | 27120 | 26905 |
|  | Firms with sales of $\$ 5,000,000$ <br> to \$9,999,999 | 132 | 137 | 915773 | 47006 | 10223 | 1323 | 93826 | 36951 | 37835 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 148 | 162 | 2216508 | 103703 | 23380 | 2154 | 182288 | 107439 | 117261 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 49 | 70 | 1665967 | 54338 | 12167 | 997 | 107139 | 88845 | 93305 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 17 | 20 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 12 | 74 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 144 | 144 | 118487 | 6313 | 1300 | 227 | 12772 | 3400 | 11376 |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 1284 | 1499 | 13188854 | 780649 | 176782 | 24380 | 1583785 | 1408289 | 1522629 |
|  | Firms operated for the entire year | 1129 | 1344 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 91 | 91 | 12718 | 3039 | 742 | 211 | 5199 | 1913 | 2274 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............. | 72 | 72 | 26199 | 4598 | 1010 | 261 | 9742 | 3765 | 4021 |
|  | to \$999,999 . ............. | 100 | 100 | D | D | D | f | D | D | D |
|  |  | 225 | 227 | D | D | D | g | D | D | D |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 181 | 186 | D | D | D | g | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 .............. | 167 | 173 | 1193003 | 107788 | 23316 | 3637 | 209869 | 171897 | 184416 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 174 | 209 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 73 | 107 | D | D | D | h | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 33 | 103 | 2318209 | 113116 | 26327 | 2995 | 224898 | 280719 | 295650 |
|  | $\$ 100,000,000$ or more ...... | 13 | 76 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 155 | 155 | D | D |  |  |  | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  | D | e | D |  |  |
|  | All firms ........ | 2233 | 2712 | 19442397 | 1377038 | 330815 | 40350 | 2607018 | 1806524 | 1887712 |
|  | Firms operated for the entire year | 1857 | 2334 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 230 | 231 | 30768 | 8006 | 1855 | 468 | 14011 | 2774 | 2902 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 244 | 244 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 280 | 282 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 385 | 393 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . .$. | 242 | 252 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 198 | 221 | 1400687 | 159217 | 35781 | 4850 | 301532 | 156878 | 156398 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 164 | 207 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  | D |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 59 | 138 | D | D | D | h | D | D | D |
|  |  | 34 | 102 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 21 | 264 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 376 | 378 | D | D | D | f | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid for pay period March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42132 | Brick, stone, \& related construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . ........... | 1863 | 2094 | 4444476 | 502387 | 104660 | 15737 | 1093199 | 458820 | 523468 |
|  | Firms operated for the entire year | 1463 | 1694 | 4240897 | 479672 | 101197 | 15088 | 1042440 | 454170 | 484643 |
|  | Firms with sales less than \$250,000 | 245 | 245 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 222 | 222 | 80672 | 15722 | 3368 | 753 | 33046 | 9643 | 9843 |
|  | Firms with sales of \$500,000 <br> to $\$ 999,999$ | 267 | 268 | 189784 | 31905 | 6585 | 1330 | 67994 | 18365 | 18882 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 345 | 358 | 548469 | 83623 | 17327 | 3048 | 175414 | 59544 | 62182 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 189 | 206 | 656598 | 89963 | 19614 | 2815 | 185710 | 84414 | 89828 |
|  | Firms with sales of $\$ 5,000,000$ <br> to \$9,999,999 | 110 | 151 | 756783 | 92909 | 18959 | 2579 | 200982 | 95497 | 104044 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999$. Firms with sales of | 59 | 114 | 832005 | 82403 | 19563 | 2421 | 195800 | 85798 | 92948 |
|  | \$25,000,000 to \$49,999,999. | 20 | 87 | 678260 | 53826 | 9555 | 1045 | 110764 | 61153 | 66425 |
|  | Firs with sale s of ${ }^{\text {a }}$, | 5 | 32 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... |  | 11 |  | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 400 | 400 | 203579 | 22715 | 3463 | 649 | 50759 | 4650 | 38825 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1863 | 2094 | 4444476 | 502387 | 104660 | 15737 | 1093199 | 458820 | 523468 |
|  | Firms operated for the entire year | 1463 | 1694 | 4240897 | 479672 | 101197 | 15088 | 1042440 | 454170 | 484643 |
|  | Firms with sales less than $\$ 250,000$ $\qquad$ | 245 | 245 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 222 | 222 | 80672 | 15722 | 3368 | 753 | 33046 | 9643 | 9843 |
|  | Firms with sales of \$500,000 to \$999,999. | 267 | 268 | 189784 | 31905 | 6585 | 1330 | 67994 | 18365 | 18882 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 345 | 358 | 548469 | 83623 | 17327 | 3048 | 175414 | 59544 | 62182 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 189 | 206 | 656598 | 89963 | 19614 | 2815 | 185710 | 84414 | 89828 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999$ | 110 | 151 | 756783 | 92909 | 18959 | 2579 | 200982 | 95497 | 104044 |
|  | Firms with sales of $\$ 10,000,000$ to \$ $24,999,999$. | 59 | 114 | 832005 | 82403 | 19563 | 2421 | 195800 | 85798 | 92948 |
|  | Firms with sales of $24,999,999$. | 59 | 114 | 832005 | 82403 | 19563 | 2421 | 195800 | 85798 | 92948 |
|  | \$25,000,000 to \$49,999,999. | 20 | 87 | 678260 | 53826 | 9555 | 1045 | 110764 | 61153 | 66425 |
|  | \$50,000,000 to \$99,999,999. | 5 | 32 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... |  | 11 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 400 | 400 | 203579 | 22715 | 3463 | 649 | 50759 | 4650 | 38825 |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 601 | 679 | 1320519 | 152601 | 33054 | 4968 | 313537 | 156878 | 173928 |
|  | Firms operated for the entire | 471 | 549 | 1248213 | 146503 | 32206 | 4811 | 298594 | 154123 | 160742 |
|  |  | 81 | 81 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 78 | 78 | 28952 | 5720 | 1279 | 250 | 10943 | 4094 | 4406 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 83 | 83 | 59630 | 10764 | 2282 | 397 | 21927 | 7379 | 7429 |
|  | $\begin{aligned} & \text { Firms with sales } \\ & \text { to } \$ 2,499,999 \end{aligned}$ | 105 | 108 | 165155 | 23474 | 5073 | 866 | 46885 | 23434 | 23913 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 65 | 73 | 225092 | 31388 | 6571 | 1072 | 61701 | 35235 | 37759 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 |  |  |  |  |  |  |  |  |  |
|  |  | 38 | 60 | 254001 | 30389 | 6601 | 832 | 62721 | 34045 | 35664 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 16 | 34 | 217990 | 24650 | 6116 | 766 | 53628 | 26473 | 27378 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 3 | 21 | D | D | D | e | D | D | D |
|  | Firms with sales of <br> $\$ 50,000,000$ to \$99,999,999 |  |  |  |  |  |  |  |  |  |
|  |  | 2 | 11 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entireyear . . . . . . . . . . . . . . . . |  |  |  |  |  |  |  |  |  |
|  |  | 130 | 130 | 72306 | 6098 | 848 | 157 | 14943 | 2755 | 13186 |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421330 | Roofing, siding, \& insulation material whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms. | 757 | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Firms operated for the entire year | 597 | 909 | 5081596 | 420094 | 94258 | 12403 | 874891 | 470663 | 464519 |
|  | Firms with sales less than <br> \$250,000 | 83 | 83 | 10349 | 2479 | 602 | 136 | 4677 | 1134 | 1107 |
|  | Firms with sales of \$250,000 to \$499,999 | 63 | 63 | 23798 | 4196 | 902 | 188 | 8862 | 2761 | 2964 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 82 | 83 | 61280 | 9557 | 2034 | 380 | 19206 | 5381 | 5328 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 128 | 131 | 205 874 | 26643 | 2034 <br> 16 | 380 919 | 52737 | 19904 | 20871 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 70 | 72 | 255891 | 27394 | 5856 | 782 | 59025 | 25433 | 25766 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 65 | 86 | 453161 | 57724 | 12338 | 762 1613 | 105847 | 59149 | 60515 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 61 | 105 | 956500 | 75185 | 16095 | 1894 | 155263 | 80885 | 82415 |
|  | \$25,000,000 to \$49,999,999. | 23 | 70 | 835983 | 74072 | 17411 | 2240 | 157226 | 82177 | 83633 |
|  | \$50,000,000 to \$99,999,999. | 12 | 47 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 10 | 169 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 160 | 160 | 121883 | 10387 | 1437 | 258 | 21364 | 4584 | 20832 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 757 | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Firms operated for the entire year | 597 | 909 | 5081596 | 420094 | 94258 | 12403 | 874891 | 470663 | 464519 |
|  | Firms with sales less than |  |  | 5081596 | 420094 |  |  |  | 470663 |  |
|  | \$250,000 .............. | 83 | 83 | 10349 | 2479 | 602 | 136 | 4677 | 1134 | 1107 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . . . . . .$. | 63 | 63 | 23798 | 4196 | 902 | 188 | 8862 | 2761 | 2964 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 82 | 83 | 61280 | 9557 | 2034 | 380 | 19206 | 5381 | 5328 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ......... | 128 | 131 | 205874 | 26643 | 6316 | 919 | 52737 | 19904 | 20871 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 70 | 72 | 255891 | 27394 | 5856 | 782 | 59025 | 25433 | 25766 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 65 | 86 | 453161 | 57724 | 12338 | 1613 | 105847 | 59149 | 60515 |
|  | Firms with sales of | ${ }^{6}$ | 8 | 1 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 61 | 105 | 956500 | 75185 | 16095 | 1894 | 155263 | 80885 | 82415 |
|  | \$25,000,000 to \$49,999,999. | 23 | 70 | 835983 | 74072 | 17411 | 2240 | 157226 | 82177 | 83633 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 12 | 47 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000 \text { or more ...... }$ | 10 | 169 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 160 | 160 | 121883 | 10387 | 1437 | 258 | 21364 | 4584 | 20832 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2095 | 2343 | 5228266 | 636313 | 149346 | 21446 | 1246917 | 506469 | 542748 |
|  | Firms operated for the entire year | 1674 | 1921 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 345 | 345 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 289 | 289 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 303 | 304 | 216670 | 38744 | 8542 | 1626 | 73721 | 19060 | 19509 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 369 | 377 | 590014 | 82415 | 18289 | 3120 | 163102 | 58164 | 60369 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 161 | 181 | 567601 | 84814 | 20506 | 2683 | 163167 | 69893 | 65704 |
|  | Firms with sales of \$5,000,000 | 161 | 181 | 567601 | 84 | 2050 | 2683 | 163167 |  |  |
|  | to \$9,999,999 ............. | 102 | 126 | 681202 | 85091 | 19686 | 2785 | 163312 | 70116 | 72542 |
|  | Firms with, sales of $\$ 10,000,000$ to $24,999,999$. | 67 | 166 | 1037195 | 115089 | 26543 | 3329 | 223581 | 107718 | 108408 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 28 | 72 | 974746 | 82072 | 20059 | 2539 | 171581 | 90983 | 93880 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 8 | 55 | D | D | D | $g$ | D | D | D |
|  | \$100,000,000 or more ...... | 2 | 6 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 421 | 422 | D | D | D | f | D | D | D |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




[^246]Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Sales sizes of firms by type of operation and kind of business \& Firms
(number) \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& \[
\begin{gathered}
\text { End-of-1996 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline 421 \& \begin{tabular}{l}
MERCHANT WHOLESALERS-Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{14}{*}{42143012} \& Computers \& peripheral equipment for end use \& \& \& \& \& \& \& \& \& \\
\hline \& All firms . \& 6011 \& 6945 \& 48880485 \& 4641691 \& 1012575 \& 99238 \& 7838512 \& 2525445 \& 2833928 \\
\hline \& Firms operated for the entire year \& 5069 \& 5999 \& 47583527 \& 4465033 \& 971177 \& 96275 \& 7523203 \& 2505471 \& 2697144 \\
\hline \& Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . \& 722 \& 722 \& 98506 \& 26698 \& 6530 \& 1355 \& 44569 \& 6293 \& 6252 \\
\hline \& Firms with sales of \$250,000 to \$499,999 \& 649 \& 649 \& D \& D \& D \& g \& D \& D \& D \\
\hline \& Firms with sales of \$500,000 to \(\$ 999,999\) \& 870 \& 879 \& D \& D \& D \& h \& D \& D \& D \\
\hline \& Firms with sales of \$1,000,000 to \$2,499,999 \& 1091 \& 1115 \& 1768418 \& 307467 \& 69569 \& 8473 \& 520849 \& 107358 \& 106143 \\
\hline \& Firms with sales of \(\$ 2,500,000\) to \(\$ 4,999,999\) \& 647 \& 681 \& 2266742 \& 335261 \& 75041 \& 8338 \& 574937 \& 136261 \& 134436 \\
\hline \& Firms with sales of \(\$ 5,000,000\)
\[
\text { to } \$ 9,999,999 . . . . . . . . . . . . . . .
\] \& 483 \& 570 \& 3413526 \& 468235 \& 103030 \& 10369 \& 773325 \& 221102 \& 226667 \\
\hline \& Firms with sales of
\(\$ 10,000,000\) to \(\$ 24,999,999\). \& 359 \& 474 \& 5526084 \& 638766 \& 140711 \& 12959 \& 1067476 \& 314012 \& 320302 \\
\hline \& Firms with sales of \$25,000,000 to \$49,999,999 . \& 125 \& 208 \& 4273999 \& 464486 \& 103354 \& 8611 \& 785054 \& 258290 \& 257746 \\
\hline \& Firms with sales of
\(\$ 50,000,000\) to \(\$ 99,999,999\). \& 67 \& 139 \& 4531011 \& 419536 \& 94354 \& 7602 \& 689571 \& 259877 \& 267539 \\
\hline \& Firms with sales of \(\$ 100,000,000\) or more \& 56 \& 562 \& 24850435 \& 1630903 \& 338898 \& 32644 \& 2763447 \& 1150243 \& 1326540 \\
\hline \& Firms not operated for the entire year \(\qquad\) \& 942 \& 946 \& 1296958 \& 176658 \& 41398 \& 2963 \& 315309 \& 19974 \& 136784 \\
\hline \multirow[t]{16}{*}{4214302} \& Computer software (packaged) whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms ..... \& 2359 \& 2653 \& 10144817 \& 1758839 \& 408639 \& 33942 \& 3117946 \& 383006 \& 442579 \\
\hline \& Firms operated for the entire year \& 1931 \& 2220 \& 9870610 \& 1704199 \& 396681 \& 32766 \& 3014034 \& 380209 \& 409742 \\
\hline \& Firms with sales less than \$250,000 \& 447 \& 447 \& D \& D \& D \& f \& D \& D \& D \\
\hline \& Firms with sales of \$250,000 to \(\$ 499,999\) \& 302 \& 302 \& 109796 \& 35508 \& 8049 \& 1057 \& 59824 \& 3692 \& 4044 \\
\hline \& Firms with sales of \$500,000 to \(\$ 999,999\) \& 337 \& 346 \& D \& D \& D \& g \& D \& D \& D \\
\hline \& Firms with sales of \(\$ 1,000,000\) to \$2,499,999 \& 389 \& 411 \& 621996 \& 182371 \& 40400 \& 9

389 \& 305344 \& 20428 \& 22570 <br>
\hline \& Firms with sales of \$2,500,000 \& \& \& \& \& \& \& \& \& <br>
\hline \& to \$4,999,999 ............. \& 175 \& 205 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms with sales of \$5,000,000
to $\$ 9,999,999 . . . \cdots \cdots \cdots$ \& 134 \& 155 \& 905763 \& 232616 \& 53117 \& 4255 \& 390553 \& 32565 \& 33635 <br>
\hline \& Firms with sales of \$10,000,000 to \$24,999,999 . \& 87 \& 197 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Firms with sales of \& \& \& \& \& \& \& \& \& <br>
\hline \& \$25,000,000 to \$49,999,999. \& 27 \& 65 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& \$50,000,000 to \$99,999,999. \& 20 \& 74 \& 1399880 \& 256931 \& 57816 \& 3567 \& 486512 \& 102830 \& 102963 <br>
\hline \& $\$ 100,000,000$ or more ...... \& 13 \& 18 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms not operated for the entire year \& 428 \& 433 \& 274207 \& 54640 \& 11958 \& 1176 \& 103912 \& 2797 \& 32837 <br>

\hline \multirow[t]{16}{*}{42144} \& \multirow[t]{2}{*}{| Other commercial equipment whsle |
| :--- |
| All firms $\qquad$ |} \& \& \& \& \& \& \& \& \& <br>

\hline \& \& 4404 \& '4658 \& r12 215821 \& r1550 219 \& '355 083 \& r47 048 \& 2981362 \& 1142404 \& 1241855 <br>
\hline \& Firms operated for the entire year ........................... \& 3916 \& 4164 \& 11986274 \& 1522752 \& 348534 \& 45969 \& 2926279 \& 1135037 \& 1201860 <br>
\hline \& Firms with sales less than

$$
\$ 250,000
$$ \& 689 \& 690 \& D \& D \& D \& g \& D \& D \& D <br>

\hline \& $$
\text { to } \$ 499,999
$$ \& 667 \& 668 \& D \& D \& D \& g \& D \& D \& D <br>

\hline \& to \$999,999 .................. \& 742 \& 748 \& 534081 \& 96631 \& 21875 \& 3926 \& 192653 \& 57568 \& 58451 <br>
\hline \& Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ \& 895 \& 916 \& 1422315 \& 245027 \& 56763 \& 8522 \& 468508 \& 142281 \& 147235 <br>
\hline \& Firms with sales of $\$ 2,500,000$

$$
\text { to } \$ 4,999,999
$$ \& 427 \& 460 \& 1478442 \& 227655 \& 50201 \& 6838 \& 428992 \& 152685 \& 160156 <br>

\hline \& \multirow[t]{2}{*}{$$
\begin{aligned}
& \text { Firms with sales of } \$ 5,000,000 \\
& \text { to } \$ 9,999,999 \text {. . . . . . . . . }
\end{aligned}
$$} \& \& \& \& \& \& \& \& \& <br>

\hline \& \& 276 \& 338 \& 1892634 \& 261663 \& 58956 \& 7129 \& 497894 \& 195295 \& 211581 <br>
\hline \& Firms with sales of
$\$ 10,000,000$ to $\$ 24,999,999$. \& 157 \& 218 \& 2318882 \& 294353 \& 66438 \& 7259 \& 536071 \& 239203 \& 255182 <br>
\hline \& Firms with sales of
$\$ 25,000,000$ to $\$ 49,999,999$. \& 44 \& 68 \& 1460576 \& 159129 \& 38876 \& 4195 \& 298177 \& 133428 \& <br>
\hline \& \multirow[t]{2}{*}{Firms with sales of $\$ 50,000,000$ to \$99,999,999.} \& \& \& \& \& \& \& \& \& <br>
\hline \& \& 13 \& 37 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Firms with sales of \$100,000,000 or more $\qquad$ \& 6 \& 21 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms not operated for the entire year \& 488 \& 494 \& 229547 \& 27467 \& 6549 \& 1079 \& 55083 \& 7367 \& 39995 <br>
\hline 421440 \& Other commercial equipment whsle \& \& \& \& \& \& \& \& \& <br>
\hline
\end{tabular}

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421440 | Other commercial equipment whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4404 | r4 658 | r12 215821 | r1550 219 | 「355 083 | r47 048 | 2981362 | 1142404 | 1241855 |
|  | Firms operated for the entire year | 3916 | 4164 | 11986274 | 1522752 | 348534 | 45969 | 2926279 | 1135037 | 1201860 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . .$. | 689 | 690 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999. | 667 | 668 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999. | 742 | 748 | 534081 | 96631 | 21875 | 3926 | 192653 | 57568 | 58451 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 895 | 916 | 1422315 | 245027 | 56763 | 8522 | 468508 | 142281 | 147235 |
|  | Firms with sales of $\$ 2,500,000$ | 427 | 460 | 1478442 | 227655 | 50201 | 6838 | 428992 | 152685 | 160156 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 276 | 338 | 1892634 | 261663 | 58956 | 7129 | 497894 | 195295 | 211581 |
|  | Firms with, sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 157 | 218 | 2318882 | 294353 | 66438 | 7259 | 536071 | 239203 | 255182 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 44 | 68 | 1460576 | 159129 | 38876 | 4195 | 298177 | 133428 | 137636 |
|  | \$50,000,000 to \$99,999,999 . | 13 | 37 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 6 | 21 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 488 | 494 | 229547 | 27467 | 6549 | 1079 | 55083 | 7367 | 39995 |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2535 | 2689 | 8094253 | 898717 | 204625 | 28408 | 1720999 | 756372 | 824178 |
|  | Firms operated for the entire year | 2262 | 2416 | 7958844 | 884046 | 201315 | 27798 | 1691436 | 753816 | 797112 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . . . . . . . . .$. | 377 | 378 | 53694 | 11077 | 2611 | 720 | 22476 | 7117 | 7084 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 360 | 361 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 417 | 419 | D | D | D | g | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 523 | 527 | D | D | D | h | D | D | D |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 261 | 278 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 178 | 212 | 1223695 | 152216 | 34379 | 4330 | 289609 | 130973 | 143529 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 105 | 142 | 1517461 | 181882 | 41288 | 4905 | 329299 | 166444 | 173139 |
|  | Firms with sales of |  |  |  | 181882 | 41288 | 4905 | 329299 | 166444 |  |
|  | \$25,000,000 to \$49,999,999. | 26 | 45 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 9 | 33 | D | D | D | g | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \end{aligned}$ | 6 | 21 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 273 | 273 | 135409 | 14671 | 3310 | 610 | 29563 | 2556 | 27066 |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1875 | r1969 | r4 121568 | '651 502 | r150 458 | r18 640 | 1260363 | 386032 | 417677 |
|  | Firms operated for the entire year | 1660 | 1748 | 4027430 | 638706 | 147219 | 18171 | 1234843 | 381221 | 404748 |
|  | Firms with sales less than \$250,000 | 315 | 315 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 307 | 307 | 110523 | 23488 | 5482 | 1074 | 46903 | 9862 | 10078 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 325 | 328 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 375 | 392 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4 | 166 | 182 | D | D | D | h | D | D | D |
|  | Firms with sales of \$5,000,000 <br> to \$9,999,999 | 166 98 | 182 | 666356 | 108277 | 24503 | 2769 | 206941 | 63206 | 66913 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 52 | 74 | 799716 | 112300 | 25114 | 2348 | 206455 | 72517 | 81806 |
|  |  | 18 | 23 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  |  |  | 643 |  |  |  |
|  | $\$ 50,000,000$ to \$99,999,999 . | 4 | 4 | 349179 | 25562 | 5640 | 643 | 72052 | 41331 | 43661 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | - | - | - | - | - | - | - | - | - |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 215 | 221 | 94138 | 12796 | 3239 | 469 | 25520 | 4811 | 12929 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 6759 | 7850 | 35599345 | 3918018 | 932702 | 93520 | 7816953 | 3699838 | 3994021 |
|  | Firms operated for the entire year ........................... | 5667 | 6751 | 34842264 | 3827612 | 911052 | 90860 | 7625038 | 3659746 | 3837107 |
|  | \$250,000............... | 1247 | 1250 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999 \ldots . . . . . . . . .$. | 920 | 922 | D | D | D | h | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 950 | 951 | 671972 | 131520 | 29100 | 4174 | 254215 | 67080 | 70218 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1198 | 1222 | 1881836 | 329322 | 73990 | 9666 | 643667 | 191676 | 199685 |
|  | Firms with sales of \$2,500,000 $\text { to } \$ 4,999,999 \ldots \ldots \ldots \ldots$ | 566 | 621 | 1976970 | 320096 | 69090 | 8064 | 613177 | 203571 | 218159 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 378 | 470 | 2633585 | 388818 | 89312 | 10182 | 755952 | 300673 | 327757 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to \$24,999,999. Firms with sales of | 241 | 356 | 3721793 | 520485 | 122429 | 11096 | 998073 | 454704 | 481710 |
|  | \$25,000,000 to \$49,999,999 . | 87 | 220 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 47 | 156 | 3001127 | 356890 | 88040 | 7996 | 739088 | 316083 | 335245 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 33 | 583 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 1092 | 1099 | 757081 | 90406 | 21650 | 2660 | 191915 | 40092 | 156914 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6759 | 7850 | 35599345 | 3918018 | 932702 | 93520 | 7816953 | 3699838 | 3994021 |
|  | Firms operated for the entire year | 5667 | 6751 | 34842264 | 3827612 | 911052 | 90860 | 7625038 | 3659746 | 3837107 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 1247 | 1250 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 920 | 922 | D | D | D | h | D | D | D |
|  | Firms with sales of \$500,000 to \$999, 999 | 950 | 951 | 671972 | 131520 | 29100 | 4174 | 254215 | 67080 | 70218 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1198 | 1222 | 1881836 | 329322 | 73990 | 9666 | 643667 | 191676 | 199685 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 566 | 621 | 1976970 | 320096 | 69090 | 8064 | 613177 | 203571 | 218159 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . ............ | 378 | 470 | 2633585 | 388818 | 89312 | 10182 | 755952 | 300673 | 327757 |
|  | \$10,000,000 to \$24,999,999. | 241 | 356 | 3721793 | 520485 | 122429 | 11096 | 998073 | 454704 | 481710 |
|  | \$25,000,000 to \$49,999,999. | 87 | 220 | D | D | D | i | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 47 | 156 | 3001127 | 356890 | 88040 | 7996 | 739088 | 316083 | 335245 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 33 | 583 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 1092 | 1099 | 757081 | 90406 | 21650 | 2660 | 191915 | 40092 | 156914 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 6014 | 6859 | 31745475 | 3363241 | 805891 | 79839 | 6757373 | 3269780 | 3522027 |
|  | Firms operated for the entire year | 5009 | 5847 | 30932861 | 3267802 | 783173 | 77151 | 6554572 | 3223493 | 3350506 |
|  | Firms with sales less than \$250,000 | 1077 | 1080 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 819 | 821 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 852 | 853 | 601584 | 120191 | 26644 | 3735 | 231043 | 60189 | 63247 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1045 | 1069 | 1645154 | 290235 | 65276 | 8536 | 564454 | 157728 | 164768 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 509 | 560 | 1782703 | 292629 | 62734 | 7302 | 554841 | 185387 | 198984 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 345 | 432 | 2407261 | 354311 | 81892 | 9259 | 683201 | 274735 | 302318 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 217 | 316 | 3357373 | 463471 | 108826 | 9708 | 893946 | 394046 | 418036 |
|  | \$25,000,000 to \$49,999,999 . | 77 | 192 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 41 | 129 | D | D | D | i | D | D | D |
|  | \$100,000,000 or more ...... | 27 | 395 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1005 | 1012 | 812614 | 95439 | 22718 | 2688 | 202801 | 46287 | 171521 |

See footnotes at end of table.

Table 4．Sales Size of Firms：1997－Con．



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| 421 | MERCHANT <br> WHOLESALERS－Con． <br> Wholesale trade，durable <br> goods－Con． |

4214502 Dental equipment \＆supplies whsle
All firms ．．．．．．．．．．
Firms operated for the entire
$\mid$
 Firms with sale ．．．．．．．．．． Firms with
irms with sales of $\$ 250,000$ to $\$ 499,999 .$.
irms with sales of \＄500，000 to $\$ 999,999$ ．．
to $\$ 2,499,999$
Firms with sales of $\$ 2,500,000$
to $\$ 4,999,999$
irms with sales of $\$ 5,000,000$ to \＄9，999，999 ．．．
$\$ 10,000,000$ to $\$ 24,999,999$ irms with sales of
\＄25，000，000 to \＄49，999，999 Firms with sales of
$\$ 50,000,000$ to $\$ 99,999,999$
Firms with sales of
Firms with sales of
$\$ 100,000,000$ or more.... ．

42146

 ．．．．．． $\ldots$
 $\$ 250,000 \ldots$
Firms with sale
to $\$ 499,999$
Firms with sales of $\$ 50 . \ldots$ to \＄999，999
irms with sales of $\$ 1,000,000$
Firms with sales of $\$ 2,500,000$ to \＄4，999，999
irms with sales of $\$ 5,000,000$ to \＄9，999，999 ．
Firms with sales of
$\$ 10,000,000$ to $\$ 24,999,999$ ． Firms with sales of
$\$ 25,000,000$ to $\$ 49,999,999$ Firms with sales of
\＄50，000，000 to \＄99，999，999
$\$ 100,000$ sales of
$\$ 100,000,000$ or more ．．．．．

year ．．．．．．．．．．．．．．．．．．．．．．．．．．
421460

42149


| $\stackrel{\rightharpoonup}{\circ}$ | の | $\stackrel{\rightharpoonup}{\circ}$ | N | － | $\stackrel{\square}{+}$ | $\stackrel{\rightharpoonup}{0}$ | N | $\stackrel{\rightharpoonup}{\infty}$ | จ | No | $\begin{aligned} & \text { + } \\ & \text { N } \end{aligned}$ | $\stackrel{\rightharpoonup}{\omega}$ | ज̆ | の | $\stackrel{\rightharpoonup}{\circ}$ | N | $\infty$ | $\stackrel{\circ}{+}$ | $\stackrel{\rightharpoonup}{6}$ | N | $\stackrel{\rightharpoonup}{\infty}$ | － | N | $\begin{aligned} & \text { + } \\ & \text { N } \end{aligned}$ | $\begin{aligned} & \text { 山- } \\ & \text { - } \end{aligned}$ | $\stackrel{\infty}{\circ}$ | の | a | $\pm$ | $\stackrel{\sim}{\sim}$ | $\stackrel{\text { ¢ }}{ }$ | 88 | $\stackrel{\rightharpoonup}{\omega}$ | $\varnothing$ | $\stackrel{\rightharpoonup}{\text { ® }}$ | $\stackrel{\rightharpoonup}{\circ}$ | ® | N్ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\stackrel{\rightharpoonup}{\circ}$ | ${ }^{\omega}$ | ${ }^{\omega}$ | 8 | N | 三 | $\stackrel{\rightharpoonup}{\text { A }}$ | $\stackrel{N}{ \pm}$ | $\stackrel{\rightharpoonup}{\infty}$ | ञ | No | $\stackrel{\rightharpoonup}{\omega}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\mathrm{M}} \\ & \hline \end{aligned}$ | $\stackrel{\rightharpoonup}{\circ}$ | ${ }^{\omega}$ | $\omega$ | 8 | N | $\pm$ | $\stackrel{\rightharpoonup}{\text { A }}$ | $\stackrel{N}{ \pm}$ | $\stackrel{\rightharpoonup}{\infty}$ | －े | N | $\begin{aligned} & \stackrel{\rightharpoonup}{\omega} \\ & \hline \mathbf{\omega} \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\mathrm{M}} \\ & \text { n } \end{aligned}$ | $\otimes^{\circ}$ | \} | $\stackrel{\text {－}}{ }$ | N | ＋ | ${ }_{\infty}$ | $\stackrel{\square}{\square}$ | ज | $\varnothing$ | $\stackrel{\rightharpoonup}{\text { a }}$ | ご | ¢ | $\stackrel{\ominus}{\bullet}$ |
| $\begin{aligned} & \vec{\rightharpoonup} \\ & \dot{\infty} \\ & \text { স } \\ & \underset{M}{n} \end{aligned}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \infty \\ & \stackrel{\infty}{N} \\ & \stackrel{+}{\infty} \\ & \underset{\infty}{2} \end{aligned}$ | $\begin{aligned} & \vec{\rightharpoonup} \\ & \stackrel{\rightharpoonup}{\nabla} \\ & \infty \\ & \underset{y}{0} \end{aligned}$ | $\begin{aligned} & \text { oे } \\ & \text { 人 } \\ & \text { oै } \end{aligned}$ | $\begin{aligned} & \text { } \\ & + \\ & \stackrel{ }{+} \\ & \sim \\ & + \end{aligned}$ | $\nabla$ | $\bigcirc$ | $\begin{aligned} & \text { 9 } \\ & \stackrel{\rightharpoonup}{\circ} \end{aligned}$ | $\begin{aligned} & \text { + } \\ & N \\ & \underset{V}{v} \end{aligned}$ | or 0 0 0 O O | $\begin{aligned} & \sim \\ & \stackrel{v}{\omega} \\ & \omega \\ & \mathbf{N} \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{+} \\ & \underset{\sim}{\prime} \\ & \underset{\sim}{\prime} \end{aligned}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \infty \\ & 0 \\ & N \\ & \stackrel{\infty}{\infty} \\ & \stackrel{\infty}{\infty} \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\vec{~}} \\ & \stackrel{\rightharpoonup}{0} \\ & \stackrel{\infty}{V} \end{aligned}$ | $\begin{aligned} & \text { oै } \\ & \text { ㄱ } \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\infty} \\ & \stackrel{1}{N} \\ & \underset{\sim}{n} \end{aligned}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \text { O } \\ & \stackrel{\rightharpoonup}{\square} \end{aligned}$ | $\begin{aligned} & \text { W } \\ & \text { N } \\ & \text { N } \end{aligned}$ | or O 0 0 O O |  | $\begin{aligned} & \stackrel{\rightharpoonup}{\bullet} \\ & \text { M } \\ & \infty \end{aligned}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \underset{\sim}{\omega} \\ & \underset{\propto}{\infty} \\ & \underset{\infty}{\infty} \end{aligned}$ | $\begin{aligned} & \omega \\ & \text { + } \\ & \text { N } \\ & \text { NO } \end{aligned}$ | $\begin{aligned} & \text { N} \\ & \text { N } \\ & \text { W్ర } \end{aligned}$ | $\begin{aligned} & \text { N} \\ & \text { O } \\ & \text { W } \\ & \text { A } \end{aligned}$ | $\begin{aligned} & \text { N } \\ & \text { O } \\ & \text { O } \\ & \text { N } \end{aligned}$ | $\begin{aligned} & \text { J } \\ & \omega \\ & \infty \\ & \infty \end{aligned}$ | $\begin{aligned} & \omega \\ & \omega \\ & \omega \\ & \stackrel{\rightharpoonup}{6} \end{aligned}$ | N | $\begin{aligned} & \omega \\ & \infty \\ & \underset{\sim}{\infty} \\ & \omega \\ & \stackrel{\omega}{N} \end{aligned}$ | $\begin{aligned} & \omega \\ & \text { w } \\ & \underset{\omega}{\infty} \\ & \text { O } \end{aligned}$ |
| 寺 | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \varnothing \\ & \stackrel{\rightharpoonup}{\infty} \\ & \infty \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\mathrm{V}} \\ & \stackrel{\sim}{\infty} \\ & \stackrel{N}{N} \end{aligned}$ | $\begin{aligned} & \vec{N} \\ & \text { O} \\ & \text { M } \end{aligned}$ | $\begin{aligned} & \stackrel{\infty}{N} \\ & \stackrel{\rightharpoonup}{\bullet} \end{aligned}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\omega} \\ & \stackrel{\rightharpoonup}{G} \end{aligned}$ | $\begin{aligned} & \infty \\ & \phi \\ & \hline 8 \end{aligned}$ | $\begin{aligned} & \underset{~}{~} \\ & \text { N } \\ & \underset{\sim}{n} \end{aligned}$ | $\begin{aligned} & \text { か్ } \\ & \text { U } \\ & \text { én } \end{aligned}$ | $\begin{gathered} \vec{N} \\ \stackrel{\rightharpoonup}{\omega} \end{gathered}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \infty \\ & \infty \\ & \stackrel{+}{\infty} \\ & \hline \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{2} \\ & \stackrel{\omega}{\infty} \\ & \text { N } \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{v} \\ & \stackrel{O}{G} \end{aligned}$ | $\begin{aligned} & \infty \\ & N \\ & \stackrel{\rightharpoonup}{\bullet} \end{aligned}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\omega} \\ & \stackrel{\rightharpoonup}{G} \end{aligned}$ | $\begin{aligned} & \infty \\ & \varrho \\ & \hline 8 \end{aligned}$ | $\begin{aligned} & \text { Y } \\ & \text { N } \\ & \underset{\sim}{n} \end{aligned}$ | $\begin{aligned} & \text { 义్ట } \\ & \text { ث्ర } \end{aligned}$ | $\begin{aligned} & \mathrm{N} \\ & \stackrel{\mathrm{~V}}{0} \end{aligned}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \infty \\ & \infty \\ & \text { of } \\ & 0 \end{aligned}$ | $\begin{aligned} & \text { G } \\ & \text { O } \end{aligned}$ | $\begin{aligned} & \omega \\ & \text { W } \\ & \text { O్ట } \end{aligned}$ | $\begin{aligned} & N \\ & \infty \\ & \omega \\ & \hline \end{aligned}$ | $\begin{aligned} & \omega \\ & 0 \\ & 0 \\ & 0 \\ & \hline \end{aligned}$ | $\begin{aligned} & \vec{~} \\ & \text { N} \\ & \text { N } \\ & \hline \end{aligned}$ | $\nu$ <br> $\stackrel{0}{0}$ | Or <br> 8 | ¢ <br> N <br> O | CH － V |
| N <br> 0 | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & N \\ & \omega \\ & \underset{\beth}{\square} \end{aligned}$ | $\begin{aligned} & \text { W } \\ & \text { O } \\ & \text { N } \end{aligned}$ | $\begin{aligned} & \text { N} \\ & \text { N } \\ & \text { N } \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\circ} \\ & \stackrel{\circ}{9} \end{aligned}$ | $\square$ | $\bigcirc$ | $\begin{aligned} & \omega \\ & \underset{\sim}{\omega} \end{aligned}$ | $\begin{aligned} & N \\ & \text { o } \\ & \text { v } \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{1} \\ & \stackrel{y}{\circ} \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\perp} \\ & \stackrel{\rightharpoonup}{\sigma} \end{aligned}$ | N <br> 0 | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & N \\ & \omega \\ & \xrightarrow{\prime} \end{aligned}$ | $\begin{aligned} & \text { w } \\ & \text { N } \\ & \underset{\infty}{2} \end{aligned}$ | $\begin{aligned} & \text { N } \\ & \text { N } \end{aligned}$ | $\stackrel{\rightharpoonup}{\bullet}$ $\stackrel{8}{-}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \omega \\ & \underset{\sim}{\omega} \end{aligned}$ | $\begin{aligned} & \text { N } \\ & \text { B } \end{aligned}$ | $\infty$ $\stackrel{+}{*}$ $\stackrel{y}{*}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{+} \\ & \stackrel{\rightharpoonup}{\text { 人 }} \end{aligned}$ | $\begin{aligned} & \infty \\ & \infty \\ & \infty \end{aligned}$ | $\bigcirc$ | $\bigcirc$ | $\begin{aligned} & \stackrel{\rightharpoonup}{0} \\ & \stackrel{0}{0} \\ & \hline \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{\omega} \\ & \text { og } \\ & \text { W } \end{aligned}$ | $\begin{aligned} & V \\ & \text { y } \end{aligned}$ | $\begin{aligned} & \infty \\ & 0 \\ & 0 \\ & \infty \end{aligned}$ | $\begin{aligned} & \infty \\ & \underset{\perp}{\perp} \end{aligned}$ | $\begin{aligned} & \mathrm{N} \\ & \text { 侖 } \end{aligned}$ | $\stackrel{\rightharpoonup}{\infty}$ | ＋ | $\stackrel{\rightharpoonup}{N}$ $\stackrel{\rightharpoonup}{N}$ N | N － － |


（number）

|  | Paid <br> employees <br> for pay |
| ---: | ---: |
| period |  |
| payroll | Mncludi <br> March <br> （number） |
| 1,000$)$ |  |


| Paid |
| ---: | ---: | ---: | ---: |
| for pes |
| period |$\quad$| Operating |
| ---: |
| including |
| March 12 |
| （number） |$\quad$| End－of－1996 |
| ---: |
| inventories |
| $(\$ 1,000)$ |

？

$\rightarrow$

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42149 | Other professional equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2090 | 2350 | 8745477 | 1105863 | 260762 | 28627 | 2253535 | 1107130 | 1154100 |
|  | Firms operated for the entire year | 1881 | 2141 | 8665074 | 1089262 | 255232 | 27946 | 2225357 | 1100911 | 1135758 |
|  | Firms with sales less than $\$ 250,000 \ldots . . . . . . . . . . . .$. | 331 | 331 | 42307 | 9738 | 2330 | 613 | 18866 | 5839 | 5832 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 262 | 263 | D | D | D | $f$ | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 350 | 356 | 248592 | 45561 | 10764 | 1714 | 92590 | 31324 | 32166 |
|  | Firms with sales of $\$ 1,000,000$ $\text { to } \$ 2,499,999$ | 453 | 475 |  | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 225 | 253 | 793446 | 129497 | 29261 | 3602 | 253706 | 94870 | 101846 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 133 | 179 | 890562 | 141430 | 33286 | 3875 | 269865 | 107170 | 110866 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 82 | 111 | D | D | D | h | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999. | 24 | 56 | 816564 | 116607 | 27906 | 2623 | 231408 | 158561 | 152233 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 10 | 18 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 11 | 99 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 209 | 209 | 80403 | 16601 | 5530 | 681 | 28178 | 6219 | 18342 |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2090 | 2350 | 8745477 | 1105863 | 260762 | 28627 | 2253535 | 1107130 | 1154100 |
|  | Firms operated for the entire year | 1881 | 2141 | 8665074 | 1089262 | 255232 | 27946 | 2225357 | 1100911 | 1135758 |
|  | Firms with sales less than \$250,000 | 1881 331 | 2141 331 | 42307 | 1 9738 | 2330 | 27 613 | 28866 | 5839 | 5832 |
|  | Firms with sales of \$250,000 to \$499,999 | 262 | 263 | D | D | D | 613 | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 350 | 356 | 248592 | 45561 | 10764 | 1714 | 92590 | 31324 | 32166 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 453 | 475 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 225 | 253 | 793446 | 129497 | 29261 | 3602 | 253706 | 94870 | 101846 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 133 | 179 | 890562 | 141430 | 33286 | 3875 | 269865 | 107170 | 110866 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 82 | 111 | D | D | D | h | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 24 | 56 | 816564 | 116607 | 27906 | 2623 | 231408 | 158561 | 152233 |
|  | \$50,000,000 to \$99,999,999. | 10 | 18 | D | D | D | g | D | D | D |
|  | Firms with sales of \$100,000,000 or more ...... | 11 | 99 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 209 | 209 | 80403 | 16601 | 5530 | 681 | 28178 | 6219 | 18342 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 382 | 397 | 1110568 | 161074 | 36464 | 5358 | 324534 | 141678 | 158867 |
|  | Firms operated for the entire year | 348 | 363 | 1102265 | 159823 | 36306 | 5315 | 321901 | 141167 | 155528 |
|  | Firms with sales less than $\$ 250,000$ | 85 | 85 | 9733 | 2158 | 521 | 158 | 3983 | 1479 | 1487 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 47 | 47 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999 | 58 | 59 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 71 | 71 | D | D | D | f | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 43 | 43 | 154521 | 19516 | 4709 | 705 | 43239 | 21047 | 24388 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 23 | 26 | 156822 | 24742 | 6424 | 681 | 55574 | 20503 | 21189 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 15 | 19 |  | D | D |  | D | D |  |
|  |  | 15 | 19 |  |  | D | 9 | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 3 | 3 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 2 | 3 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots \ldots$. | 1 | 7 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 34 | 34 | $8303$ | 1251 | 158 | 43 | 2633 | 511 | 3339 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1711 | 1953 | 7634909 | 944789 | 224298 | 23269 | 1929001 | 965452 | 995233 |
|  | Firms operated for the entire year | 1536 | 1778 | 7562809 | 929439 | 218926 | 22631 | 1903456 | 959744 | 980230 |
|  | Firms with sales less than <br> \$250,000 | 246 | 246 | 32574 | 7580 | 1809 | 455 | 14883 | 4360 | 4345 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 215 | 216 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 292 | 297 | D | D | D | g | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 382 | 404 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ | 183 | 211 | 643037 | 110353 | 24639 | 2909 | 211928 | 74325 | 77976 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 110 | 153 | 733740 | 116688 | 26862 | 3194 | 214291 | 86667 | 89677 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. Firms with sales of | 72 | 99 | D | D | D | h | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 18 | 45 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 8 | 15 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 10 | 92 | 2976012 | 221153 | 54250 | 4423 | 528152 | 375999 | 367246 |
|  | Firms not operated for the entire year $\qquad$ | 175 | 175 | 72100 | 15350 | 5372 | 638 | 25545 | 5708 | 15003 |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 8201 | r10 079 | r91 553201 | '5 595871 | r1 287325 | r146964 | 11460513 | 11240009 | 11965871 |
|  | Firms operated for the entire year | 7397 | 9245 | 90411198 | 5528811 | 1272762 | 144958 | 11321922 | 11201950 | 11797397 |
|  | Firms with sales less than \$250,000 | 823 | 825 | 112456 | 27668 | 6531 | 1646 | 51740 | 9804 | 9839 |
|  | Firms with sales of \$250,000 to \$499,999 | 758 | 759 | 276005 | 52967 | 11984 | 2462 | 103158 | 26648 | 26778 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1014 | 1019 | 731993 | 122506 | 28279 | 4869 | 240577 | 69257 | 71037 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1645 | 1663 | 2643197 | 360620 | 80377 | 11977 | 717038 | 263712 | 275634 |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 1052 | 1108 | 3725851 | 458348 | 102082 | 13110 | 885124 | 379613 | 398957 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 826 | 971 | 5800167 | 595282 | 131661 | 15478 | 1134525 | 718850 | 746927 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | Firms with sales of \$24,999,999. | 686 | 933 | 10486382 | 942145 | 210561 | 23853 | 1850772 | 1399106 | 1448963 |
|  | \$25,000,000 to \$49,999,999. | 290 | 509 | 10075744 | 705968 | 156481 | 16720 | 1421476 | 1403731 | 1512743 |
|  | \$50,000,000 to \$99,999,999. | 163 | 453 | 10997325 | 617697 | 140407 | 14590 | 1318819 | 1450358 | 1531977 |
|  | $\$ 100,000,000$ or more ...... | 140 | 1005 | 45562078 | 1645610 | 404399 | 40253 | 3598693 | 5480871 | 5774542 |
|  | Firms not operated for the entire year $\qquad$ | 804 | 834 | 1142003 | 67060 | 14563 | 2006 | 138591 | 38059 | 168474 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms | 7686 | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Firms operated for the entire year | 6950 | 8721 | 82057929 | 5341173 | 1228407 | 141090 | 10894853 | 10763673 | 11350923 |
|  | Firms with sales less than \$250,000 | 761 | 763 | 104839 | 25530 | 6036 | 1512 | 47870 | 9081 | 9127 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 717 | 718 | 261845 | 50352 | 11311 | 2335 | 97129 | 24911 | 25046 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 969 | 973 | 699340 | 117036 | 26959 | 4681 | 228899 | 65800 | 67080 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1564 | 1580 | 2513865 | 349112 | 77685 | 11623 | 688784 | 255588 | 266051 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 992 | 1046 | 3508948 | 440560 | 98076 | 12621 | 846854 | 371219 | 390120 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 785 | 927 | 5513367 | 576807 | 127509 | 15041 | 1096886 | 695627 | 722636 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 629 | 858 | 9556038 | 906247 | 202602 | 23197 | 1759741 | 1359753 | 1407253 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 262 | 480 | 9133458 | 683646 | 151358 | 16340 | 1372163 | 1360981 | 1464715 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 145 | 420 | 9806389 | 590124 | 133576 | 14182 | 1268020 | 1318032 | 1423838 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 126 | 956 | 40959840 | 1601759 | 393295 | 39558 | 3488507 | 5302681 | 5575057 |
|  | Firms not operated for the entire year $\qquad$ | 736 | 766 | 1066762 | 63850 | 13854 | 1938 | 131572 | 37752 | 162628 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151022 | Nonferrous metal sales offices-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 500 | 512 | 1436578 | 80409 | 17809 | 2163 | 163286 | - | - |
|  | Firms operated for the entire year | 414 | 426 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 92 | 92 | 12264 | 2666 | 624 | 172 | 5034 | D | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 73 | 73 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 65 | 67 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 90 | 90 | 139588 | 17794 | 3923 | 560 | 34242 | - |  |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  | 560 | 34242 | - |  |
|  | to \$4,999,999 ............. | 42 | 43 | 144678 | 15263 | 3559 | 330 | 28685 | - | - |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . . . .$. | 25 | 29 | 169522 | 7835 | 1633 | 170 | 14562 | - |  |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 14 | 16 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 9 | 10 | D | D | D | b | D | D | D |
|  | Firms with sales of | 3 | 5 |  |  |  |  |  |  |  |
|  | \$50,000, 000 to \$99,999,999 . <br> Firms with sales of | 3 | 5 | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 86 | 86 | D | D | D | b | D | D | D |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 522 | r592 | '8 428510 | r190 848 | r45 064 | 「3936 | 434088 | 438584 | 452320 |
|  | Firms operated for the entire year | 454 | 524 | 8353269 | 187638 | 44355 | 3868 | 427069 | 438277 | 446474 |
|  | Firms with sales less than \$250,000 | 62 | 62 | 7617 | 2138 | 495 | 134 | 3870 | 723 | 712 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 42 | 42 | 14506 | 2635 | 675 | 131 | 6189 | 1787 | 1784 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999............. | 45 | 46 | 32653 | 5470 | 1320 | 188 | 11678 | 3457 | 3957 |
|  | to \$2,499,999 . | 81 | 83 | 129332 | 11508 | 2692 | 354 | 28254 | 8124 | 9583 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 60 | 62 | 216903 | 17788 | 4006 | 489 | 38270 | 8394 | 8837 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 42 | 45 | 292311 | 18796 | 4234 | 442 | 38371 | 26079 | 27235 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 57 | 74 | 924833 | 35577 | 7877 | 651 | 90299 | 36497 | 38766 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 30 | 35 | 1009636 | 24956 | 5778 | 447 | 61200 | 48923 | 57685 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 19 | 35 | 1276308 | 28543 | 7062 | 425 | 51923 | 134722 | 111554 |
|  | $\$ 100,000,000$ or more ...... | 16 | 40 | 4449170 | 40227 | 10216 | 607 | 97015 | 169571 | 186361 |
|  | Firms not operated for the entire year $\qquad$ | 68 | 68 | 75241 | 3210 | 709 | 68 | 7019 | 307 | 5846 |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 522 | r592 | '8428 510 | r190 848 | r45 064 | 「3936 | 434088 | 438584 | 452320 |
|  | Firms operated for the entire year | 454 | 524 | 8353269 | 187638 | 44355 | 3868 | 427069 | 438277 | 446474 |
|  | Firms with sales less than <br> \$250,000 | 62 | 62 | 7617 | 2138 | 495 | 134 | 3870 | 723 | 712 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 42 | 42 | 14506 | 2635 | 675 | 131 | 6189 | 1787 | 1784 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999............. | 45 | 46 | 32653 | 5470 | 1320 | 188 | 11678 | 3457 | 3957 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 81 | 83 | 129332 | 11508 | 2692 | 354 | 28254 | 8124 | 9583 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 60 | 62 | 216903 | 17788 | 4006 | 489 | 38270 | 8394 | 8837 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 42 | 45 | 292311 | 18796 | 4234 | 442 | 38371 | 26079 | 27235 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 57 | 74 | 924833 | 35577 | 7877 | 651 | 90299 | 36497 | 38766 |
|  | \$25,000,000 to \$49,999,999. | 30 | 35 | 1009636 | 24956 | 5778 | 447 | 61200 | 48923 |  |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 19 | 35 | 1276308 | 28543 | 7062 | 425 | 51923 | 134722 | 111554 |
|  | $\$ 100,000,000$ or more ...... | 16 | 40 | 4449170 | 40227 | 10216 | 607 | 97015 | 169571 | 186361 |
|  | Firms not operated for the entire year $\qquad$ | 68 | 68 | 75241 | 3210 | 709 | 68 | 7019 | 307 | 5846 |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |  |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




[^247]Table 4. Sales Size of Firms: 1997-Con.




[^248]Table 4. Sales Size of Firms: 1997-Con.



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| $\mathbf{4 2 1}$ | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable <br> goods-Con. |

421620 Electrical appliance,
$\left\lvert\, \begin{array}{r}\text { television \& radio set whsle } \\ \text { All firms } \ldots \ldots \ldots \ldots . . \\ \text { Firms operated for the entire }\end{array}\right.$.
 F250,000.
to \$499,999 $\$ 250,000$ Firms with sales
to \$999,999 Firms with sales of $\$ 1,000,000$ to \$2,499,999.
to \$4,999,999
Firms with sales of $\$ 5,000,000$ to \$9,999,999 ...
$\$ 10,000,000$ to $\$ 24,999,999$ Firms with sales of
$\$ 25,000,000$ to $\$ 49,999,999$ Firms with sales of
$\$ 50,000,000$ to $\$ 99,999,999$
Firms with sales
$\$ 100,000$ wales of
$\$ 100,000,000$ or more ......
42169
Firms not operated for the entire
year $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$
Other electronic parts \&





421690

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4216901 | Communications equipment \& supplies whsle-Con. <br> All firms | 5339 | 6722 | 36812342 | 4566622 | 1092431 | 98210 | 8446176 | 3042985 | 3439839 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year . ......................... | 4595 | 5934 | 35603114 | 4376982 | 1038640 | 93738 | 8093586 | 3033963 | 3348038 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 753 | 756 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 706 | 711 | D | D | D | h | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 829 | 847 | 594774 | 137218 | 31837 | 4964 | 244453 | 49567 | 50121 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1047 | 1091 | D | D | D | j | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 551 | 649 | D | D | D | j | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 304 | 391 | 2116065 | 356692 | 81759 | 8354 | 614739 | 180183 | 193282 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 238 | 364 | 3553174 | 542081 | 118780 | 11336 | 958112 | 337372 | 387370 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 82 | 212 | 2719783 | 299983 | 68324 | 6460 | 588347 | 233987 | 244972 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 39 |  | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 46 | 829 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 744 | 788 | 1209228 | 189640 | 53791 | 4472 | 352590 | 9022 | 91801 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6724 | 8531 | 67454834 | 4761423 | 1089061 | 102282 | 9657236 | 5837022 | 6375089 |
|  | Firms operated for the entire year .......................... | 5803 | 7605 | 66203727 | 4676462 | 1071382 | 100268 | 9487117 | 5806087 | 6142159 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 867 | 867 | 116606 | 30868 | 7516 | 1675 | 54432 | 14731 | 14903 |
|  | Firms with sales of $\$ 250,000$ to \$499 999 | 772 | 776 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 <br> to \$999,999 | 930 | 942 | 677086 | 127075 | 28220 | 4136 | 236070 | 70042 | 72239 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............ | 1247 | 1298 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 740 | 795 | 2609416 | 359995 | 79925 | 9526 | 682348 | 293211 | 305804 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 562 | 657 | 3958381 | 477347 | 103322 | 11113 | 890050 | 380021 | 408442 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 392 | 604 | 5768872 | 584054 | 130444 | 13552 | 1142015 | 623896 | 653304 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 141 | 293 | 4973607 | 416280 | 98048 | 9094 | 815801 | 552010 | 592916 |
|  | \$50,000,000 to \$99,999,999. | 64 | 205 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 88 | 1168 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 921 | 926 | 1251107 | 84961 | 17679 | 2014 | 170119 | 30935 | 232930 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 12420 | 17533 | 57253744 | 6391596 | 1466209 | 186312 | 12167748 | 8709596 | 9185806 |
|  | Firms operated for the entire year | 11072 | 16159 | 56437248 | 6287589 | 1445444 | 182799 | 11966321 | 8666091 | 8973887 |
|  | Firms with sales less than \$250,000 . . . . . . . ............ | 1550 | 1552 | 218616 | 48092 | 11133 | 2800 | 91682 | 38679 | 39217 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 1527 | 1528 | 552223 | 103035 | 23720 | 4728 | 201573 | 90388 | 92400 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 1850 | 1869 | 1322456 | 237467 | 54281 | 9140 | 456855 | 210578 | 215044 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 2588 | 2665 | 4133798 | 662114 | 150155 | 21261 | 1238756 | 612713 | 639863 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1518 | 1777 | 5348056 | 794755 | 179943 | 23091 | 1476686 | 785914 | 825882 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 1044 | 1585 | 7289781 | 1013390 | 227740 | 27154 | 1869274 | 1110052 | 1160923 |
|  | Firms with sales of | 662 |  | 10080205 |  |  |  | 2328373 |  |  |
|  | $\$ 10,000,000$ to \$24,999,999. Firms with sales of | 662 | 1466 | 10080205 | 1254326 | 282766 | 33027 | 2328373 | 1562139 | 1614482 |
|  | \$25,000,000 to \$49,999,999. | 170 | 687 | 5786666 | 629465 | 144929 | 15952 | 1228427 | 983746 | 1001878 |
|  | \$50,000,000 to \$99,999,999. | 108 | 923 | 7437450 | 681775 | 159932 | 18429 | 1376019 | 1321293 | 1337038 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 55 | 2107 | 14267997 | 863170 | 210845 | 27217 | 1698676 | 1950589 | 2047160 |
|  | Firms not operated for the entire year $\qquad$ | 1348 | 1374 | 816496 | 104007 | 20765 | 3513 | 201427 | 43505 | 211919 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42171 | Hardware whsle <br> All firms | 6288 | 8170 | 28781646 | 3292606 | 751220 | 99338 | 6261960 | 4524746 | 4826428 |
|  | Firms operated for the entire year |  |  |  |  |  |  |  |  |  |
|  | year. $\qquad$ \$250,000 <br> Firms with sales of $\$ 250,000$ | 5708 832 | 7580 833 | 28394116 D | 3244140 D | 739441 D | 97405 9 | 6168894 D | 4490345 D | 4708480 D |
|  | Firms with sales of $\$ 250,000 . .$. | 849 | 850 | 306730 | 55150 | 12790 | 2585 | 108252 | 56611 | 57649 |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 967 | 976 | 686301 | 121578 | 27703 | 4756 | 235896 | 125762 | 128583 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1299 | 1335 | 2070704 | 350123 | 79107 | 11395 | 664086 | 342268 | 356317 |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 775 | 874 | 2713098 | 417996 | 93204 | 12526 | 780172 | 430190 | 452976 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 \ldots \ldots \ldots \ldots \ldots \end{aligned}$ | 535 | 769 | 3767513 | 551960 | 123905 | 14855 | 1023719 | 616079 | 646724 |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 . | 306 | 599 | 4663695 | 636075 | 141385 | 17375 | 1178624 | 777347 | 809797 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 75 | 256 | 2520509 | 291179 | 65129 | 7695 | 594885 | 417539 | 437167 |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 45 | 303 | 3035748 | 310034 | 73201 | 9186 | 639268 | 580096 | 604068 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 25 | 785 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 580 | 590 | 387530 | 48466 | 11779 | 1933 | 93066 | 34401 | 117948 |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 6288 | 8170 | 28781646 | 3292606 | 751220 | 99338 | 6261960 | 4524746 | 4826428 |
|  | Firms operated for the entire year | 5708 | 7580 | 28394116 | 3244140 | 739441 | 97405 | 6168894 | 4490345 | 4708480 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 832 | 833 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999. | 849 | 850 | 306730 | 55150 | 12790 | 2585 | 108252 | 56611 | 57649 |
|  | Firms with sales of $\$ \mathbf{5 0 0} 0,000$ to \$999,999 | 967 | 976 | 686301 | 121578 | 27703 | 4756 | 235896 | 125762 | 128583 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1299 | 1335 | 2070704 | 350123 | 79107 | 11395 | 664086 | 342268 | 356317 |
|  | Firms with sales of $\$ 2,500,000$ to \$4 999.999 | 775 | 874 | 2713098 | 417996 | 93204 | 12526 | 780172 | 430190 | 452976 |
|  | Firms with sales of \$ 100000000 | 775 | 874 | 2713098 | 417996 | 93204 | 125 | 780 | 430190 | 452 |
|  | to \$9,999,999 . . . . . . . . . . Firms with sales of | 535 | 769 | 3767513 | 551960 | 123905 | 14855 | 1023719 | 616079 | 646724 |
|  | \$10,000,000 to \$24,999,999. | 306 | 599 | 4663695 | 636075 | 141385 | 17375 | 1178624 | 777347 | 809797 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 75 | 256 | 2520509 | 291179 | 65129 | 7695 | 594885 | 417539 | 437167 |
|  | Firms with sales of $\$ 50,000,000$ to \$99, 999,999 | 45 | 303 | 3035748 | 310034 | 73201 | 9186 | 639268 | 580096 | 604068 |
|  | Firms with sales of \$100,000,000 or more | 25 | 785 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 580 | 590 | 387530 | 48466 | 11779 | 1933 | 93066 | 34401 | 117948 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms <br> Firms operated for the entire year | 2587 | 3261 | 10850765 | 1133400 | 263937 | 33270 | 2206346 | 1516634 | 1625338 |
|  |  | 2150 | 2818 | 10602739 | 1106673 | 258109 | 32244 | 2152608 | 1503876 | 1557913 |
|  | Firms with sales less than \$250,000 | 315 | 315 | 43407 | 9824 | 2326 | 553 | 17830 | 6792 | 7087 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 266 | 266 | 97381 | 17307 | 3980 | 816 | 35189 | 14823 | 15104 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 375 | 380 | 270093 | 45336 | 10334 | 1787 | 89419 | 38053 | 38339 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 513 | 524 | 814785 | 112233 | 25650 | 3648 | 213118 | 117915 | 124241 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 278 | 325 | 987105 | 131490 | 31324 | 3980 | 255712 | 140640 | 145222 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 193 | 266 | 1353197 | 162243 | 37965 | 4562 | 304176 | 199546 | 215275 |
|  | Firms with sales of |  | 266 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 138 | 257 | 2202663 | 239056 | 55871 | 6068 | 446626 | 326940 | 344117 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 37 | 152 | 1294858 | 122392 | 28966 | 3367 | 240764 | 206397 | 211720 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 25 | 128 | D | D | D | h | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 10 | 205 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 437 | 443 | 248026 | 26727 | 5828 | 1026 | 53738 | 12758 | 67425 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 2587 | 3261 | 10850765 | 1133400 | 263937 | 33270 | 2206346 | 1516634 | 1625338 |
|  | Firms operated for the entire year | 2150 | 2818 | 10602739 | 1106673 | 258109 | 32244 | 2152608 | 1503876 | 1557913 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . . . . . . . .$. | 315 | 315 | 43407 | 9824 | 2326 | 553 | 17830 | 6792 | 7087 |
|  | Firms with sales of \$250,000 to $\$ 499,999 \ldots . . . . . . . . .$. | 266 | 266 | 97381 | 17307 | 3980 | 816 | 35189 | 14823 | 15104 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 375 | 380 | 270093 | 45336 | 10334 | 1787 | 89419 | 38053 | 38339 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 513 | 524 | 814785 | 112233 | 25650 | 3648 | 213118 | 117915 | 124241 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . . . .$. | 278 | 325 | 987105 | 131490 | 31324 | 3980 | 255712 | 140640 | 145222 |
|  | Firms with sales of $\$ 5,000,000$ <br> to \$9,999,999 | 193 | 266 | 1353197 | 162243 | 37965 | 4562 | 304176 | 199546 | 215275 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 138 | 257 | 2202663 | 239056 | 55871 | 6068 | 446626 | 326940 | 344117 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 37 | 152 | 1294858 | 122392 | 28966 | 3367 | 240764 | 206397 | 211720 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 25 | 128 | D | D | D | h | D | D | D |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 10 | 205 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 437 | 443 | 248026 | 26727 | 5828 | 1026 | 53738 | 12758 | 67425 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 2769 | 4744 | 14185407 | 1559234 | 359093 | 42511 | 2937087 | 2136446 | 2184385 |
|  | Firms operated for the entire year . | 2510 | 4473 | 14044077 | 1543239 | 355485 | 41939 | 2903051 | 2127188 | 2153237 |
|  | $\begin{aligned} & \text { Firms with sales less than } \\ & \$ 250,000 . . . . . . . . . . . . . . \end{aligned}$ | 295 | 295 | 41787 | 9809 | 2321 | 545 | 19076 | 6036 | 5956 |
|  | Firms with sales of \$250,000 to $\$ 499,999 \ldots . . . . . . . . . .$. | 305 | 305 | 109517 | 21853 | 4938 | 977 | 41909 | 14081 | 14462 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 387 | 394 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 621 | 642 | 1001664 | 157831 | 35809 | 4932 | 287835 | 124348 | 130313 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . .$. | 375 | 471 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 250 | 404 | 1704941 | 227504 | 50433 | 5746 | 420172 | 233032 | 236009 |
|  | Firms with sales of | 250 | 404 | 1 | 227504 | 50 | 5 | 420 | 233032 | 236 |
|  | \$10,000,000 to \$24,999,999. | 175 | 477 | 2589730 | 293174 | 66499 | 7382 | 545145 | 352780 | 349231 |
|  | Firms with sales of <br> \$25,000,000 to \$49,999,999 . | 55 | 315 | 1896160 | 207769 | 48252 | 4815 | 374631 | 329165 | 319068 |
|  | \$50,000,000 to \$99,999,999. | 31 | 296 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 16 | 874 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 259 | 271 | 141330 | 15995 | 3608 | 572 | 34036 | 9258 | 31148 |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2769 | 4744 | 14185407 | 1559234 | 359093 | 42511 | 2937087 | 2136446 | 2184385 |
|  | Firms operated for the entire year | 2510 | 4473 | 14044077 | 1543239 | 355485 | 41939 | 2903051 | 2127188 | 2153237 |
|  | Firms with sales less than $\qquad$ | 295 | 295 | 41787 | 9809 | 2321 | 545 | 19076 | 6036 | 5956 |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 305 | 305 | 109517 | 21853 | 4938 | 977 | 41909 | 14081 | 14462 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 387 | 394 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$............. | 621 | 642 | 1001664 | 157831 | 35809 | 4932 | 287835 | 124348 | 130313 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 375 | 471 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 250 | 404 | 1704941 | 227504 | 50433 | 5746 | 420172 | 233032 | 236009 |
|  | Firms with sales of $\$ 10,000000$ to $\$ 24,999,999$ |  |  | $2589730$ | 293174 |  |  | 545145 | 352780 |  |
|  | \$10,000,000 to \$24,999,999. |  |  | 2589730 | 293174 |  |  | 545145 |  |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 55 | 315 | 1896160 | 207769 | 48252 | 4815 | 374631 | 329165 | 319068 |
|  | \$50,000,000 to \$99,999,999. | 31 | 296 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 16 | 874 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 259 | 271 | 141330 | 15995 | 3608 | 572 | 34036 | 9258 | 31148 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3421 | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Firms operated for the entire year ........................... | 3057 | 4395 | 31293078 | 3089912 | 731165 | 77079 | 5696491 | 9182125 | 9986845 |
|  | $\begin{aligned} & \text { Firms with sales less than } \\ & \$ 250,000 \ldots \ldots \ldots \ldots \ldots \ldots . . \end{aligned}$ | 300 | 300 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 310 | 311 | D | D | D | f | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 461 | 465 | 336575 | 51799 | 11548 | 2014 | 106566 | 68786 | 71784 |
|  | Firms with sales of $\$ 1,000,000$ $\text { to } \$ 2,499,999 \ldots . . . . . . . .$ | 625 | 636 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 463 | 517 | 1648443 | 203687 | 46448 | 5718 | 393626 | 364185 | 377952 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$.............. | 371 | 475 | 2581180 | 291002 | 63117 | 7380 | 566467 | 599348 | 639031 |
|  | \$10,000,000 to \$24,999,999. | 291 | 566 | 4479788 | 464881 | 106442 | 11539 | 904678 | 1232840 | 1378487 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 107 | 351 | 3732068 | 359921 | 86517 | 8761 | 678856 | 1142221 | 1233918 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 64 | 330 | 4623505 | 437447 | 105374 | 10329 | 758875 | 1545701 | 1724143 |
|  | Firms with sales of $\$ 100,000,000$ or more | 65 | 444 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 364 | 368 | 268214 | 20822 | 3440 | 495 | 44337 | 9168 | 94621 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3421 | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Firms operated for the entire year | 3057 | 4395 | 31293078 | 3089912 | 731165 | 77079 | 5696491 | 9182125 | 9986845 |
|  | Firms with sales less than $\$ 250,000$ | 300 | 300 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 310 | 311 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 461 | 465 | 336575 | 51799 | 11548 | 2014 | 106566 | 68786 | 71784 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 625 | 636 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 463 | 517 | 1648443 | 203687 | 46448 | 5718 | 393626 | 364185 | 377952 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 371 | 475 | 2581180 | 291002 | 63117 | 7380 | 566467 | 599348 | 639031 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 291 | 566 | 4479788 | 464881 | 106442 | 11539 | 904678 | 1232840 | 1378487 |
|  | Firms with sales of | 291 | 566 | 4479788 | 464881 | 106442 | 11539 | 904678 | 1232840 | 1378487 |
|  | \$25,000,000 to \$49,999,999 . | 107 | 351 | 3732068 | 359921 | 86517 | 8761 | 678856 | 1142221 | 1233918 |
|  | \$50,000,000 to \$99,999,999 . | 64 | 330 | 4623505 | 437447 | 105374 | 10329 | 758875 | 1545701 | 1724143 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 65 | 444 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 364 | 368 | 268214 | 20822 | 3440 | 495 | 44337 | 9168 | 94621 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 8143 | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |
|  | Firms operated for the entire year | 7420 | 8584 | 30048046 | 2593045 | 582089 | 94104 | 4981577 | 7956536 | 8534452 |
|  | Firms with sales less than $\$ 250,000 \text {. }$ | 903 | 903 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 854 | 854 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1130 | 1133 | 807112 | 102260 | 23748 | 5448 | 212272 | 208059 | 212343 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1622 | 1649 | 2649477 | 294072 | 67070 | 13462 | 584940 | 719231 | 743162 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1218 | 1316 | 4339378 | 426228 | 93980 | 16551 | 792254 | 1206038 | 1279252 |
|  | Firms with sales of $\$ 5,000,000$ | 1218 | 1316 | 4339378 | 426228 | 93980 |  | 792254 | 1206038 | 127925 |
|  | to \$9,999,999 . . . . . . . . . . | 970 | 1181 | 6760100 | 593772 | 132210 | 20176 | 1088462 | 1901837 | 2061499 |
|  | \$10,000,000 to \$24,999,999 . | 611 | 1064 | 9071181 | 732950 | 161603 | 22819 | 1332412 | 2430696 | 2645746 |
|  |  | 86 | 280 | 2855862 | 232982 | 53730 | 6916 | 436500 | 807964 | 869637 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 17 | 161 | 1105727 | 78849 | 18006 | 2784 | 163758 | 300889 | 324200 |
|  | $\$ 100,000,000$ or more ...... | 9 | 43 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 723 | 728 | 488559 | 41544 | 9746 | 1805 | 85039 | 37559 | 199280 |

[^249]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 8143 | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |
|  | Firms operated for the entire year | 7420 | 8584 | 30048046 | 2593045 | 582089 | 94104 | 4981577 | 7956536 | 8534452 |
|  | Firms with sales less than \$250,000 .................... | 903 | 903 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 854 | 854 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1130 | 1133 | 807112 | 102260 | 23748 | 5448 | 212272 | 208059 | 212343 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1622 | 1649 | 2649477 | 294072 | 67070 | 13462 | 584940 | 719231 | 743162 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1218 | 1316 | 4339378 | 426228 | 93980 | 16551 | 792254 | 1206038 | 1279252 |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$............... | 970 | 1181 | 6760100 | 593772 | 132210 | 20176 | 1088462 | 1901837 | 2061499 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 611 | 1064 | 9071181 | 732950 | 161603 | 22819 | 1332412 | 2430696 | 2645746 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 86 | 280 | 2855862 | 232982 | 53730 | 6916 | 436500 | 807964 | 869637 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 17 | 161 | 1105727 | 78849 | 18006 | 2784 | 163758 | 300889 | 324200 |
|  | Firms with sales of <br> $\$ 100,000,000$ or more ...... | 17 9 | 161 43 | - 1 | 78849 D | 18006 D | 2784 g | 163758 D | 300889 D | 324 D |
|  | Firms not operated for the entire year $\qquad$ | 723 | 728 | 488559 | 41544 | 9746 | 1805 | 85039 | 37559 | 199280 |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 6082 | 6789 | 21521310 | 1863969 | 418663 | 70910 | 3390688 | 6317759 | 6911632 |
|  | Firms operated for the entire year | 5589 | 6294 | D | D | D | । | D | D | D |
|  | Firms with sales less than \$250,000 | 641 | 641 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 627 | 627 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 827 | 828 | 591716 | 72665 | 16915 | 3970 | 149741 | 160434 | 163838 |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ... | 1214 | 1229 | 1994102 | 218758 | 50103 | 10264 | 426412 | 574783 | 592891 |
|  | to $\$ 4,999,999 \ldots \ldots \ldots \ldots .$. | 970 | 1044 | 3464523 | 330158 | 73595 | 13312 | 601786 | 1017520 | 1076590 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . . . .$. | 778 | 920 | 5422299 | 457169 | 101888 | 16051 | 824013 | 1611728 | 1747508 |
|  | Firms with sales of \$10,000,000 to \$24,999, 999 | 469 | 766 | 6894139 | 527956 | 115663 | 16947 | 925149 | 1994319 | 2189406 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 53 | 159 | D | D | D | h | D | D | D |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | 9 | 70 | 613690 | 40944 | 9385 | 1595 | 71052 | 226505 | 240131 |
|  | $\$ 100,000,000 \text { or more } \ldots . . \text {. }$ | 1 | 10 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 493 | 495 | D | D | D | g | D | D | D |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1547 | 1891 | 6437932 | 507832 | 112807 | 16713 | 1144687 | 1088278 | 1203779 |
|  | Firms operated for the entire year | 1390 | 1731 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 197 | 197 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 179 | 179 | 64922 | 9763 | 2249 | 554 | 21240 | 13603 | 13837 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 236 | 238 | 168527 | 22923 | 5240 | 1161 | 48978 | 36160 | 37234 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 328 | 337 | 526342 | 61863 | 14011 | 2578 | 128619 | 115633 | 121406 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 194 | 211 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999,999$ | 146 | 196 | D | D | D | h | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 82 | 197 | D | D | D | h | D | D | D |
|  | Firms with sales of <br> \$25,000,000 to \$49,999,999 . | 16 | 62 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 | 4 | 84 | 260557 | 20250 | 4255 | 619 | 54579 | 26781 |  |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 8 | 30 | 1889859 | 57240 | 14517 | 1322 | 217125 | 216767 | 231381 |
|  | Firms not operated for the entire year $\qquad$ | 157 | 160 | D | D | D | e | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| $\mathbf{4 2 1}$ | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable <br> goods-Con. |

4218203 Lawn \& garden machinery \& equipment whsle
All firms $\ldots \ldots \ldots$
Firms operated for the entire

| $\mid$ |
| :--- |

 \$250,000 ..
to $\$ 499$ with sales of $\$ 250,000$ to $\$ 499,999 . .$.
to \$999,999 Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$.
Firms with sales of $\$ 2,500,000$ to \$4,999,999
Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$...
Firms with sales of
\$10,000,000 to \$24,999,999 irms with sales of
\$25,000,000 to \$49,999,999 Firms with sales of
\$50,000,000 to \$99,999,999
irms with sales of
Firms with sales of
$\$ 100,000,000$ or more $\ldots \ldots .$.
Firms not operated for the entire
year $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots .$.
42183
equipment whsle
All firms $\ldots \ldots \ldots .$.
Firms operated for the entire $\ldots .$.

$\$ 250,000 \ldots \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 250,000$
to $\$ 499,999 \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 500,000$ to $\$ 499,999 \ldots . . . \ldots \ldots$. to $\$ 999,999 \ldots \ldots \ldots \ldots$ to \$2,499,999. Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots \ldots$
Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots$
Firms with sales of

24,999,999 $\$ 10,000,000$ to $\$ 24$
Firms with sales of \$25,000,000 to \$49,999,999 Firms with sales of
F50,000,000 to \$99,999,999
Firms with sales of
Films with sales of
$\$ 100,000,000$ or more $\ldots .$. .

$421830 \quad \begin{aligned} & \text { Industrial machinery \& } \\ & \text { equipment whsle } \\ & \text { All firms } \ldots \ldots \ldots \ldots\end{aligned}$


See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 1559 | 2019 | 6909587 | 1026999 | 235634 | 24973 | 1872287 | 761871 | 837009 |
|  | Firms operated for the entire year ........................... | 1442 | 1902 | D | D | D | j | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots . . . . . . . . . . . . . . .$. | 151 | 151 | 22923 | 5791 | 1382 | 303 | 9980 | 3239 | 3353 |
|  | Firms with sales of \$250,000 to \$499,999 | 149 | 150 | D | D | D | e | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 208 | 214 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$.............. | 367 | 385 | 600884 | 104472 | 23790 | 3088 | 187815 | 69423 | 74099 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 236 | 289 | 828713 | 133410 | 29332 | 3448 | 230890 | 99500 | 107448 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 183 | 297 | 1260112 | 193504 | 42440 | 4399 | 330188 | 152073 | 162555 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 106 | 218 | 1511582 | 211934 | 48871 | 4421 | 354512 | 156796 | 170789 |
|  | \$25,000,000 to \$49,999,999 . | 32 | 136 | 1085137 | 147199 | 35035 | 3059 | 241441 | 139232 | 143495 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 6 | 16 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more |  |  | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 117 | 117 | D | D | D | e | D | D | D |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 7351 | 8460 | 28259832 | 3404519 | 772131 | 84667 | 6537227 | 3533463 | 3820152 |
|  | Firms operated for the entire year ............................ | 6695 | 7794 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000 | 928 | 928 | 125274 | 28378 | 6813 | 1576 | 54116 | 13185 | 13130 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 869 | 869 | 319825 | 59056 | 13635 | 2484 | 116385 | 32665 | 33464 |
|  | Firms with sales of $\$ 500,000$ |  | 1166 | 310 |  |  |  |  |  |  |
|  | to \$999,999.............. | 1152 | 1166 | 836555 | 140215 | 31640 | 4974 | 274156 | 82575 | 85728 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . . .$. | 1639 | 1686 | 2616666 | 418303 | 94579 | 12485 | 785218 | 273416 | 290652 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 965 | 1094 | 3375121 | 516648 | 118450 | 13002 | 944034 | 382577 | 408855 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 635 | 848 | 4349627 | 587917 | 132771 | 13614 | 1040924 | 529921 | 548019 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 354 | 715 | 5253490 | 694978 | 157060 | 15732 | 1282189 | 701449 | 752076 |
|  | \$25,000,000 to \$49,999,999 . | 97 | 262 | 3276067 | 379870 | 89686 | 8434 | 691598 | 494067 | 506426 |
|  | Firms,000,000 to \$99,999,999. | 35 | 147 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 21 | 79 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 656 | 666 | D | D | D | g | D | D | D |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2863 | 3232 | 13925794 | 1338123 | 300153 | 29963 | 2629765 | 2155284 | 2142750 |
|  | Firms operated for the entire year | 2587 | 2956 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 377 | 377 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 353 | 353 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 422 | 423 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 546 | 551 | 869707 | 127408 | 28757 | 3 661 | 251817 | 107738 | 112574 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 366 | 391 | 1287985 | 174334 | 38586 | 4218 | 327756 | 176652 | 184034 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 255 | 298 | 1792720 | 204801 | 47720 | 4540 | 389506 | 233118 | 244642 |
|  | Firms with sales of $\$ 10,000$ oon to $\$ 24,999,999$ | 163 |  | $2458883$ | 229955 | 49978 |  | 409829 | 313389 |  |
|  | Firms with sales of | 163 | 222 | 2458883 | 229955 | 49978 | 4074 | 409829 | 313389 | 340771 |
|  | \$25,000,000 to \$49,999,999. | 68 | 148 | 2245118 | 184483 | 41357 | 3314 | 365179 | 372806 | 373943 |
|  | \$50,000,000 to \$99,999,999. | 19 | 75 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 18 | 118 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 276 | 276 | D | D | D | e | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 3388 | 4042 | 15099475 | 2069068 | 487920 | 56245 | 3544920 | 1654475 | 1743448 |
|  | Firms operated for the entire year | 3040 | 3688 | 14868083 | 2036721 | 479158 | 55150 | 3486892 | 1645085 | 1701753 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots \ldots$ | 357 | 357 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 389 | 389 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 539 | 541 | D | D | D | h | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 694 | 711 | 1146927 | 187584 | 43809 | 6288 | 343464 | 108288 | 108206 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 430 | 470 | 1509897 | 243148 | 54329 | 6474 | 431390 | 142246 | 144832 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 289 | 378 | 2055622 | 323104 | 75517 | 8441 | 552556 | 227789 | 243162 |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 . | 244 | 475 | 3801666 | 565611 | 133034 | 14323 | 924222 | 412820 | 430393 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 77 | 229 | 2614465 | 369335 | 87870 | 9142 | 615235 | 304313 | 321947 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 14 | 54 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 7 | 84 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 348 | 354 | 231392 | 32347 | 8762 | 1095 | 58028 | 9390 | 41695 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 2029 | 2688 | 7740720 | 693599 | 150488 | 18900 | 1316709 | 847083 | 989913 |
|  | Firms operated for the entire year | 1803 | 2460 | 7606882 | 681474 | 148240 | 18539 | 1294527 | 841160 | 953762 |
|  | Firms with sales less than \$250,000 | 234 | 234 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 262 | 263 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 371 | 372 | 266876 | 40527 | 9391 | 1523 | 83095 | 34874 | 36435 |
|  | Firss with sales of \$1,000,000 | 429 | 450 | 672630 |  |  |  |  |  |  |
|  | Firms with sales of $\$ 2,500,000$ | 429 | 450 | 672630 | 97269 | 21610 | 3017 | 187278 | 79801 | 84660 |
|  | to \$4,999,999 ........... | 257 | 313 | 909093 | 116912 | 23243 | 3030 | 227472 | 92104 | 106713 |
|  |  | 139 | 201 | 971542 | 113812 | 24080 | 2656 | 224361 | 102306 | 114148 |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 66 | 179 | 978728 | 101553 | 22076 | 2496 | 187233 | 117095 | 135185 |
|  | Firms with sales of |  |  |  | 101 |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 23 | 65 | 783827 | 68408 | 14415 | 1421 | 133777 | 128655 | 151026 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 14 | 108 | 957414 | 45739 | 9698 | 1014 | 82922 | 91430 | 113086 |
|  | Firms with sales of \$100,000,000 or more ...... | 8 | 275 | 1939927 | 73069 | 17991 | 2198 | 121288 | 178011 | 195249 |
|  | Firms not operated for the entire year | 226 | 228 | 133838 | 12125 | 2248 | 361 | 22182 | 5923 | 36151 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........ | 5105 | 5549 | 19252387 | 2143494 | 484421 | 50387 | 4173661 | 2582076 | 2777069 |
|  | Firms operated for the entire year ....................... Firms with sales less than | 4365 | 4806 | 18799178 | 2096069 | 475545 | 48591 | 4081733 | 2565262 | 2678270 |
|  |  | 708 | 708 | 97801 | 25333 | 6033 | 1247 | 44579 | 11763 | 11665 |
|  | $\$ 250,000 \ldots . . . . . . . . . . .$ | 581 | 581 | 211945 | 43163 | 9960 | 1707 | 82263 | 23321 | 23454 |
|  | to $\$ 499,999$. <br> to $\$ 499$, to \$999 999 | 769 | 772 | 555939 | 97577 | 21892 | 3282 | 188923 | 66650 | 67950 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1007 | 1032 | 1594547 | 248936 | 55542 | 6934 | 481262 | 188334 | 196323 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 584 | 619 | 2064240 | 293845 | 65197 | 7329 | 558276 | 259570 | 261023 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 372 | 441 | 2620238 | 338620 | 77530 | 7715 | 655237 | 323067 | 341772 |
|  | Firms with'sales of$\$ 10,000,000$ to $\$ 24,999,999$. |  |  |  |  |  |  |  |  |  |
|  |  | 216 | 332 | 3257332 | 388684 | 86854 | 8378 | 721797 | 504217 | 514179 |
|  | Firms with sales of $\$ 25,000,000$ to | 68 | 132 | 2359946 | 216184 | 51824 | 4315 | 435050 | 314009 | 340032 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. |  |  | D | D | D |  | D | D |  |
|  |  | 45 | 121 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 15 | 68 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 740 | 743 | 453209 | 47425 | 8876 | 1796 | 91928 | 16814 | 98799 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42184 | Industrial supplies whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 8764 | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Firms operated for the entire year ........................ Firms with sales less than | 7840 | 11926 | 36317472 | 4359163 | 1000824 | 120740 | 8211880 | 4425660 | 4650018 |
|  | Firms with sales less than F250,000 .................... | 971 | 971 | 137700 | 30171 | 7147 | 1752 | 55834 | 15934 | 16111 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 1016 | 1020 | 371501 | 66907 | 15464 | 3082 | 130211 | 40065 | 40360 |
|  | Firms with sales of \$500,000 to \$999,999 | 1361 | 1377 | 986080 | 159643 | 36216 | 6206 | 313764 | 111632 | 115952 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1893 | 1965 | 3066763 | 460400 | 103724 | 14816 | 866552 | 350362 | 361260 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 1170 | 1411 | 4169207 | 608338 | 137581 | 16488 | 1107423 | 500299 | 527226 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999 \ldots \ldots . . . . .$. | 767 | 1143 | 5326466 | 730242 | 161492 | 18676 | 1317669 | 657856 | 685681 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 464 | 1110 | 6954930 | 851773 | 193964 | 20170 | 1575290 | 839333 | 874847 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 124 | 535 | 4366166 | 471529 | 109420 | 11891 | 888810 | 570142 | 573948 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  |  | 47 | 411 | D | D | D | i | D | D | D |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 27 | 1983 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 924 | 942 | 571557 | 60876 | 11793 | 1712 | 117520 | 20418 | 115876 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 8764 | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Firms operated for the entire year | 7840 | 11926 | 36317472 | 4359163 | 1000824 | 120740 | 8211880 | 4425660 | 4650018 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 971 | 971 | 137700 | 30171 | 7147 | 1752 | 55834 | 15934 | 16111 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 1016 | 1020 | 371501 | 66907 | 15464 | 3082 | 130211 | 40065 | 40360 |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999.... | 1361 | 1377 | 986080 | 159643 | 36216 | 6206 | 313764 | 111632 | 115952 |
|  | to \$2,499,999 ............. | 1893 | 1965 | 3066763 | 460400 | 103724 | 14816 | 866552 | 350362 | 361260 |
|  | Firms with sales of $\$ 2,500,000$ | 1170 | 1411 | 4169207 | 608338 | 137581 | 16488 | 1107423 | 500299 | 527226 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . . . . . .$. | 767 | 1143 | 5326466 | 730242 | 161492 | 18676 | 1317669 | 657856 | 685681 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  | 1614 | 18 | 1 | 657856 | 685681 |
|  | \$10,000,000 to \$24,999,999. | 464 | 1110 | 6954930 | 851773 | 193964 | 20170 | 1575290 | 839333 | 874847 |
|  | Firss with sale so | 124 | 535 | 4366166 | 471529 | 109420 | 11891 | 888810 | 570142 | 573948 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 47 | 411 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 27 | 1983 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 924 | 942 | 571557 | 60876 | 11793 | 1712 | 117520 | 20418 | 115876 |
| 4218401 | General-line industrial supplies whsle <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 1797 | 2025 | 3940187 | 535267 | 124714 | 15671 | 970763 | 472943 | 502312 |
|  | Firms operated for the entire year ............................. Firms with sales less than | 1636 | 1863 | 3888914 | 529568 | 123297 | 15444 | 960179 | 470923 | 490439 |
|  |  | 241 | 241 | 33953 | 6771 | 1625 | 427 | 12719 | 4813 | 4603 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 272 | 272 | 100091 | 16236 | 3755 | 785 | 31461 | 11398 | 11548 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 390 | 390 | 283419 | 42906 | 10025 | 1790 | 84713 | 35436 | 37037 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 396 | 405 | 625461 | 83210 | 18626 | 2953 | 158565 | 73238 | 74633 |
|  | Firms with sales of $\$ 2,500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............. | 188 | 215 | 659650 | 87683 | 20348 | 2494 | 154883 | 75672 | 77951 |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 81 | 121 | 541518 | 73575 | 16134 | 1897 | 130465 | 73080 | 75512 |
|  | Firms with sales of $\$ 10,000,000 \text { to } \$ 24,999,999 \text {. }$ |  |  | D | D | D |  | D |  |  |
|  | Firms with sales of | 51 | 118 | D | D | D | g | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 12 | 42 | D | D | D | g | D | D | D |
|  |  | 3 | 27 | 219193 | 36223 | 8558 | 828 | 67661 | 32150 | 33651 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 2 | 32 | D | D | D | $f$ | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 161 | 162 | 51273 | 5699 | 1417 | 227 | 10584 | 2020 | 11873 |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218402 | Mechanical power transmission supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 923 | 2457 | 7883600 | 834627 | 194427 | 23497 | 1584305 | 1187548 | 1320877 |
|  | Firms operated for the entire year | 811 | 2343 | 7789233 | 825424 | 192694 | 23253 | 1567322 | 1184530 | 1298125 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 76 | 76 | 10486 | 2301 | 555 | 123 | 4133 | 1880 | 1933 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 78 | 78 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 122 | 127 | 88356 | 14919 | 3451 | 547 | 26871 | 13459 | 13617 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 212 | 232 | 347131 | 52130 | 12126 | 1646 | 98684 | 52482 | 53343 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 119 | 164 | 431212 | 63411 | 14191 | 1626 | 115291 | 77002 | 83140 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 106 | 174 | 755471 | 105794 | 22487 | 2548 | 187876 | 133550 | 138192 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 63 | 214 | 970938 | 123820 | 29099 | 3119 | 223286 | 164768 | 172645 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 17 | 78 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 10 | 55 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. . | 8 | 1145 | 3933065 | 335235 | 81161 | 10214 | 680414 | 495294 | 576262 |
|  | Firms not operated for the entire year | 112 | 114 | 94367 | 9203 | 1733 | 244 | 16983 | 3018 | 22752 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 807 | 1876 | 4238602 | 592621 | 137192 | 17627 | 1166809 | 455742 | 475267 |
|  | Firms operated for the entire year | 719 | 1782 | 4171168 | 582930 | 134716 | 17290 | 1148405 | 448047 | 464020 |
|  | Firms with sales less than \$250,000 | 80 | 80 | 12578 | 2687 | 651 | 164 | 5272 | 1464 | 1494 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 85 | 86 | D | D | D | e | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 115 | 120 | D | D | D | f | D | D | D |
|  | to $\$ 999,999 \ldots \ldots \ldots . . . . . . . .$. | 115 | 120 | D | D | D | f | D | D | D |
|  | to \$2,499,999 ............. | 165 | 188 | 265161 | 43803 | 10058 | 1446 | 85998 | 30902 | 31321 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 121 | 198 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 79 | 191 | D | D | D | h | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 52 | 219 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 11 | 98 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 7 | 149 | D | D | D | g | D | D | D |
|  | \$100,000,000 or more ...... | 4 | 453 | 1082189 | 125101 | 30849 | 3791 | 258197 | 113875 | 114736 |
|  | Firms not operated for the entire year $\qquad$ | 88 | 94 | 67434 | 9691 | 2476 | 337 | 18404 |  |  |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  | $14688$ |  | 7695 | 11247 |
|  | All firms $\qquad$ <br> Firms operated for the entire | 1347 | 1480 | 4968521 | 517474 | 111664 |  | 1004745 | 298554 | 312268 |
|  | Firms operated for the entire year Firms with sales less than | 1170 | 1303 | 4835483 | 504122 | 109276 | 14379 | 978794 | 298131 | 299910 |
|  |  | 161 | 161 | 21499 | 4983 | 1150 | 311 | 9325 | 1195 |  |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 158 | 158 | 56792 | 11591 | 2591 | 564 | 23285 | 2938 | 3021 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 197 | 197 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 274 | 274 | 443082 | 65711 | 14358 | 2172 | 122235 | 25008 | 26706 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 2,500,000 \\ & \text { to } \$ 4,999,999 \ldots \ldots \ldots \ldots \end{aligned}$ | 166 | 177 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999,999$ | 110 | 120 | D | D | D | g | D | D | D |
|  | Firms with sales of $\ldots \ldots \ldots \ldots$ |  |  |  |  |  |  | D |  |  |
|  | \$10,000,000 to \$24,999,999. | 70 | 100 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 23 | 55 | 849301 | 71566 | 16030 | 1668 | 154772 | 53812 | 56455 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 9 | 35 | 621245 | 24798 | 6135 | 733 | 51017 | 32089 | 31532 |
|  | Firms with sales of $\$ 100,000,000$ or more | 2 | 26 | D | D | D |  |  | D |  |
|  | Firms not operated for the entire year $\qquad$ | 177 | 177 | 133038 | 13352 | 2388 | 309 | 25951 | 423 | 12358 |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 928 | 1279 | 5276944 | 611403 | 140346 | 14238 | 1145035 | 799843 | 820778 |
|  | Firms operated for the entire year | 836 | 1186 | 5211388 | 604363 | 138725 | 14015 | 1133196 | 793873 | 806784 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . .$. | 64 | 64 | 9621 | 2352 | 570 | 109 | 4052 | 986 | 1029 |
|  | Firms with sales of \$250,000 to \$499,999. | 69 | 69 | 25556 | 5451 | 1295 | 208 | 10081 | 3147 | 3121 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 102 | 103 | 73992 | 11655 | 2601 | 375 | 23378 | 9710 | 9941 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 212 | 218 | 355277 | 51718 | 11368 | 1445 | 96255 | 47795 | 49054 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 144 | 166 | 521570 | 76352 | 17875 | 1867 | 134377 | 73602 | 78501 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots \ldots . .$. | 115 | 153 | 784679 | 106717 | 24363 | 2367 | 188409 | 118234 | 119261 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 89 | 185 | 1358716 | 153458 | 35335 | 3128 | 273802 | 194641 | 200430 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 27 | 98 | 953463 | 107532 | 23795 | 2437 | 207658 | 141308 | 151359 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 13 | 91 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 39 |  | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 92 | 93 | 65556 | 7040 | 1621 | 223 | 11839 | 5970 | 13994 |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3059 | 3751 | 10581175 | 1328647 | 304274 | 36731 | 2457743 | 1231448 | 1334392 |
|  | Firms operated for the entire year | 2763 | 3448 | 10421193 | 1312724 | 302084 | 36356 | 2423924 | 1230056 | 1290740 |
|  | Firms with sales less than \$250,000 | 351 | 351 | 49814 | 11124 | 2609 | 622 | 20409 | 5650 | 5819 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 359 | 363 | 131076 | 23397 | 5342 | 1047 | 45000 | 14804 | 15075 |
|  | Firms with sales of \$500,000 to \$999,999 | 449 | 452 | 324703 | 52531 | 11757 | 1971 | 103354 | 36750 | 38294 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 665 | 680 | 1078463 | 170520 | 38599 | 5384 | 317054 | 127884 | 133660 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 448 | 497 | 1595557 | 227087 | 50586 | 5946 | 410304 | 188414 | 198780 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 289 | 391 | 1982016 | 272066 | 60929 | 7018 | 490528 | 226949 | 235624 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 151 | 291 | 2213586 | 259795 | 60139 | 6173 | 479233 | 259054 | 277099 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. Firms with sales of | 35 | 153 | D | D | D | h | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 10 | 82 | D | D | D | g | D | D | D |
|  | Firms with sales of \$100,000,000 or more ...... | 6 | 188 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 296 | 303 | 159982 | 15923 | 2190 | 375 | 33819 | 1392 | 43652 |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 5327 | 6233 | 11044612 | 1646019 | 383581 | 56364 | 3058945 | 1208260 | 1294341 |
|  | Firms operated for the entire year | 4741 | 5644 | D | D | D | । | D | D | D |
|  | Firms with sales less than \$250,000 .................... . | 982 | 983 | 133095 | 29912 | 7074 | 2074 | 56810 | 16248 | 16276 |
|  | Firms with sales of \$250,000 to \$499,999 | 845 | 847 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 974 | 985 |  | D | D | i | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1014 | 1068 | 1587007 | 264201 | 61862 | 10067 | 500686 | 179724 | 184942 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 495 | 572 | 1710670 | 287173 | 66086 | 9532 | 523796 | 185683 | 191221 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999,999$ | 248 | 421 | $1697519$ | $283482$ | 64518 | 7862 | 508487 | 192055 | 196888 |
|  | Firms with sales of ${ }^{\text {con }}$. $\ldots \ldots$ | 248 | 421 | 1697519 |  | 64518 | 7862 | 508487 | 192055 | 196888 |
|  | \$10,000,000 to \$24,999,999. | 140 | 390 | 2079725 | 308773 | 72664 | 8698 | 557752 | 280899 | 300908 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 30 | 162 | 980030 | 134177 | 32396 | 4246 | 248430 | 116279 | 125133 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 7 | 115 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  | D | D | g | D | D | D |
|  | \$100,000,000 or more ...... | 6 | 101 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 586 | 589 | D | D | D | g | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5327 | 6233 | 11044612 | 1646019 | 383581 | 56364 | 3058945 | 1208260 | 1294341 |
|  | Firms operated for the entire year ............................ | 4741 | 5644 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000 | 982 | 983 | 133095 | 29912 | 7074 | 2074 | 56810 | 16248 | 16276 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 845 | 847 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 974 | 985 | D |  | D | i | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1014 | 1068 | 1587007 | 264201 | 61862 | 10067 | 500686 | 179724 | 184942 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 495 | 572 | 1710670 | 287173 | 66086 | 9532 | 523796 | 185683 | 191221 |
|  | Firss with sales of \$5,000,000 to $\$ 9,999,999 . . . . . .$. | 248 | 421 | 1697519 | 283482 | 64518 | 7862 | 508487 | 192055 | 196888 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 140 | 390 | 2079725 | 308773 | 72664 | 8698 | 557752 | 280899 | 300908 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 30 | 162 | 980030 | 134177 | 32396 | 4246 | 248430 | 116279 | 125133 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 7 | 115 | D | D | D | g | D | D | D |
|  | \$100,000,000 or more ...... | 6 | 101 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 586 | 589 | D | D | D | g | D | D | D |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 784 | 1240 | 2016050 | 351378 | 82788 | 13671 | 649637 | 297828 | 328061 |
|  | Firms operated for the entire year | 703 | 1159 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 126 | 126 | D | D | D | e | D | D | D |
|  | Firms with sales of \$ 250,000 | 126 | 12 | D | D | D | e | D | - | D |
|  | to \$499,999............. | 114 | 116 | D | D | D | e | D | D | D |
|  | to \$999,999...... $10 \ldots \ldots .$. | 164 | 171 | 115829 | 19591 | 4678 | 1153 | 39195 | 16169 | 16464 |
|  | Firss with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . .$. | 143 | 160 | D | D | D | g | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 60 | 89 | D | D | D | g | D | D | D |
|  | Firms with sales of \$5,000,000 to $\$ 9,99,999 . . . . .$. | 45 | 161 | D | D | D | g | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 39 | 181 | D | D | D | h | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 9 | 78 | D | D | D | g | D | D | D |
|  | Firms with sales of <br> \$50,000,000 to \$99,999,999 . | 3 | 77 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... |  | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 81 | 81 | D | D | D | c | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1969 | 2189 | 3745652 | 625841 | 147020 | 21414 | 1144893 | 382831 | 403819 |
|  | Firms operated for the entire year | 1754 | 1973 | 3673088 | 615368 | 144627 | 20913 | 1123897 | 378308 | 392831 |
|  | Firms with sales less than \$250,000 | 379 | 379 | 50646 | 10887 | 2532 | 817 | 20766 | 5361 | 5363 |
|  | Firms with sales of \$250,000 to \$499,999 | 323 | 323 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 341 | 343 | 239570 | 43738 | 10360 | 2195 | 82630 | 26948 | 27077 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 390 | 413 | 617251 | 109279 | 25790 | 4318 | 199586 | 67518 | 69188 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 187 | 203 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 80 | 111 |  |  | D | h | D | D |  |
|  | Firms with sales of ${ }^{\text {a }}$. $\ldots \ldots \ldots$ |  |  |  |  | D | h | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 41 | 90 | 598021 | 101717 | 23730 | 2604 | 181207 | 61413 | 66724 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 8 | 21 | D | D | D | g | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 3 | 28 | 256219 | 28238 | 6616 | 842 | 53293 | 24737 | 26544 |
|  | Firms with sales of $\$ 100,000,000$ or more | 2 | 62 | D | D | D | g | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year $\qquad$ | 215 | 216 | 72564 | 10473 | 2393 | 501 | 20996 | 4523 | 10988 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 604 | 655 | D | D | D | i | D | D | D |
|  | Firms operated for the entire year | 542 | 593 | D | D | D | i | D | D | D |
|  | Firms with sales less than \$250,000 | 81 | 81 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 60 | 60 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 106 | 106 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 128 | 129 | D | D | D | f | D | D | D |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 85 | 96 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999$ | 50 | 61 | D | D | D | g | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 26 | 36 | D | D | D | f | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 5 | 23 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - |  |
|  | $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 62 | 62 | D | D | D | c | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1976 | 2149 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year | 1748 | 1919 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | $397$ | 398 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 | 397 | 398 | D | D | D |  |  |  |  |
|  | to \$499,999............. | 348 | 348 | D | D | D | g | D | D | D |
|  | to \$999,999 .............. | 363 | 365 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 355 | 368 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$......... | 165 | 185 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 75 | 101 | D | D | D | g | D | D | D |
|  | Firms with sales of $\cdots \cdots \cdots \cdots$ |  |  |  |  |  | g |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 34 | 79 | D | D | D | g | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 7 | 27 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 1 | 10 | D | D | D | b | D | D | D |
|  | Firms with sales of \$100,000,000 or more | 3 | 38 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 228 | 230 | D | D | D | e | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3186 | 3454 | 16634756 | 1431585 | 319666 | 35256 | 2851887 | 2671149 | 3069716 |
|  | Firms operated for the entire year | 2787 | 3046 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 355 | 355 | 47527 | 13085 | 3267 | 635 | 22742 | 7543 | 7519 |
|  | Firms with sales of \$250,000 to \$499,999 | 404 | 405 | 148196 | 29470 | 6943 | 1175 |  | 21110 |  |
|  | Firms with sales of \$500,000 to \$999,999. | 490 | 492 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 626 | 642 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 374 | 391 | 1330922 | 173954 | 36860 | 4446 | 337819 | 180855 | 194181 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 253 | 285 | 1750715 | 205613 | 45953 | 5024 | 396503 | 276715 | 309265 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 172 | 238 | 2709882 | 257027 | 56617 | 5592 | 482037 | 471718 | 526038 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 25,000,000 \text { to } \$ 49,999,999 \text {. } \end{aligned}$ | 64 | 97 | 2236570 | 173589 | 40702 | 4223 | 362068 | 439337 | 461926 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 29 | 61 | D | D | D | h | D | D | D |
|  | \$100,000,000 or more ...... | 20 | 80 | 4808129 | 201084 | 44451 | 3821 | 443227 | 729027 | 843221 |
|  | Firms not operated for the entire year $\qquad$ | 399 | 408 | D | D | D | f | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS <br> code | Sales sizes of firms by type of <br> operation and kind of business |
| :--- | :--- |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable <br> goods-Con. |

421860 Transportation equipment \&

 to $\$ 499,999$.... $\$ 250,000$ Firms with sales
to $\$ 999,999 \ldots .$. Firms with sales to $\$ 2,499,999$.
Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$. to $\$ 4,999,999 \ldots \ldots \ldots$
Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$...
\$10,000,000 to \$24,999,999 Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$ Firms with sales of
\$50,000,000 to \$99,999,999 irms with sales of
$\$ 100,000,000$ or mor
4218601
 All firms .....................
 \$250,000...
Firms with sales of $\$ 250,000$
to $\$ 499,999 \ldots$
to $\$ 499,999 \ldots \ldots \ldots \ldots$
Firms with sales of $\$ 500,000$
to $\$ 999,999 \ldots . . . . . . . .$.
Firms with sales of $\$ 1,000,000$ Firms with sales
to $\$ 2,499,999$.
Firms with sales of $\$ 2,500,000$
to $\$ 4,999,999 \ldots \ldots \ldots$ to $\$ 9,999,999$...
Firms with sales of
$\$ 10,000,000$ to $\$ 24,999,999$ $\$ 10,000,000$ to $\$ 2$
Firms with sales of
F25,000,000 to \$49,999,999 Firms with sales of
\$50,000,000 to \$99,999,999 Firms with sales of
$\$ 100,000,000$ or more . . .
Firms not operated for the entire
year . . . . . . . . . . . . . . . . . . .
4218602


3

Firms not operated for the entire
year ..........................
Aircraft \& aeronautical


See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421910 | Sporting \& recreational goods \& supplies whsle <br> All firms $\qquad$ <br> Firms operated for the entire | 4579 | 4961 | 17059006 | 1546470 | 356459 | 53620 | 3678121 | 3018376 | 3206465 |
|  | Firms operated for the entire year ............................. Firms with sales less than | 3968 | 4348 | 16624851 | 1498751 | 343355 | 51713 | 3573362 | 2995994 | 3069583 |
|  | $\$ 250,000$ <br> Firms with sales of $\$ 250,000$ | 697 | 698 | 92495 | 19791 | 4650 | 1391 | 40856 | 17001 | 17508 |
|  | to $\$ 499,999$. Firms with sales of $\$ 500,000$ | 613 | 614 | 220899 | 36794 | 8271 | 2093 | 81323 | 40651 | 41866 |
|  | to \$999,999............... | 685 | 690 | 491042 | 72173 | 16072 | 3290 | 161679 | 86568 | 86497 |
|  | $\text { to } \$ 2,499,999$ | 900 | 918 | 1456078 | 186812 | 41902 | 7609 | 421732 | 252711 | 253044 |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$.. | 478 | 512 | 1672490 | 212199 | 46779 | 7524 | 445485 | 282353 | 286112 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 . . . . . . . . . . . . ~ \end{aligned}$ | 285 | 325 | 1965801 | 190001 | 41123 | 6326 | 431805 | 369414 | 379131 |
|  | \$10,000,000 to \$24,999,999. <br> $\$ 10,000,000$ to $\$$ | 185 | 230 | 2805401 | 250217 | 54700 | 7661 | 609922 | 523568 | 542530 |
|  | \$25,000,000 to \$49,999,999 . | 74 | 111 | D | D | D | i | D | D | D |
|  | Firs,000,000 to \$99,999,999. | 28 | 93 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 23 | 157 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 611 | 613 | 434155 | 47719 | 13104 | 1907 | 104759 | 22382 | 136882 |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2670 | 2792 | 15890421 | 1060892 | 244488 | 32791 | 3670242 | 2059697 | 2218405 |
|  | Firms operated for the entire year | 2274 | 2396 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 .................... | 480 | 480 | 60203 | 13016 | 3217 | 1085 | 27557 | 12327 | 12214 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 363 | 363 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999. | 349 | 350 | 247501 | 32931 | 7918 | 1771 | 84321 | 47758 | 47994 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 456 | 463 | 705329 | 84476 | 18430 | 3436 | 214095 | 121832 | 122489 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 264 | 276 | 926175 | 87464 | 19879 | 3376 | 226054 | 158389 | 166410 |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 174 | 193 | 1197699 | 127677 | 29072 | 4094 | 314670 | 195270 | 217564 |
|  | Firms with sales of <br> \$10,000,000 to \$24,999,999 . | 108 | 136 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 44 | 66 | 1550172 | 139201 | 31160 | 3731 | 381525 | 300731 | 303988 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 19 | 45 | D | D | D | h | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 17 | 24 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 396 | 396 | D | D | D | f | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle <br> All firms .............. |  |  |  |  |  |  |  |  |  |
|  |  | 2670 | 2792 | 15890421 | 1060892 | 244488 | 32791 | 3670242 | 2059697 | 2218405 |
|  | Firms operated for the entire year. Firms with sales less than | 2274 | 2396 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000................... | 480 | 480 | 60203 | 13016 | 3217 | 1085 | 27557 | 12327 | 12214 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 363 | 363 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 349 | 350 | 247501 | 32931 | 7918 | 1771 | 84321 | 47758 | 47994 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 456 | 463 | 705329 | 84476 | 18430 | 3436 | 214095 | 121832 | 122489 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 264 | 276 | 926175 | 87464 | 19879 | 3376 | 226054 | 158389 | 166410 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 174 | 193 | 1197699 | 127677 | 29072 | 4094 | 314670 | 195270 | 217564 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 108 | 136 | D | D | D | h | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 44 | 66 | 1550172 | 139201 | 31160 | 3731 | 381525 | 300731 | 303988 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 19 | 45 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 17 | 24 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 396 | 396 | D | D | D | f | D | D | D |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42193011 | Iron \& steel scrap processors (using power processing equipment)Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 1926 | 2268 | 12322747 | 1093664 | 256788 | 36101 | 2795855 | 881777 | 899101 |
|  | Firms operated for the entire year | 1693 | 2033 | 12090848 | 1065811 | 249653 | 34963 | 2728632 | 858803 | 862877 |
|  | Firms with sales less than \$250,000 | 256 | 258 | 35349 | 8093 | 1896 | 587 | 16590 | 3866 | 3896 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots \ldots \ldots \ldots . . . . . . . . . .$. | 192 | 192 | D | D | D | f | D | D | D |
|  | Firms with sales of \$500,000 <br> to \$999,999 | 270 | 271 | D | D | D | g | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 373 | 378 | 594459 | 84024 | 19268 | 3807 | 202723 | 41608 | 43014 |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 226 | 238 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ | 176 | 200 | 1210799 | 154064 | 34219 | 5033 | 348201 | 83609 | 89308 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 107 | 143 | D | D | D | h | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 47 | 78 | D | D | D | h | D | D | D |
|  | Firms with sales of | 25 | 121 | D | D | D |  | D | D |  |
|  | Firms with sales of | 25 | 121 | D | D | D | h | D | D | D |
|  | \$100,000,000 or more ...... | 21 | 154 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 233 | 235 | 231899 | 27853 | 7135 | 1138 | 67223 | 22974 | 36224 |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1080 | 1135 | 5107545 | 189093 | 51449 | 7269 | 437770 | 127157 | 155478 |
|  | Firms operated for the entire year | 929 | 984 | 4956012 | 173679 | 45132 | 6630 | 406519 | 125790 | 129012 |
|  | Firms with sales less than \$250,000 | 929 231 | 984 231 | 4963 29634 | 6516 | 1554 | 6630 | 13694 | 2561 | 2617 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 199 | 200 | D | D | D | f | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 170 | 171 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 177 | 188 | 278893 | 32861 | 7741 | 1479 | 73346 | 17741 | 16833 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 75 | 86 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 33 | 35 | 233828 | 21756 | 5080 | 697 | 53679 | 14242 | 15712 |
|  | Firms with sales of |  |  | 597 | 2832 |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 26 | 30 | 422597 | 28322 | 7430 | 770 | 66114 | 24028 | 22604 |
|  | \$25,000,000 to \$49,999,999. | 7 | 8 | D | D | D | c | D | D | D |
|  | Firms,000,000 to \$99,999,999. | 5 | 11 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 6 | 24 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 151 | 151 | 151533 | 15414 | 6317 | 639 | 31251 | 1367 | 26466 |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1268 | 1539 | 5384421 | 580846 | 133943 | 20405 | 1263317 | 121099 | 133373 |
|  | Firms operated for the entire year | 1099 | 1369 | 5281030 | 568048 | 130480 | 19782 | 1233861 | 119727 | 128067 |
|  | Firms with sales less than $\$ 250,000$ | 235 | 237 | 28686 | 8042 | 1925 | 695 | 14956 | 828 | 852 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 147 | 148 | 52992 | 13370 | 3155 | 704 | 25793 | 1179 | 1253 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 166 | 167 | 117148 | 27389 | 6398 | 1401 | 53800 | 4225 | 3397 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 251 | 256 | 407619 | 79704 | 18379 | 3340 | 161374 | 9524 | 9930 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 117 | 125 | 393157 | 68918 | 15674 | 2601 | 137763 | 9818 | 10473 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 87 | 110 | 617807 | 75329 | 17520 | 2566 | 171820 | 13010 | 14972 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 61 | 138 | D | D | D | h | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 18 | 60 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 7 | 17 | D | D | D |  | D | D |  |
|  | Firms with sales of |  | 17 | D | D | D | e | D | D | D |
|  | \$100,000,000 or more ...... | 10 | 111 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 169 | 170 | 103391 | 12798 | 3463 | 623 | 29456 | 1372 | 5306 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3566 | 3891 | 14543434 | 1333388 | 303917 | 50322 | 2794114 | 861884 | 909442 |
|  | Firms operated for the entire year | 3120 | 3441 | 14214348 | 1299880 | 296826 | 49129 | 2722055 | 858751 | 884424 |
|  | Firms with sales less than \$250,000 | 594 | 595 | 78611 | 19917 | 4775 | 1559 | 36964 | 4057 | 4218 |
|  | Firms with sales of \$250,000 to \$499,999 | 440 | 448 | 160158 | 32279 | 7413 | 1940 | 65496 | 8044 | 8104 |
|  | Firms with sales of \$500,000 to \$999,999. | 570 | 574 | 409440 | 78839 | 18017 | 4177 | 156326 | 19520 | 20703 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . . . .$. | 649 | 684 | 1034354 | 171548 | 38538 | 7217 | 350498 | 48716 | 51588 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 338 | 382 | 1199204 | 176515 | 39658 | 7188 | 360503 | 62527 | 64524 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 230 | 268 | 1572348 | 202297 | 43712 | 7469 | 401006 | 94686 | 98842 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 182 | 241 | D | D | D | i | D | D | D |
|  | Firms with sales of | 76 | 131 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 30 | 82 | D | D | D | h | D | D | D |
|  | Firms with sales of \$100,000,000 or more | 11 | 36 | 2296878 | 59661 | 15383 | 1842 | 121541 | 105417 | 112344 |
|  | Firms not operated for the entire year | 446 | 450 | 329086 | 33508 | 7091 | 1193 | 72059 | 3133 | 25018 |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7070 | 7183 | 30824486 | 1613759 | 366259 | 47910 | 3842310 | 5085548 | 5403568 |
|  | Firms operated for the entire year | 6151 | 6262 | 29983481 | 1567242 | 357619 | 46604 | 3727620 | 5058604 | 5093965 |
|  | Firms with sales less than \$250,000.. | 1119 | 1119 | 150610 | 30581 | 7253 | 2083 | 63563 | 34794 | 35144 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 880 | 881 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to \$999, 999 | 1069 | 1076 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1346 | 1359 | 2130408 | 194449 | 45666 | 7007 | 446640 | 462777 | 477591 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 808 | 831 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 483 | 502 | 3364586 | 215992 | 46645 | 6197 | 474048 | 650807 | 679262 |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 . | 305 | 325 | D | D | D | i | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 90 | 103 | 3002672 | 209638 | 50174 | 5590 | 451369 | 591208 | 650551 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 23 | 30 | D | D | D | g | D | D | D |
|  | Firms with sales of \$100,000,000 or more | 28 | 36 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 919 | 921 | 841005 | 46517 | 8640 | 1306 | 114690 | 26944 | 309603 |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7070 | 7183 | 30824486 | 1613759 | 366259 | 47910 | 3842310 | 5085548 | 5403568 |
|  | Firms operated for the entire year | 6151 | 6262 | 29983481 | 1567242 | 357619 | 46604 | 3727620 | 5058604 | 5093965 |
|  | Firms with sales less than \$250,000 | 1119 | 1119 | 150610 | 30581 | 7253 | 2083 | 63563 | 34794 | 35144 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 880 | 881 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1069 | 1076 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1346 | $1359$ | 2130408 | 194449 | 45666 | 7007 | 446640 | 462777 | 477591 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1808 | 351 831 | $\bigcirc$ | D | - | i | - 4 | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  |  | - |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 483 | 502 | 3364586 | 215992 | 46645 | 6197 | 474048 | 650807 | 679262 |
|  | \$10,000,000 to \$24,999,999. | 305 | 325 | D | D | D | i | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 90 | 103 | 3002672 | 209638 | 50174 | 5590 | 451369 | 591208 | 650551 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 23 | 30 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 28 | 36 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 919 | 921 | 841005 | $46517$ | $8640$ | 1306 | 114690 | 26944 | 309603 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 6539 | 6641 | 21097516 | 1495898 | 338739 | 45014 | 3585783 | 4360264 | 4695119 |
|  | Firms operated for the entire year | 5688 | 5788 | 20327724 | 1451187 | 330421 | 43751 | 3475516 | 4335010 | 4407580 |
|  | Firms with sales less than <br> \$250,000 | 1061 | 1061 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 835 | 836 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 985 | 992 | D | D | D | h | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1239 | 1251 | 1961041 | 183866 | 43227 | 6649 | 422324 | 434172 | 447919 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 748 | 768 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots . . . . . . .$. | 434 | 453 | D | D | D | i | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 277 | 296 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to \$49,999,999 . | 73 | 83 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 18 | 23 | D | D | D | g | D | D | D |
|  | Firms with sales of <br> $\$ 100,000,000$ or more ...... | 18 | 25 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 851 | 853 | 769792 | 44711 | 8318 | 1263 | 110267 | 25254 | 287539 |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 536 | 542 | 9726970 | 117861 | 27520 | 2896 | 256527 | 725284 | 708449 |
|  | Firms operated for the entire year | 468 | 474 | 9655757 | 116055 | 27198 | 2853 | 252104 | 723594 | 686385 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 58 | 58 |  | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 45 | 45 | 17211 | 2420 | 519 | 106 | 5137 | 4582 | 4632 |
|  | Firms with sales of \$500,000 to \$999,999 | 85 | 85 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 113 | 113 | 178139 | 11073 | 2566 | 369 | 26179 | 29647 | 30706 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 58 | 59 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 49 | 49 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 29 | 31 | 422527 | 17709 | 4257 | 431 | 39119 | 61859 | 62649 |
|  | \$25,000,000 to \$49,999,999. | 16 | 16 | D | D | D | e | D | D | D |
|  | Firms with sales of ${ }^{\text {a }}$, | 5 | 7 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more . ..... | 10 | 11 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 68 | 68 | 71213 | 1806 | 322 | 43 | 4423 | 1690 | 22064 |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 9693 | 10187 | 54504229 | 2676132 | 632443 | 83095 | 6113099 | 3793409 | 4056687 |
|  | Firms operated for the entire year | 7806 | 8287 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000 | 2211 | 2211 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1365 | 1371 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 1344 | 1354 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1363 | 1388 | 2131964 | 274973 | 63561 | 10195 | 597952 | 236207 | 243740 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 694 | 731 | 2434482 | 269400 | 61658 | 9023 | 581611 | 234171 | 241652 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 417 | 473 | 2900506 | 293686 | $65042$ | 8439 | 647238 | 283763 |  |
|  | Firms with sales of $\cdots \cdots \cdots$ |  | 473 | 2900500 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 231 | 284 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 86 | 157 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 39 | 73 | 2578193 | 170790 | 47836 | 3830 | 424062 | 265631 | 267557 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 56 | 245 | 35294886 | 804822 | 198957 | 20900 | 1963433 | 1804384 | 1817239 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 1887 | 1900 |  | D | D | h | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { pleriod } \\ \text { including } \\ \text { March 12 } \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 9693 | 10187 | 54504229 | 2676132 | 632443 | 83095 | 6113099 | 3793409 | 4056687 |
|  | Firms operated for the entire year | 7806 | 8287 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000 | 2211 | 2211 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 250,000$ |  |  |  | D | D | $n$ | D | D | D |
|  | to \$499,999.............. | 1365 | 1371 | D | D | D | h | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 1344 | 1354 | D | D | D | i | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1363 | 1388 | 2131964 | 274973 | 63561 | 10195 | 597952 | 236207 | 243740 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 ......... | 694 | 731 | 2434482 | 269400 | 61658 | 9023 | 581611 | 234171 | 241652 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 417 | 473 | 2900506 | 293686 | 65042 | 8439 | 647238 | 283763 | 299495 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 231 | 284 | D | D | D | i | D | D | D |
|  | Firms with sales of | 86 | 157 | D | D | D | i | D | D | D |
|  | Firms with sales of |  |  |  |  |  | , |  |  | D |
|  | \$50,000,000 to \$99,999,999. | 39 | 73 | 2578193 | 170790 | 47836 | 3830 | 424062 | 265631 | 267557 |
|  | $\$ 100,000,000 \text { or more } \ldots . . .$ | 56 | 245 | 35294886 | 804822 | 198957 | 20900 | 1963433 | 1804384 | 1817239 |
|  | Firms not operated for the entire year | 1887 | 1900 | D | D | D | h | D | D | D |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 425 | 444 | 2155019 | 160389 | 36931 | 4465 | 395312 | 319907 | 325046 |
|  | Firms operated for the entire year | 359 | 378 | 2130435 | 158395 | 36586 | 4389 | 390269 | 319053 | 318540 |
|  | Firms with sales less than \$250,000 | 73 | 73 | $9056$ | 1786 | 439 | 125 | 3700 | 1626 | 1574 |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 61 | 62 | 22426 | 4060 | 916 | 217 | 9055 | 5094 | 5186 |
|  | to \$999,999 . . . . . . . . . . | 60 | 60 | 44758 | 6220 | 1403 | 284 | 13899 | 9826 | 10026 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 63 | 63 | 101845 | 13601 | 2791 | 480 | 28886 | 21776 | 22310 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 39 | 40 | 131462 | 17178 | 3876 | 626 | 37665 | 26318 | 26491 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 26 | 30 | 180387 | 21099 | 4790 | 606 | 47819 | 31522 | 28155 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 17 | 21 | 258696 | 28208 | 5972 | 645 | 56434 | 40784 | 42375 |
|  | \$25,000,000 to \$49,999,999. | 13 | 16 | 404843 | 27380 | 6133 | 650 | 69039 | 65790 | 68704 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 3 | 3 | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 4 | 10 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 66 | 66 | 24584 | 1994 | 345 | 76 | 5043 | 854 | 6506 |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1720 | 1844 | 10671425 | 390863 | 89249 | 10934 | 980351 | 433291 | 465456 |
|  | Firms operated for the entire year | 1404 | 1522 | 10436617 | 377898 | 85981 | 10358 | 944439 | 432252 | 445760 |
|  | Firms with sales less than \$250,000 | 303 | 303 | 38277 | 8782 | 2082 | 651 | 18979 | 2046 | 2070 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 172 | 172 | 62862 | 11199 | 2521 | 567 | 25834 | 4214 | 4160 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 192 | 194 | 135984 | 19573 | 4524 | 885 | 48723 | 16080 | 15073 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 264 | 274 | 414477 | 42792 | 9752 | 1575 | 106338 | 20498 | 22637 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 207 | 220 | D | D | D | g | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ............. | 135 | 157 | 933763 | 62234 | 13507 | 1978 | 163641 | 52889 | 62266 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 76 | 97 | 1169403 | 50195 | 10504 | 1144 | 127357 | 59122 | 65752 |
|  | Firms with sales of | 76 | 97 | 1160403 |  | 1050 | 1 | 127 | 5912 | 65 |
|  | \$25,000,000 to \$49,999,999. | 22 | 32 | D | D | D | f | D | D | D |
|  | Firms with sale of $\$ 50,000,000$ to $\$ 99,999,999$. | 11 | 29 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 22 | 44 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 316 | 322 | 234808 | 12965 | 3268 | 576 | 35912 | 1039 | 19696 |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219903 | General merchandise (durable goods) whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2790 | 2864 | 20154440 | 473038 | 112333 | 16449 | 954094 | 1037331 | 1041416 |
|  | Firms operated for the entire year | 2191 | 2258 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 .................... | 723 | 723 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 456 | 459 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 416 | 417 | D | D | D | g | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 366 | 366 | 563293 | 54440 | 12654 | 2394 | 118824 | 79399 | 83292 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 117 | 117 | 405218 | 38989 | 8426 | 1557 | 81529 | 49363 | 47858 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 71 | 84 | D | D | D | g | D | D | D |
|  | \$10,000,000 to \$24,999,999 . | 25 | 27 | D | D | D | f | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999. | 7 | 22 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 3 | 3 | D | D | D | e | D | D | D |
|  | Firms with sales of | 3 7 | 40 | D | D | D | h | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 599 | 606 | D | D | D | f | D | D | D |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1697 | 1852 | 16079741 | 992129 | 238465 | 30602 | 2326833 | 1421931 | 1569954 |
|  | Firms operated for the entire year | 1402 | 1557 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 .................... . | 321 | 321 | 41506 | 9862 | 2581 | 657 | 20111 | 4906 | 4933 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 192 | 192 | 67922 | 12360 | 2832 | 611 | 26479 | 6847 | 6682 |
|  | Firms with sales of \$500,000 to \$999,999 | 260 | 260 | D | D | D | g | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 287 | 294 | D | D | D | g | D | D | D |
|  | Firms with sales of \$2,500,000 <br> to \$4,999,999 | 142 | 294 149 | 503021 | 70292 | 16801 | 2338 | 146059 | 57395 | 60392 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 42 92 | 95 | D | D | D | g | D | D | 60 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 55 | 65 | D | D | D | h | D | D | D |
|  |  | 19 | 21 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 12 | 14 | 845389 | 64565 | 16607 | 1801 | 179189 | 92549 | 92669 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 22 | 146 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 295 | 295 | D | D | D | f | D | D | D |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1150 | 1215 | 8766190 | 647937 | 153359 | 20147 | 1517990 | 950427 | 1025205 |
|  | Firms operated for the entire year | 911 | 976 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 216 | 216 | D | D | D | e | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 124 | 124 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 180 | 180 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 175 | 178 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 84 | 86 | 301288 | 36823 | 8875 | 1041 | 80619 | 34939 | 37075 |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999 \ldots . . . . . . . . . . . . .$ | 60 | 60 | D | D | D | g | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 35 | 43 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  | D | D | g | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 15 | 18 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 10 | 12 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  | D | D | g | D | - |  |
|  | \$100,000,000 or more ...... | 12 | 59 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 239 | 239 | D | D | D | e | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




[^250]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42213 | Industrial \& personal service paper whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 4086 | 4588 | 26441166 | 2328049 | 539306 | 60853 | 4394315 | 1765865 | 1890236 |
|  | Firms operated for the entire year | 3628 | 4123 | 26182500 | 2301459 | 533099 | 59762 | 4338446 | 1757931 | 1851470 |
|  | Firms with sales less than \$250,000 | 473 | 473 | $61689$ | $12769$ | 3096 | 881 | $24077$ | 5257 | 5245 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 397 | 398 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 644 | 644 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 861 | 871 | 1390475 | 188187 | 42829 | 6299 | 368394 | 102587 | 107298 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 521 | 545 | 1819055 | 238389 | 53649 | 6840 | 445759 | 129081 | 134655 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 328 | 363 | 2267246 | 298767 | 67898 | 8427 | 544673 | 167571 | 177050 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 269 | 356 | 3952870 | 466994 | 108149 | 11648 | 816512 | 299878 | 322053 |
|  | Firms with sales of \$25,000,000 to \$49,999,999. | 75 | 142 | 2674308 | 256806 | 58644 | 5385 | 463758 | 210586 | 221003 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 35 | 86 | 2358243 | 199633 | 45900 | 4256 | 415847 | 197521 | 208360 |
|  | \$100,000,000 or more ...... | 25 | 245 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 458 | 465 | 258666 | 26590 | 6207 | 1091 | 55869 | 7934 | 38766 |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 4086 | 4588 | 26441166 | 2328049 | 539306 | 60853 | 4394315 | 1765865 | 1890236 |
|  | Firms operated for the entire year | 3628 | 4123 | 26182500 | 2301459 | 533099 | 59762 | 4338446 | 1757931 | 1851470 |
|  | Firms with sales less than \$250,000 .................... . | 473 | 473 | 61689 | 12769 | 3096 | 881 | 24077 | 5257 | 5245 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 397 | 398 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 644 | 644 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 861 | 871 | 1390475 | 188187 | 42829 | 6299 | 368394 | 102587 | 107298 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 521 | 545 | 1819055 | 238389 | 53649 | 6840 | 445759 | 129081 | 134655 |
|  | Firms with sales of $\$ 5,000,000$ | 521 | 545 | 181905 | 238389 | 53649 | 6840 | 445759 | 129081 | 134655 |
|  | to \$9,999,999 . . . . . . . . . . . | 328 | 363 | 2267246 | 298767 | 67898 | 8427 | 544673 | 167571 | 177050 |
|  | \$10,000,000 to \$24,999,999. | 269 | 356 | 3952870 | 466994 | 108149 | 11648 | 816512 | 299878 | 322053 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 75 | 142 | 2674308 | 256806 | 58644 | 5385 | 463758 | 210586 | 221003 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 35 | 86 | 2358243 | 199633 | 45900 | 4256 | 415847 | 197521 | 208360 |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 25 | 245 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 458 | 465 | 258666 | 26590 | 6207 | 1091 | 55869 | 7934 | 38766 |
| 4222 | Drugs, \& druggists' sundries whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 5982 | 7250 | 107379498 | 4453417 | 1051879 | 128641 | 10948828 | 11917987 | 12946620 |
|  | Firms operated for the entire year Firms with sales less than | 5049 | 6308 | D | D | D | m | D | D | D |
|  |  | 1002 | 1002 | D | D | D | g | D | D | D |
|  | \$250,000 <br> Firms with sales of $\$ 250,000$ to \$499,999 | 687 | 694 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 782 | 783 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 978 | 993 | 1534135 | 230380 | 52614 | 7896 | 509298 | 172686 | 183742 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 565 | 598 | 1991568 | 261106 | 60619 | 8125 | 589478 | 208191 | 220052 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 391 | 421 | 2717998 | 318051 | 71086 | 9083 | 719113 | 301537 | 330622 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . |  |  | 4848843 |  |  |  |  |  |  |
|  | Firms with sales of$\$ 25,000,000$ to $\$ 49,999,999$. | 315 | 365 | 4848843 | 483124 | 107731 | 12267 | 1107045 | 506215 | 537641 |
|  |  | 151 | 208 | 5260500 | 407181 | 94962 | 10340 | 1065467 | 505547 | 547689 |
|  |  |  |  |  | 398899 |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . <br> Firms with sales of <br> $\$ 100,000,000$ or more | 75 | 145 | 5317530 | 398899 | 94572 | 9507 | 1016077 | 654786 | 670337 |
|  |  | 103 | 1099 | 83270056 | 2049795 | 497085 | 59007 | 5282578 | 9392247 | 10053689 |
|  | Firms not operated for the entire year $\qquad$ | 933 | 942 | D | D | D | h | D | D | D |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3240 | 3967 | 27432503 | 2162702 | 505717 | 57664 | 5596370 | 2679083 | 3107907 |
|  | Firms operated for the entire year | 2611 | 3336 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . . .$. | 557 | 557 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999 \ldots . . . . . . . . . .$. | 373 | 377 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 404 | 405 | D | D | D | g | D | D | D |
|  | Firms with sales of \$1,000,000 $\text { to } \$ 2,499,999$ | 471 | 479 | 736905 | 112123 | 24936 | 3710 | 254334 | 95075 | 101913 |
|  | Firms with sales of $\$ 2,500,000$ | 278 | 297 | 991039 | 137473 | 32262 | 4327 | 316078 | 115260 | 121966 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 205 | 220 | 1425972 | 183301 | 40998 | 5041 | 422867 | 185541 | 199587 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 166 | 186 | 2562545 | 292745 | 67408 | 7325 | 696166 | 269657 | 283273 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 78 | 113 | 2681911 | 239997 | 55735 | 5882 | 659836 | 263384 | 274222 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. <br> Firms with sales of | 41 | 90 | 2894076 | 269135 | 64375 | 5997 | 693073 | 406033 | 455785 |
|  | \$100,000,000 or more ...... | 38 | 612 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 629 | 631 | D | D | D | g | D | D | D |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 16231 | 16964 | 84358265 | 6296411 | 1431085 | 177783 | 15311242 | 10840171 | 12038566 |
|  | Firms operated for the entire year | 13261 | 13980 | 81537040 | 6085525 | 1389023 | 171857 | 14790473 | 10711404 | 11375244 |
|  | Firms with sales less than \$250,000 | 2375 | 2376 | 319704 | 71878 | 17102 | 5042 | 143404 | 49854 | 50042 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 1870 | 1874 | 680027 | 121864 | 27992 | 6696 | 258630 | 97337 | 99321 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 2200 | 2206 | 1581082 | 225815 | 52426 | 10334 | 501434 | 217061 | 218946 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 2836 | 2863 | 4530854 | 525675 | 120333 | 20926 | 1208543 | 628265 | 652310 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1530 | 1574 | 5407725 | 542270 | 122810 | 18407 | 1259174 | 721511 | 756162 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 1102 | 1187 | 7754202 | 691061 | 151091 | 21029 | 1622059 | 1039908 | 1096866 |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 793 | 946 | 12121141 | 1008937 | 230106 | 27325 | 2325360 | 1642170 | 1773208 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 324 | 469 | 11350198 | 820878 | 186807 | 19750 | 2006797 | 1453256 | 1591241 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 139 | 249 | 9183197 | 648493 | 142478 | 15630 | 1615293 | 1369715 | 1437726 |
|  | Firms with sales of $\$ 100,000,000$ or more ..... | + 92 | 236 | 28608910 | 1428654 | 337878 | 26718 | 3849779 | 3492327 | 3699422 |
|  | Firms not operated for the entire year | 2970 | 2984 | 2821225 | 210886 | 42062 | 5926 | 520769 | 128767 | 663322 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 4380 | 4628 | 14151550 | 1231590 | 277556 | 38216 | 2646207 | 1838149 | 2061920 |
|  | Firms operated for the entire year | 3621 | 3865 | 13638571 | 1194737 | 270494 | 36820 | 2563574 | 1822248 | 1926285 |
|  | Firms with sales less than \$250,000 | 653 | 653 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 519 | 522 | 188674 | 37305 | 8585 | 2000 | 73917 | 26531 | 27320 |
|  | Firms with sales of \$500,000 <br> to \$999,999 | 645 | 646 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 772 | 776 | D | D | D | i | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4.999,999 . . . . . . .$. | 450 | 463 | 1602989 |  |  |  |  |  |  |
|  | to \$4,999,999 $\ldots \ldots \ldots 0.00$ | 450 | 463 | 1602989 | 168899 | 37693 | 5584 | 368149 | 214984 | 227080 |
|  | to \$9,999,999 .............. | 303 | 324 | 2161082 | 192966 | 42599 | 5347 | 416474 | 291339 | 301960 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 173 | 249 | 2547124 | 228803 | 53588 | 6561 | 468939 | 347563 | 368770 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 69 | 125 | 2412764 | 152181 | 34949 | 3543 | 349438 | 324841 | 348336 |
|  | Firms with sales of |  |  |  | 152181 | 34949 |  | 349438 | 324841 | 348336 |
|  | \$50,000,000 to \$99,999,999 . | 29 | 90 | 1892247 | 129140 | 26229 | 3393 | 288947 | 260105 | 265822 |
|  | Firms | 8 | 17 | 1025165 | 37809 | 9594 | 683 | 73009 | 101354 | 125584 |
|  | Firms not operated for the entire year | 759 | 763 | 512979 | 36853 | 7062 | 1396 | 82633 | 15901 | 135635 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42232 | Men's \& boys' clothing \& furnishings whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 3988 | 4144 | 22684344 | 1743994 | 397911 | 52198 | 4352999 | 3405188 | 3765771 |
|  | Firms operated for the entire year | 3388 | 3538 | 22138246 | 1696267 | 387303 | 50630 | 4243846 | 3369041 | 3624961 |
|  | Firms with sales less than \$250,000................... | 539 | 539 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 490 | 490 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 525 | 526 | D | D | D | h | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 719 | 725 | 1140038 | 139703 | 32247 | 6148 | 316349 | 159631 | 161820 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 406 | 420 | 1419960 | 142222 | 31713 | 4985 | 322829 | 198484 | 203760 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 5,000,000 \\ & \text { to } \$ 9,999,999 . . . . . . . . . . . . ~ \end{aligned}$ | 323 | 348 | 2288070 | 211897 | 47112 | 7047 | 513854 | 343464 | 361323 |
|  | \$10,000,000 to \$24,999,999. | 227 | 247 | 3537133 | 269322 | 62712 | 7657 | 656474 | 546488 | 594302 |
|  | Firss with sale s of | 94 | 128 | 3307071 | 214900 | 49932 | 5378 | 531851 | 442030 | 484554 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 36 | 52 | 2343681 | 130098 | 29769 | 2931 | 368471 | 326527 | 352578 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 29 | 63 | 7477383 | 488381 | 110571 | 11114 | 1316084 | 1272112 | 1385957 |
|  | Firms not operated for the entire year | 600 | 606 | 546098 | 47727 | 10608 | 1568 | 109153 | 36147 | 140810 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3988 | 4144 | 22684344 | 1743994 | 397911 | 52198 | 4352999 | 3405188 | 3765771 |
|  | Firms operated for the entire year | 3388 | 3538 | 22138246 | 1696267 | 387303 | 50630 | 4243846 | 3369041 | 3624961 |
|  | Firms with sales less than \$250,000 | 539 | 539 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 490 | 490 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 525 | 526 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 719 | 526 725 | 1140038 | 139703 | 32247 | 6148 | 316349 | 159631 | 161820 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 406 | 420 | 1419960 | 142222 | 31713 | 4985 | 322829 | 198484 | 203760 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 323 | 348 | 2288070 | 211897 | 47112 | 7047 | 513854 | 343464 | 361323 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 227 | 247 | 3537133 | 269322 | 62712 | 7657 | 656474 | 546488 | 594302 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 94 | 128 | 3307071 | 214900 | 49932 | 5378 | 531851 | 442030 | 484554 |
|  | \$50,000,000 to \$99,999,999. | 36 | 52 | 2343681 | 130098 | 29769 | 2931 | 368471 | 326527 | 352578 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 29 | 63 | 7477383 | 488381 | 110571 | 11114 | 1316084 | 1272112 | 1385957 |
|  | Firms not operated for the entire year $\qquad$ | 600 | 606 | 546098 | 47727 | 10608 | 1568 | 109153 | 36147 | 140810 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6581 | 6781 | 29520620 | 2402560 | 538486 | 67876 | 5815263 | 3357724 | 3887001 |
|  | Firms operated for the entire year | 5187 | 5383 | 27957091 | 2285101 | 515788 | 65211 | 5511419 | 3287023 | 3555697 |
|  | Firms with sales less than \$250,000 | 1028 | 1028 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 754 | 754 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 856 | 859 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1100 | 1117 | 1738806 | 192733 | 43456 | 7920 | 456844 | 224287 | 234276 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 531 | 543 | 1862374 | 188051 | 42550 | 6266 | 452309 | 229934 | 242994 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 379 | 407 | D | D | D | i | D | D | D |
|  | Firms with sales of ${ }^{\text {a }}$. $\ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 318 | 363 | D | D | D | j | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 133 | 187 | 4688936 | 382112 | 84685 | 9392 | 919652 | 559332 | 622159 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 57 |  | 3842887 | 323645 | 72046 |  |  |  |  |
|  | Firms with sales of | 57 | 72 | 3842887 | 323645 | 72046 | 7702 | 786834 | 591435 | 647148 |
|  | \$100,000,000 or more ...... | 31 | 53 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 1394 | 1398 | 1563529 | 117459 | 22698 | 2665 | 303844 | 70701 | 331304 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 6581 | 6781 | 29520620 | 2402560 | 538486 | 67876 | 5815263 | 3357724 | 3887001 |
|  | Firms operated for the entire year | 5187 | 5383 | 27957091 | 2285101 | 515788 | 65211 | 5511419 | 3287023 | 3555697 |
|  | Firms with sales less than $\$ 250,000$ | 1028 | 1028 | D | D | D | $g$ | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 754 | 754 | D | D | D | h | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999. | 856 | 859 | D | D | D | h | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1100 | 1117 | 1738806 | 192733 | 43456 | 7920 | 456844 | 224287 | 234276 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 531 | 543 | 1862374 | 188051 | 42550 | 6266 | 452309 | 229934 | 242994 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 379 | 407 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 318 | 363 | D | D | D | j | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 133 | 187 | 4688936 | 382112 | 84685 | 9392 | 919652 | 559332 | 622159 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 57 | 72 | 3842887 | 323645 | 72046 | 7702 | 786834 | 591435 | 647148 |
|  | Firms with sales of <br> $\$ 100,000,000$ or more ...... | 31 | 53 | 3842887 D | 323645 D | 72046 D | i | 786834 D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1394 | 1398 | 1563529 | 117459 | 22698 | 2665 | 303844 | 70701 | 331304 |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1304 | 1411 | 18001751 | 918267 | 217132 | 19493 | 2496773 | 2239110 | 2323874 |
|  | Firms operated for the entire year. | 1085 | 1192 | 17800762 | 909171 | 215382 | 19181 | 2471057 | 2233092 | 2268281 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 157 | 157 | 21239 | 5167 | 1272 | 303 | 10162 | 4436 | 4538 |
|  | Firms with sales of \$250,000 to \$499,999 | 107 | 107 | 39485 | 6260 | 1335 | 324 | 14865 | 7479 | 7654 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 176 | 177 | 127866 | 17829 | 4408 | 770 | 42078 | 22535 | 23086 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 246 | 246 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 144 | 148 | 528023 | 43142 | 10878 | 1550 | 116648 | 79242 | 84113 |
|  | Firms with sales of \$5,000,000 | 102 | 117 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 77 | 84 | D | D | D | g | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 31 | 36 | 1048947 | 80568 | 19882 | 1648 | 226366 | 135465 | 142723 |
|  | \$50,000,000 to \$99,999,999. | 19 | 34 | 1268556 | 73079 | 15875 | 1673 | 230002 | 201773 | 206769 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 26 | 86 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 219 | 219 | 200989 | 9096 | 1750 | 312 | 25716 | 6018 | 55593 |
| 422340 | Footwear whsleAll firms |  |  |  |  |  |  |  |  |  |
|  |  | 1304 | 1411 | 18001751 | 918267 | 217132 | 19493 | 2496773 | 2239110 | 2323874 |
|  | Firms operated for the entire year. Firms with sales less than | 1085 | 1192 | 17800762 | 909171 | 215382 | 19181 | 2471057 | 2233092 | 2268281 |
|  |  | 157 | 157 | 21239 | 5167 | 1272 | 303 | 10162 | 4436 | 4538 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 107 | 107 | 39485 | 6260 | 1335 | 324 | 14865 | 7479 | 7654 |
|  | Firms with sales of \$500,000 to \$999,999. | 176 | 177 | 127866 | 17829 | 4408 | 770 | 42078 | 22535 | 23086 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 246 | 246 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 144 | 148 | 528023 | 43142 | 10878 | 1550 | 116648 | 79242 | 84113 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 102 | 117 | D | D | D | g | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 77 | 84 | D | D | D | g | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999. | 31 | 36 | 1048947 | 80568 | 19882 | 1648 | 226366 | 135465 | 142723 |
|  | Firms with sales of \$50,000,000 to \$99,999, 999 |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . <br> Firms with sales of \$100,000,000 or more | 19 | 34 | 1268556 | 73079 | 15875 | 1673 | 230002 | 201773 | 206769 |
|  |  | 26 | 86 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 219 | 219 | 200989 | 9096 | 1750 | 312 | 25716 | 6018 | 55593 |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




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[^251]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




[^252]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 9869 | 10598 | 73594207 | 4547944 | 1057753 | 152713 | 10059258 | 5076268 | 5373232 |
|  | Firms operated for the entire year | 8335 | 9060 | 72494707 | 4455208 | 1038934 | 149045 | 9853334 | 5036828 | 5234328 |
|  | Firms with sales less than $\$ 250,000$ | 1781 | 1785 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 1277 | 1278 | 457153 | 74855 | 17275 | 4572 | 156298 | 24468 | 25444 |
|  | Firms with sales of \$500,000 to \$999,999 | 1271 | 1276 | 904815 | 135419 | 31401 | 7188 | 284821 | 53165 | 56102 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 1556 | 1594 | 2475219 | 334179 | 77449 | 15279 | 695516 | 168321 | 174354 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 870 | 911 | 3032939 | 337650 | 77262 | 12884 | 699898 | 212866 | 217324 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 631 | 709 | 4477652 | 459792 | 104259 | 15754 | 956286 | 340575 | 358866 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 567 | 694 | 8637814 | 670393 | 154053 | 20696 | 1465285 | 641123 | 682755 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. Firms with sales of | 190 | 334 | 6531411 | 451737 | 102484 | 12561 | 1004188 | 397918 | 418721 |
|  | \$50,000,000 to \$99,999,999. | 102 | 212 | 7039843 | 453608 | 104410 | 14295 | 1040090 | 483303 | 492340 |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 90 | 267 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 1534 | 1538 | 1099500 | 92736 | 18819 | 3668 | 205924 | 39440 | 138904 |
| 422490 | Other grocery \& related products whsle <br> All firms ........ |  |  |  |  |  |  |  |  |  |
|  |  | 9869 | 10598 | 73594207 | 4547944 | 1057753 | 152713 | 10059258 | 5076268 | 5373232 |
|  | Firms operated for the entire year | 8335 | 9060 | 72494707 | 4455208 | 1038934 | 149045 | 9853334 | 5036828 | 5234328 |
|  | Firms with sales less than $\$ 250,000 \text {. }$ | 1781 | 1785 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1277 | 1278 | 457153 | 74855 | 17275 | 4572 | 156298 | 24468 | 25444 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1271 | 1276 | 904815 | 135419 | 31401 | 7188 | 284821 | 53165 | 56102 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1556 | 1594 | 2475219 | 334179 | 77449 | 15279 | 695516 | 168321 | 174354 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 870 | 911 | 3032939 | 337650 | 77262 | 12884 | 699898 | 212866 | 217324 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 631 | 709 | 4477652 | 459792 | 104259 | 15754 | 956286 | 340575 | 358866 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 567 | 694 | 8637814 | 670393 | 154053 | 20696 | 1465285 |  | 682755 |
|  | Firms with sales of |  | 694 | 8637814 | 670393 | 154053 | 20696 | 1465285 | 641123 | 682755 |
|  | \$25,000,000 to \$49,999,999. | 190 | 334 | 6531411 | 451737 | 102484 | 12561 | 1004188 | 397918 | 418721 |
|  | Firms with sales of <br> \$50,000,000 to \$99,999,999 . | 102 | 212 | 7039843 | 453608 | 104410 | 14295 | 1040090 | 483303 | 492340 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 90 | 267 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 1534 | 1538 | 1099500 | 92736 | 18819 | 3668 | 205924 | 39440 | 138904 |
| 4224901 | Coffee, tea, \& spice whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 1328 | 1420 | 7087834 | 397640 | 91263 | 13783 | 852828 | 488011 | 626211 |
|  | Firms operated for the entire year Firms with sales less than | 1172 | 1264 | 7011937 | 390660 | 89211 | 13439 | 836207 | 487270 | 612669 |
|  |  | 248 | 248 | D | D | D | e | D | D | D |
|  | \$250,000 <br> Firms with sales of $\$ 250,000$ | 182 | 182 | 65773 | 10882 | 2498 | 613 | 24110 | 5165 | 5165 |
|  | to \$499,999. <br> Firms with sales of \$500,000 <br> to \$999,999 |  |  |  |  |  |  |  |  |  |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 195 | 196 | 137384 | 22815 | 5172 | 1087 | 50142 | 9036 | 9723 |
|  |  | 250 | 260 | 399254 | 61737 | 14868 | 2547 | 131054 | 31009 | 33782 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 123 | 131 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 80 | 97 | D | D | D | g | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 63 | 106 | 962931 | 90806 | 21696 | 2740 | 184446 | 77055 | 96167 |
|  | Firms with sales of$\$ 25,000,000$ to $\$ 49,999,999$. |  |  |  |  |  |  |  |  |  |
|  |  | 12 | 24 | 457939 | 25477 | 5141 | 570 | 53585 | 29329 | 31625 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 6 | 6 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 13 | 14 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 156 | 156 | 75897 | 6980 | 2052 | 344 | 16621 | 741 | 13542 |

[^253]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224902 | Bread \& baked goods whsle All firms $\square$ | 2103 | 2187 | 5821864 | 594621 | 137158 | 24477 | 1108595 | 262177 | 267272 |
|  | Firms operated for the entire year | 1715 | 1799 | 5691922 | 579611 | 133176 | 23598 | 1080466 | 258879 | 257812 |
|  | Firms with sales less than \$250,000 | 510 | 513 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 385 | 386 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 297 | 297 | 209830 | 40763 | 9407 | 2619 | 77335 | 5690 | 5856 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 286 | 298 | 452202 | 81836 | 19111 | 4401 | 155387 | 16606 | 16249 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 130 | 140 | 447267 | 63321 | 14725 | 2799 | 112192 | 14148 | 14622 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 50 | 61 | 348811 | 56282 | 12326 | 2080 | 97049 | 16481 | 19290 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to \$24,999,999 . Firms with sales of | 26 | 36 | 386824 | 40710 | 9846 | 1461 | 80502 | 18029 | 19823 |
|  | Firms with sales of ${ }^{\text {F25,000,000 to }} \mathbf{\$ 4 9 , 9 9 9 , 9 9 9 .}$ | 16 | 35 | 580367 | 51313 | 12157 | 1536 | 101312 | 15558 | 15471 |
|  | Firms with sales of | 8 | 4 | 570201 | 5 | 15991 | 36 |  |  |  |
|  | Firms with sales of |  |  |  |  |  |  |  | 43 |  |
|  | \$100,000,000 or more ...... | 7 | 9 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 388 | 388 | 129942 | 15010 | 3982 | 879 | 28129 | 3298 | 9460 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1791 | 2026 | 7507631 | 855980 | 195575 | 29183 | 1981472 | 316118 | 352288 |
|  | Firms operated for the entire year | 1481 | 1716 | 7393586 | 844101 | 192335 | 28537 | 1955517 | 314426 | 344637 |
|  | Firms with sales less than | 335 | 335 | 46159 | 10460 | 2504 | 637 | 21815 | 2194 | 2193 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 219 | 219 | 78525 | 12483 | 2703 | 652 | 26780 | 2910 | 3090 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 248 | 249 | 181485 | 25209 | 5757 | 1150 | 56807 | 7665 | 8245 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 253 | 262 | 397490 | 59325 | 13569 | 2523 | 123309 | 17106 | 17264 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 152 | 162 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 121 | 141 | 887815 | 125376 | 27714 | 4052 | 261523 | 37159 | 37437 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 93 | 124 | 1408671 | 185100 | 40617 | 5776 | 391043 | 47948 | 51029 |
|  | \$25,000,000 to \$49,999,999. | 39 | 122 | 1250845 | 137538 | 31736 | 4243 | 336562 | 47035 | 54768 |
|  | \$50,000,000 to \$99,999,999. | 13 | 47 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 8 | 55 | 1640990 | 111773 | 27035 | 3151 | 331818 | 105330 | 118813 |
|  | Firms not operated for the entire year $\qquad$ | 310 | 310 | 114045 | 11879 | 3240 | 646 | 25955 | 1692 | 7651 |
| 4224904 | Canned goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 913 | 957 | 10184930 | 466436 | 109531 | 13777 | 1088032 | 973402 | 921358 |
|  | Firms operated for the entire year | 781 | 825 | 9927345 | 451545 | 105633 | 13094 | 1056576 | 947000 | 885638 |
|  | Firms with sales less than \$250,000 | 98 | 98 | 13395 | 2772 | 675 | 180 | 5045 | 1881 | 1769 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 68 | 68 | 24915 | 3291 | 753 | 211 | 7874 | 2097 | 2187 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 98 | 98 | 71888 | 7875 | 1969 | 421 | 16500 | 7236 | 8122 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 148 | 148 | D | D | D | f | D | D | D |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  | f | D | D | D |
|  | to \$4,999,999 .......... | 102 | 105 | D | D | D | f | D | D | D |
|  |  | 107 | 114 | D | D | D | g | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 103 | 114 | 1556252 | 82750 | 19868 | 2473 | 206640 | 164528 | 160074 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 31 | 32 | 1050220 | 58345 | 14243 | 1496 | 124623 | 72517 | 74521 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 15 | 20 | 1072026 | 50061 | 12093 | 1274 | 111326 | 91606 | 99349 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 11 | 28 | 4771750 | 158517 | 35707 | 3808 | 377501 | 489370 | 415386 |
|  | Firms not operated for the entire year | 132 | 132 | 257585 | 14891 | 3898 | 683 | 31456 | 26402 | 35720 |

[^254]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 466 | 512 | 2687268 | 174927 | 38919 | 5172 | 420611 | 229674 | 229329 |
|  | Firms operated for the entire year | 403 | 449 | 2584990 | 162816 | 38147 | 5045 | 390463 | 204630 | 218580 |
|  | Firms with sales less than $\$ 250,000 \text {. }$ | 59 | 59 | 6637 | 1609 | 418 | 126 | 3008 | 447 | 583 |
|  | Firms with sales of \$250,000 to \$499,999. | 44 | 44 | 16437 | 2608 | 684 | 120 | 6118 | 1174 | 1209 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 49 | 50 | 33537 | 4598 | 1022 | 207 | 10187 | 2408 | 2656 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 79 | 80 | 126857 | 15750 | 3413 | 533 | 32984 | 10306 | 11071 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 62 | 63 | 220883 | 22065 | 4715 | 602 | 48295 | 24858 | 23765 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ............. | 43 | 43 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 . | 42 | 46 | 684514 | 35977 | 8062 | 1179 | 81855 | 59705 | 72206 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 15 | 28 | 491692 | 21975 | 4756 | 506 | 54365 | 29696 | 29618 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 9 | 22 | D | D | D | f | D | D | D |
|  | F100,000,000 or more ...... | 1 | 14 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 63 | 63 | 102278 | 12111 | 772 | 127 | 30148 | 25044 | 10749 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3299 | 3496 | 40304680 | 2058340 | 485307 | 66321 | 4607720 | 2806886 | 2976774 |
|  | Firms operated for the entire year | 2812 | 3005 | 39841563 | 2025144 | 479502 | 65248 | 4531602 | 2799404 | 2914992 |
|  | Firms with sales less than \$250,000 .................... | 532 | 533 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499 999 | 379 | 379 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 - | 388 | 390 | 273161 |  |  |  |  |  |  |
|  | to $\$ 999,999 \ldots . . . . . . . . . . . .0$ | 388 | 390 | 273161 | 34759 | 8232 | 1726 | 74714 | 21345 | 21794 |
|  | to \$2,499,999 ............. | 545 | 551 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$................... | 306 | 314 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 234 | 252 | D | D | D | h | D | D | D |
|  | Firms with sales of | 2 | 252 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 242 | 273 | 3695528 | 234569 | 54109 | 7138 | 521836 | 277953 | 287648 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 80 | 99 | 2843349 | 174224 | 38208 | 4610 | 365826 | 214608 | 221236 |
|  | Firms with sales of ${ }^{\text {F }}$ ( $0,000,000$ to $\$ 99,999,999$. | 52 | 79 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 54 | 135 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 487 | 491 | 463117 | 33196 | 5805 | 1073 | 76118 | 7482 | 61782 |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 5628 | 8849 | 132883554 | 2096358 | 469297 | 74096 | 5547440 | 9505447 | 9664441 |
|  | Firms operated for the entire year | 4976 | 8180 | 131306387 | 2057434 | 460590 | 72303 | 5447718 | 9435849 | 9467288 |
|  | Firms with sales less than \$250,000 | 4976 403 | $\begin{array}{r}403 \\ \hline\end{array}$ | + 51300 | 2057434 10911 | 2527 | 72303 1019 | 5447718 22492 | 9435849 5604 | 9467288 5613 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 303 | 304 | 110235 | 17282 | 4170 | 1317 | 38910 | 12277 | 12939 |
|  | Firms with sales of \$500,000 to \$999,999 | 449 | 457 | 325627 | 34396 | 8407 | 2366 | 81794 | 38987 | 40043 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............. | 802 | 830 | 1339279 | 89320 | 19471 | 4734 | 219595 | 134390 | 139367 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 715 | 748 | 2564896 | 113267 | 24433 | 5173 | 293357 | 251808 | 264208 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 865 | 1007 | 6209139 | 212472 | 46239 | 8587 | 553242 | 591754 | 618606 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 863 | 1343 | 13391221 | 390101 | 86227 | 13599 | 1012456 | 1170437 | 1194635 |
|  | \$25,000,000 to \$49,999,999. | 328 | 882 | 11256506 | 268013 | 59416 | 8778 | 725438 | 1064137 | 1089370 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 143 | 535 | 9575802 | 191064 | 42145 | 6590 | 532267 | 751424 | 728441 |
|  | $\$ 100,000,000$ or more ...... | 105 | 1671 | 86482382 | 730608 | 167555 | 20140 | 1968167 | 5415031 | 5374066 |
|  | Firms not operated for the entire year | 652 | 669 | 1577167 | 38924 | 8707 | 1793 | 99722 | 69598 | 197153 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




[^255]Table 4. Sales Size of Firms: 1997-Con.




[^256]Table 4. Sales Size of Firms: 1997-Con.




[^257]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 7487 | 8892 | 39315137 | 3354755 | 776218 | 81125 | 6788118 | 2879420 | 3073067 |
|  | Firms operated for the entire year | 6611 | 7995 | 38498797 | 3292536 | 760632 | 79299 | 6656659 | 2865379 | 2985813 |
|  | Firms with sales less than \$250,000 | 1253 | 1254 | 166911 | 39306 | 9262 | 2287 | 74799 | 11481 | 11300 |
|  | Firms with sales of \$250,000 to \$499,999. | 1021 | 1023 | 364210 | 73786 | 17010 | 3041 | 147576 | 24830 | 25965 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1148 | 1162 | 820780 | 157800 | 36154 | 5368 | 318287 | 56473 | 59344 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1305 | 1352 | 2063605 | 362282 | 81763 | 10648 | 707075 | 152295 | 158445 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999. | 748 | 823 | 2638390 | 380412 | 82426 | 9111 | 743494 | 191998 | 206526 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999$ | 498 | 606 | 3477130 | 437391 | 99526 | 9693 | 886564 | 289480 | 312026 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 374 | 587 | 5651872 | 555888 | 128553 | 12261 | 1118359 | 466758 | 502273 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 143 | 370 | D | D | D | i | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 73 | 255 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 48 | 563 |  | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 876 | 897 | 816340 | 62219 | 15586 | 1826 | 131459 | 14041 | 87254 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 515 | 804 | 1432921 | 239975 | 56645 | 7340 | 484116 | 116620 | 126570 |
|  | Firms operated for the entire year | 452 | 741 | 1381285 | 235808 | 55362 | 7119 | 476253 | 115967 | 123619 |
|  | Firms with sales less than \$250,000 | 74 | 74 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 87 | 88 | 31938 | 7102 | 1595 | 332 | 14864 | 2875 | 3096 |
|  | Firms with sales of \$500,000 to \$999,999 | 78 | 83 | 54896 | 11483 | 2650 | 442 | 23123 | 4993 | 5350 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 .......... | 107 | 117 | D | D | D | g | D | D | D |
|  |  | 58 | 77 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 20 | 29 | 135323 | 20670 | 4938 | 630 | 40401 | 10456 | 10870 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 20 | 61 | D | D | D | g | D | D | D |
|  | Firms with sales of | 0 | 61 | D | D | D | g | D | D |  |
|  | \$25,000,000 to \$49,999,999. | 5 | 87 | D | D | D | $f$ | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 2 | 36 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 1 | 89 |  | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 63 | 63 | 51636 | 4167 | 1283 |  | 7863 | 653 | 2951 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  | 221 |  |  |  |
|  | All firms | 6986 | 8088 | 37882216 | 3114780 | 719573 | 73785 | 6304002 | 2762800 | 2946497 |
|  | Firms operated for the entire year ............................. Firms with sales less than | 6173 | 7254 | 37117512 | 3056728 | 705270 | 72180 | 6180406 | 2749412 | 2862194 |
|  |  |  | 1182 | D | D | D | g | D | D | D |
|  | \$250,000. <br> Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1181 934 | 182 935 | 332272 | 66684 | 15415 | 2709 | 132712 | 21955 | D 22869 |
|  | to \$999,999. <br> Firms with sales of $\$ 1,000,000$ | 1071 | 1081 | 766806 | 146506 | 33560 | 4934 | 295529 | 51599 | 54117 |
|  |  | 1204 | 1243 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . .$. | 1204 690 | 743 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | $479$ |  | r 3 345410 | 419199 |  | 9118 | 849574 | 280624 | 302780 |
|  | to \$9,999,999 Firms with sales of | $360$ | 575 | 3345410 |  | 95207 |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. |  | 543275 |  | D | D | j | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 137 |  | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 71 | 242 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 46 | 435 | D | D | D | j | D | D |  |
|  | Firms not operated for the entire year $\qquad$ | 813 | 834 | 764704 | 58052 | 14303 | 1605 | 123596 | 13388 | 84303 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227 | Petroleum \& petroleum products whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 7843 | r9 770 | r139 507960 | r3 390142 | '797 041 | r114863 | 8529598 | 4285739 | 4446297 |
|  | Firms operated for the entire year | 7286 | 9208 | D | D | D | m | D | D | D |
|  | Firms with sales less than \$250,000 | 465 | 467 | D | D | D | g | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999. | 401 | 404 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 645 | 652 |  | D | D | g | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 1358 | 1422 | 2247038 | 195548 | 45828 | 8720 | 464588 | 117862 | 119261 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1295 | 1401 | 4645515 | 293988 | 69666 | 11747 | 706658 | 207421 | 208266 |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999 \text {................. }$ | 1213 | 1456 |  | D | D | j | D | D | D |
|  |  | 1149 | 1525 | 17967111 | 756363 | 175390 | 26621 | 1886712 | 600574 | 610534 |
|  |  | 443 | 682 | 15300332 | 516833 | 117172 | 15867 | 1312513 | 434944 | 432102 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 163 | 388 | 11062325 | 290030 | 69624 | 9261 | 777836 | 304392 | 317389 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 154 | 811 | 77307191 | 734202 | 175339 | 19380 | 1946571 | 2149598 | 2225293 |
|  | Firms not operated for the entire year $\qquad$ | 557 | 562 | D | D | D | g | D | D | D |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ........ | 5232 | '6729 | r92 443546 | '2 497922 | 「579 872 | '87 532 | 6249105 | 3029034 | 3194653 |
|  | Firms operated for the entire year. | 4985 | 6478 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 148 | 149 | D | D | D | e | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999 \ldots . . . . . . . . .$. | 158 | 160 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 355 | 360 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 976 | 1029 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 974 | 1055 | D | D | D | i | D | D | D |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 947 | 1145 | D | D | D | j | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 895 | 1205 | D | D | D | j | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 329 | 514 | D | D | D | j | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 112 | 259 | 7742063 | 212810 | 49937 | 7192 | 586632 | 235712 | 247387 |
|  | Firms with sales of $\$ 100,000,000$ or more | 91 | 602 | 46353423 | 508916 | 115860 | 13671 | 1223338 | 1410325 | 1532230 |
|  | Firms not operated for the entire year $\qquad$ | 247 | 251 | D | D | D | f | D | D | D |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 5232 | r6 729 | r92 443546 | '2 497922 | 「579 872 | '87 532 | 6249105 | 3029034 | 3194653 |
|  | Firms operated for the entire year | 4985 | 6478 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000 | 148 | 149 | D | D | D | e | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 158 | 160 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 355 | 360 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 976 | 1029 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 974 | 1055 | D | D | D | i | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 947 | 1145 | D | D | D | j | D | D | D |
|  | Firms with sales of $\cdots \cdots \cdots$ |  |  |  |  | D | j | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 895 | 1205 | D | D | D | j | D | D | D |
|  | Firms with sale of $\$ 25,000,000$ to $\$ 49,999,999$. | 329 | 514 | D | D | D | j | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 112 | 259 | 7742063 | 212810 | 49937 | 7192 | 586632 | 235712 | 247387 |
|  | Firms with sales of $\$ 100,000,000$ or more | 91 | 602 | 46353423 | 508916 | 115860 | 13671 | 1223338 | 1410325 | 1532230 |
|  | Firms not operated for the entire year | 247 | 251 | D | D | D | f | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




[^258]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ (\$1,000) | End-of-1996 nventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. | 9 | 122 | 380402 | 10311 | 3651 | 642 | 19290 | 42660 | 14804 |
| 4228202 | Wine \& distilled alcoholic beverage (State operated) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 8 | 59 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 | _ | - | _ | _ | _ | - | _ | - | - |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 3 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of | 3 | 12 |  | 1687 | 435 | 77 | 4166 | 6087 | 5944 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 1 | 25 | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 1 | 63 | D | D | D | e | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 26267 | 29364 | 143158364 | 8603638 | 1989224 | 317137 | 18524596 | 11995908 | 13198232 |
|  | Firms operated for the entire year | 20937 | 24014 | 140384043 | 8384981 | 1943484 | 307761 | 18036919 | 11912640 | 12530435 |
|  | Firms with sales less than <br> \$250,000 | 4828 | 4830 | 624202 | 138038 | 32558 | 9787 | 271615 | 85017 | 86443 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 3308 | 3316 | 1199246 | 196059 | 45281 | 10732 | 422563 | 151520 | 154685 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 3703 | 3729 | 2636707 | 377329 | 86007 | 19453 | 817294 | 329461 | 340023 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 4042 | 4172 | 6390241 | 838352 | 190626 | 34954 | 1794217 | 776400 | 798867 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 2023 | 2277 | 7154403 | 828493 | 187409 | 30943 | 1740907 | 816450 | 861599 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 1310 | 1664 | 9175125 | 890255 | 199896 | 30753 | 1873482 | 1018863 | 1077433 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 1035 | 1574 | 16048962 | 1365702 | 309194 | 44615 | 2853839 | 1586471 | 1647745 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 361 | 800 | 12450864 | 888779 | 198724 | 28317 | 1963933 | 1258092 | 1324992 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 171 | 498 | 11748923 | 721189 | 176661 | 25555 | 1587771 | 1196192 | 1144901 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. . | 156 | 1154 | 72955370 | 2140785 | 517128 | 72652 | 4711298 | 4694174 | 5093747 |
|  | Firms not operated for the entire year | 5330 | 5350 | 2774321 | 218657 | 45740 | 9376 | 487677 | 83268 | 667797 |
| 42291 | Farm supplies whsle <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 4894 | 6437 | 32607159 | 1766562 | 403019 | 59231 | 4025967 | 3254754 | 3527294 |
|  | Firms operated for the entire year Firms with sales less than | 4064 | 5596 | D | D | D | 1 | D | D | D |
|  |  | 652 | 652 | 86265 | 16748 | 3913 | 1271 | 33245 | 10989 | 11083 |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 524 | 526 | 192129 | 25660 | 5902 | 1584 | 57214 | 20255 | 20920 |
|  | Firms with sales of \$500,000 to \$999,999 | 698 | 700 | 503650 | 56206 | 12640 | 2891 | 128560 | 54017 | 55901 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 856 | 886 | 1366437 | 131065 | 29774 | 5808 | 295265 | 144566 | 148499 |
|  | Firms with sales of \$2,500,000 <br> to $\$ 4,999,999$ | 525 | 582 | 1852130 | 166020 |  | 6064 | 374914 | 205515 | 214045 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 362 | 540 | 2512880 | 199739 |  | 6751 | 458907 | 272555 | 288919 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 260 | 474 | 4011395 | 285606 | 64548 | 8678 | 604527 | 419383 | 436234 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 95 | 300 | 3254420 | 207511 | 45019 | 6371 | 414524 | 382800 | 398807 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 40 | 191 | D | D | D | h | D | D | D |
|  | $\$ 50,000,000$ to \$99,999,999 . <br> Firms with sales of $\$ 100,000,000$ or more . ..... | 52 | 745 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 830 | 841 | D | D | D | g | D | D | D |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422910 | Farm supplies whsle-Con. All firms $\qquad$ | 4894 | 6437 | 32607159 | 1766562 | 403019 | 59231 | 4025967 | 3254754 | 3527294 |
|  | Firms operated for the entire year | 4064 | 5596 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000 | 652 | 652 | 86265 | 16748 | 3913 | 1271 | 33245 | 10989 | 11083 |
|  | Firms with sales of \$250,000 to \$499,999 | 524 | 526 | 192129 | 25660 | 5902 | 1584 | 57214 | 20255 | 20920 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 698 | 700 | 503650 | 56206 | 12640 | 2891 | 128560 | 54017 | 55901 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 856 | 886 | 1366437 | 131065 | 29774 | 5808 | 295265 | 144566 | 148499 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 525 | 582 | 1852130 | 166020 | 36623 | 6064 | 374914 | 205515 | 214045 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 362 | 540 | 2512880 | 199739 | 44349 | 6751 | 458907 | 272555 | 288919 |
|  | Firss with sales of |  | 474 | 4011395 | ¢ | , | 8 |  | 272 |  |
|  | $\$ 10,000,000$ to \$24,999,999. Firms with sales of | 260 | 474 | 4011395 | 285606 | 64548 | 8678 | 604527 | 419383 | 436234 |
|  | \$25,000,000 to \$49,999,999. | 95 | 300 | 3254420 | 207511 | 45019 | 6371 | 414524 | 382800 | 398807 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 40 | 191 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 52 | 745 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 830 | 841 | D | D | D | g | D | D | D |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2512 | 3363 | 9641439 | 660374 | 151572 | 23898 | 1543900 | 923987 | 1013130 |
|  | Firms operated for the entire year | 1979 | 2828 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 346 | 346 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 |  |  |  | D | D |  | D | D |  |
|  | to \$499,999.............. | 285 | 287 | D | D | D | f | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999 . . . . . . . .$. | 352 | 353 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499 999 | 435 | 450 | 685664 | 57632 | 12606 | 2735 | 129776 | 69393 | 71003 |
|  | Firms with sales of $\$ 2,500,000$ to \$4 999,999 | 246 | 290 | 852526 | 76012 | 16596 | 2923 | 170296 | 90073 | 94022 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 158 | 306 | 1113220 | 87765 | 19867 | 3334 | 202841 | 124483 | 128801 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 108 | 267 | 1636698 | 124499 | 27699 | 4041 | 272813 | 189665 | 190349 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. | 27 | 208 | 909107 | 63336 | 13977 | 2357 | 132554 | 97804 | 96811 |
|  | \$50,000,000 to \$99,999,999. | 12 | 92 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 10 | 229 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 533 | 535 | D | D | D | f | D | D | D |
| 4229102 | $\begin{aligned} & \text { Farm supplies-whsle } \\ & \text { distributors } \end{aligned}$ |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2442 | 3074 | 22965720 | 1106188 | 251447 | 35333 | 2482067 | 2330767 | 2514164 |
|  | Firms operated for the entire year | 2143 | 2767 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 306 | 306 | D | D | D | f | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 242 | 242 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 348 | 349 |  | D | D | g | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 426 | 439 | 689299 | 73730 | 17215 | 3081 | 166366 | 76038 | 78364 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 292 | 312 | 1047855 | 95593 | 21277 | 3317 | 216145 | 121837 | 127423 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 219 | 258 | 1507974 | 122052 | 27510 | 3869 | 277199 | 166939 | 181657 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 163 | 230 | 2586382 | 181960 | 40086 | 5209 | 369021 | 280385 | 297035 |
|  | \$25,000,000 to \$49,999,999. | 78 | 181 | 2701380 | 159373 | 37166 | 4541 | 322572 | 322435 | 331489 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 30 | 74 | 2152847 | 73223 | 17473 | 1890 |  | 241947 |  |
|  | Firms with sales of | 30 | 74 | 2152847 | 73223 | 17473 | 1890 | 197070 | 241947 | 223442 |
|  | $\$ 100,000,000$ or more ...... | 39 | 376 | 11506541 | 326094 | 73489 | 9587 | 766959 | 1061673 | 1163609 |
|  | Firms not operated for the entire year $\qquad$ | 299 | 307 | D | D | D | f | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42299 | Other miscellaneous nondurable goods whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 12685 | 12920 | 51257225 | 2519927 | 564938 | 84959 | 5719884 | 3990689 | 4445336 |
|  | Firms operated for the entire year .......................... Firms with sales less than | 9398 | 9632 | 49894271 | 2407012 | 544880 | 80561 | 5460666 | 3952772 | 4012601 |
|  | \$250,000 ................ | 2784 | 2785 | 351522 | 80897 | 19066 | 5472 | 157874 | 51493 | 52059 |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999 \ldots \ldots . . . . . . .$. | 1672 | 1674 | 602505 | 98602 | 22567 | 5039 | 216603 | 86746 | 88081 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 1760 | 1768 | 1238097 | 175560 | 39856 | 8637 | 387827 | 180391 | 186845 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 <br> Firms with sales of $\$ 2,500,000$ | 1706 | 1734 | 2684542 | 343386 | 75640 | 13890 | 765258 | 388756 | 397413 |
|  | to \$4,999,999 ............. | 689 | 717 | 2409739 | 279372 | 62414 | 9425 | 617019 | 317707 | 336441 |
|  | Firss with sales of \$5,000,000 to $\$ 9,999,999 . . . . . .$. | 393 | 446 | 2771138 | 288652 | 62296 | 8912 | 628289 | 379116 | 397965 |
|  | \$10,000,000 to \$24,999,999. | 260 | 294 | 3917217 | 378886 | 82403 | 11634 | 812699 | 497981 | 517498 |
|  | \$25,000,000 to \$49,999,999. | 75 | 127 | D | D | D | i | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 31 | 42 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 28 | 45 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3287 | 3288 | 1362954 | 112915 | 20058 | 4398 | 259218 | 37917 | 432735 |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 12685 | 12920 | 51257225 | 2519927 | 564938 | 84959 | 5719884 | 3990689 | 4445336 |
|  | Firms operated for the entire year | 9398 | 9632 | 49894271 | 2407012 | 544880 | 80561 | 5460666 | 3952772 | 4012601 |
|  | Firms with sales less than \$250,000 | 2784 | 2785 | 351522 | 80897 | 19066 | 5472 | 157874 | 51493 | 52059 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 1672 | 1674 | 602505 | 98602 | 22567 | 5039 | 216603 | 86746 | 88081 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 1760 | 1768 | 1238097 | 175560 | 39856 | 8637 | 387827 | 180391 | 186845 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1706 | 1734 | 2684542 | 343386 | 75640 | 13890 | 765258 | 388756 | 397413 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 689 | 717 | 2409739 | 279372 | 62414 | 9425 | 617019 | 317707 | 336441 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 393 | 446 | 2771138 | 288652 | 62296 | 8912 | 628289 | 379116 | 397965 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 260 | 294 | 3917217 | 378886 | 82403 | 11634 | 812699 | 497981 | 517498 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 75 | 127 | D | D | D | i | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 31 | 42 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 28 | 45 |  | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 3287 | 3288 | 1362954 | 112915 | 20058 | 4398 | 259218 | 37917 | 432735 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3920 | 3976 | 7426099 | 888512 | 196526 | 30205 | 2271032 | 1182362 | 1344462 |
|  | Firms operated for the entire year <br> Firms with sales less than \$250,000 | 3088 | 3144 | 7134199 | 863750 | 191559 | 29168 | 2203575 | 1169850 | 1235443 |
|  |  | 889 | 889 | 111020 | 24312 | 5847 | 1876 | 51161 | 19326 | 19730 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 537 | 537 | D | D | D | g | D | D | D |
|  | Firms with sales of \$500,000 <br> to $\$ 999,999$ | 592 | 596 | D | D | D | h | D | D | D |
|  | Firms with sales of \$1,000,000 <br> to $\$ 2,499,999$ | 578 | 584 | D | D | D | i | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 236 | 243 | D | D | D | h | D | D | D |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 128 | 143 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 84 | 89 | D | D | D | h | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . |  |  |  |  |  |  | D | D |  |
|  |  | 29 | 46 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999. | 10 | 12 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 5 | 5 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 832 | 832 | 291900 | 24762 | 4967 | 1037 | 67457 | 12512 | 109019 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES |  |  |  |  |  |  |  |  |  |
|  | All firms | 4082 | '29 305 | '1 258874769 | r45 911766 | r11963 217 | r922 208 | 95051279 | 39467315 | 40758311 |
|  | Firms operated for the entire year | 3976 | 29131 | 1249745020 | 45799131 | 11927595 | 918632 | 94316446 | 39257615 | 40642566 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 57 | 57 | 7737 | 2201 | 527 | 108 | 3606 | 940 | $1090$ |
|  | Firms with sales of \$250,000 to \$499,999 | 73 | 80 | 27577 | 6259 | 1473 | 239 | 11110 | 3648 | 3333 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 144 | 177 | 107286 | 17368 | 4259 | 734 | 35966 | 13706 | 12999 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 373 | 484 | 630095 | 93949 | 22575 | 3096 | 180809 | 87472 | 87696 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 405 | 544 | 1471644 | 191806 | 45555 | 5966 | 371845 | 176550 | 181251 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 487 | 867 | 3495800 | 405467 | 98995 | 11671 | 830767 | 395483 | 397088 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 670 | 1882 | 10844896 | 1081059 | 260099 | 29499 | 2233731 | 1131383 | 1176150 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 463 | 1711 | 16632036 | 1337443 | 320816 | 34230 | 2844156 | 1574870 | 1632098 |
|  | \$50,000,000 to \$99,999,999. | 362 | 2120 | 25530813 | 1899728 | 468608 | 48968 | 4002462 | 2119761 | 2276621 |
|  | Firms with sales of $\$ 100,000,000$ or more | 942 | 21209 | 1190997136 | 40763851 | 10704688 | 784121 | 83801994 | 33753802 | 34874240 |
|  | Firms not operated for the entire year | 106 | 174 | 9129749 | 112635 | 35622 | 3576 | 734833 | 209700 | 115745 |
|  | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |  |
|  | All firms | 2580 | r17 228 | r707 565616 | '26 757611 | ${ }^{7} 7167566$ | r479 447 | 52345151 | 26273001 | 27084251 |
|  | Firms operated for the entire year | 2510 | 17123 | 706713087 | 26714526 | 7152358 | 477920 | 52258284 | 26123931 | 27050498 |
|  | Firms with sales less than \$250,000. | 39 | 39 | 5064 | 1523 | 358 | 73 | 2285 | 707 | 861 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 51 | 51 | 19067 | 5013 | 1155 | 162 | 8235 | 3003 | 2807 |
|  | Firms with sales of \$500,000 to $\$ 999$ | 96 |  | 70356 | 11398 | 2665 | 411 | 22939 |  |  |
|  | Firms with sales of $\mathbf{\$ 1} 1,000,000$ | 96 | 118 | 70356 | 11398 | 2665 | 411 | 22939 | 9660 | 9075 |
|  | to \$2,499,999 ............ | 272 | 348 | 464420 | 70710 | 16835 | 2195 | 130659 | 68253 | 68438 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 287 | 410 | 1047907 | 138100 | 33354 | 4117 | 264149 | 134465 | 141336 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 327 | 612 | 2362995 | 278528 | 68560 | 7698 | 554414 | 283687 | 296021 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. Firms with sales of | 437 | 1231 | 7070422 | 741393 | 180385 | 19627 | 1436167 | 882025 | 914219 |
|  | \$25,000,000 to \$49,999,999. | 264 | 1089 | 9503102 | 777414 | 187203 | 19301 | 1594772 | 979325 | 1035219 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 212 | 1422 | 14928537 | 1172077 | 290193 | 27892 | 2372227 | 1503417 | 1615743 |
|  | \$100,000,000 or more | 525 | 11803 | 671241217 | 23518370 | 6371650 | 396444 | 45872437 | 22259389 | 22966779 |
|  | Firms not operated for the entire year | 70 | 105 | 852529 | 43085 | 15208 | 1527 | 86867 | 149070 | 33753 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 233 | 1425 | 291207541 | 2233321 | 570190 | 47824 | 5928771 | 5894354 | 5776275 |
|  | Firms operated for the entire year | 226 | 1412 | 290892737 | 2229717 | 567448 | 47539 | 5922477 | 5871921 | 5776275 |
|  | Firms with sales less than \$250,000 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 7 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 9 | 9 | 6271 | 1283 | 311 | 60 | 2269 | 755 | 734 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 19 | 24 | 29791 | 5432 | 1343 | 146 | 10995 | 7012 | 7488 |
|  | Firms with sales of $\$ 2,500,000$ |  | 24 | 29791 |  |  | 146 |  |  |  |
|  | to \$4,999,999 ............ | 17 | 24 | 62448 | 6875 | 1720 | 249 | 13837 | 10374 | 9068 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 34 | 58 | 250670 | 26159 | 6270 | 803 | 54229 | 39971 | 41169 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 43 | 142 | 700580 |  |  | 2400 | 139979 |  | 117288 |
|  | Firms with sales of $\$ 24,999,999$. | 43 | 142 | 700580 | 72615 | 18539 | 2400 | 139979 | 117381 | 117288 |
|  | \$25,000,000 to \$49,999,999. | 17 | 64 | 596871 | 40053 | 9446 | 1119 | 84858 | 64928 | 67416 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 20 | 189 | 1429882 | 64318 | 14623 | 2129 | 158734 | 144282 | 154074 |
|  | Firms with sales of $\$ 100,000,000$ or more | 58 | 893 | 287813225 | 2012171 | 515014 | 40604 | 5456581 | 5486755 | 5378501 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year $\qquad$ |  | 13 | 314804 | 3604 | 2742 | 285 | 6294 | 22433 | - |

[^259]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211201 | Motor vehicle supplies \& new parts - warehouse distributors |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 74 | 343 | 6640896 | 223308 | 53476 | 5937 | 548683 | 512479 | 516527 |
|  | Firms operated for the entire year | 72 | 340 | D | D | D | i | D | D | D |
|  | Firms with sales less than \$250,000 | - | - | - | _ | _ | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots \ldots \ldots \ldots . . . . . . . . . .$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999. | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 4 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 4 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ <br> to \$9,999,999 | 10 | 16 | 74699 | 5098 | 1236 | 178 | 11236 | 16072 | 17223 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 11 | 15 | D | D | D | e | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 5 | 7 | 148085 | 13382 | 3027 | 277 | 32024 | 12273 | 12250 |
|  | Firms with sales of |  |  | 1007083 |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 14 | 159 | 1007083 | 43499 | 10418 | 1453 | 109550 | 104955 | 112767 |
|  | \$100,000,000 or more ...... | 16 | 123 | 5174266 | 144144 | 34536 | 3572 | 360381 | 340400 | 334036 |
|  | Firms not operated for the entire year | 2 | 3 | D | D | D | b | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 124 | 541 | 18824469 | 1057445 | 261684 | 23182 | 2124144 | 2297437 | 2308531 |
|  | Firms operated for the entire year | 120 | 535 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ | 4 | 5 | D | D | D | b | D | D |  |
|  |  | 5 | 5 | D | D | D | a | D | D | D |
|  | to \$2,499,999 ............. | 20 | 27 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 15 | 29 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 18 | 24 | 132580 | 14586 | 3683 | 379 | 31470 | 18756 | 18160 |
|  | Firms with sales of | 18 | 24 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 16 | 76 | 245856 | 30319 | 7709 | 1051 | 61823 | 33177 | 31700 |
|  | \$25,000,000 to \$49,999,999. | 11 | 45 | 398356 | 28177 | 6689 | 886 | 67078 | 57954 | 61252 |
|  | \$50,000,000 to \$99,999,999. | 11 | 52 | 802398 | 47357 | 11315 | 1411 | 93611 | 90238 | 89781 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 18 | 271 | 17145580 | 923478 | 228683 | 18902 | 1842926 | 2079587 | 2090705 |
|  | Firms not operated for the entire year | 4 | 6 | D | D | D | b | D | D | D |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 5 | 11 | 141951 | 6341 | 1529 | 149 | 11830 | 5538 | 5801 |
|  | Firms operated for the entire year ..................... | 5 | 11 | 141951 | 6341 | 1529 | 149 | 11830 | 5538 | 5801 |
|  | Firms with sales less than $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 <br> to \$499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | - | - | - | _ | - | _ | - | - | - |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | - | - | - | - | - | - | - | - |  |
|  | to \$4,999,999 . | - | - | - | - | - | - | - | - | - |
|  | to \$9,999,999 . ........... | 3 | 5 | 23541 | 2623 | 600 | 64 | 5052 | 4338 | 4501 |
|  | \$10,000,000 to \$24,999,999. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of <br> \$25,000,000 to \$49,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | \$100,000,000 or more ..... | 1 | 5 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year |  |  | - | - | - | - | - | - | - |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 23 | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Firms operated for the entire year. Firms with sales less than | 23 | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . . . . .$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ | 3 | 5 | 20687 | 1838 | 401 | 135 | 4708 | 1663 | 1970 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 6 | 24 | 105847 | 10227 | 3374 | 380 | 16076 | 12713 | 13325 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 1 | 5 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 6 | 107 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 23 | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Firms operated for the entire year | 23 | 150 | 9697921 | 210580 | 53182 | 4452 | 480016 | 195508 | 207027 |
|  | Firms with sales less than \$250,000 .................... | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4 999,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$5,000,000 | 2 | 2 |  | D | D | a | D | D | D |
|  | to \$9,999,999 . . . . . . . . . . | 3 | 5 | 20687 | 1838 | 401 | 135 | 4708 | 1663 | 1970 |
|  | \$10,000,000 to \$24,999,999. | 6 | 24 | 105847 | 10227 | 3374 | 380 | 16076 | 12713 | 13325 |
|  | Firms with sales of $\$ 25,000,000 ~ t o ~ \$ 49,999,999 . ~$ | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms with sales of | , |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 1 | 3 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 6 | 107 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4212 | Furniture \& home furnishings whsle <br> All firms. $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 147 | 485 | 21729080 | 646395 | 162255 | 16119 | 1835902 | 727049 | 852893 |
|  | Firms operated for the entire year | 142 | 479 | 21603857 | 637284 | 161628 | 16042 | 1818234 | 726458 | 824288 |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 16 | 18 | 26434 | 4504 | 976 | 150 | 7760 | 2787 | 2696 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 8 | 12 | 30436 | 2488 | 538 | 93 | 6333 | 2551 | 2298 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 13 | 25 | 94450 | 9517 | 2369 | 406 | 22641 | 10130 | 9863 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 |  | 25 |  |  |  |  |  |  |  |
|  |  | 33 | 86 | 560426 | 43950 | 11178 | 1252 | 101444 | 63374 | 66389 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 17 | 47 | 634046 | 50299 | 12313 | 1058 | 116909 | 41120 | 39776 |
|  | Firms with sales of \$50,000,000 to \$99,999,999. | 14 | 55 | 999998 | 45947 | 10803 | 1034 | 132972 | 98434 | 100745 |
|  | Firms with sales of $\$ 100,000,000$ or more | 34 | 229 | 19254215 | 480044 | 123311 | 12030 | 1428875 | 507120 | 601642 |
|  | Firms not operated for the entire year $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 5 | 6 | 125223 | 9111 | 627 | 77 | 17668 | 591 | 28605 |

[^260]Table 4. Sales Size of Firms: 1997-Con.




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Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 167 | 501 | 10261254 | 445340 | 100385 | 11443 | 980545 | 577840 | 582251 |
|  | Firms operated for the entire year | 160 | 494 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 13 | 14 | 22311 | 3081 | 736 | 109 | 5728 | 4690 | 4724 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 21 | 23 | 76021 | 10239 | 2431 | 375 | 18382 | 7900 | 9484 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 23 | 34 | 167996 | 21703 | 5315 | 682 | 42122 | 20383 | 20623 |
|  | Firms with sales of <br> $\$ 10,000,000$ to $\$ 24,999,999$. | 31 | 63 | 533497 | 41561 | 10457 | 1300 | 84105 | 51241 | 52243 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 23 | 81 | 849929 | 57191 | 13648 | 1569 | 120124 | 69955 | 71738 |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999. | 23 | 107 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 19 | 165 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 7 | 7 | D | D | D | b | D | D | D |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 35 | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Firms operated for the entire year | 35 | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Firms with sales less than \$250,000 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | _ | _ | _ |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 3 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ........... | - | - | - | - | - | - | - | - | - |
|  | $\text { to } \$ 4,999,999 \ldots \ldots . . . . . .$ | 5 | 5 | D | D | D | b | D | D | D |
|  | to \$9,999,999 .............. | 6 | 7 | 44303 | 4078 | 918 | 95 | 7781 | 4368 | 4327 |
|  | Firms with sales of <br> $\$ 10,000,000$ to $\$ 24,999,999$. | 6 | 7 | 83878 | 2258 | 418 | 64 | 5074 | 2285 | 2598 |
|  | Firms with sales of |  | 5 | 142400 |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. <br> Firms with sales of | 4 | 5 |  |  | 1948 | 184 | 17214 | 8200 | 10146 |
|  | \$50,000,000 to \$99,999,999. Firms with sales of | 4 | 5 | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 5 | 7 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4213102 | Lumber with yard whsleAll firms ....... |  |  |  |  |  |  |  |  |  |
|  |  | 52 | 96 | 2240878 | 108796 | 26767 | 3064 | 215313 | 193666 | 204645 |
|  | Firms operated for the entire year | 51 | 95 | D | D | D | h | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . .$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | - | - | - | - | - | - | - | _ | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 4 | 4 | 7960 | 677 | 177 | 21 | 1415 | 1377 | 1398 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 4 | 4 | 16299 | 3254 | 851 | 159 | 5733 | 5454 | 6733 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 8 | 9 | 53483 | 5344 | 1246 | 203 | 12337 | 9552 | 10162 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 13 |  | 232163 | 12929 |  |  |  | 24207 |  |
|  |  | 13 | 20 | 232163 | 12929 | 3015 | 397 | 25435 | 24207 | 27583 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 7 | 14 | D | D | D | e | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 50,000,000 \text { to } \$ 99,999,999 \text {. } \end{aligned}$ | 9 | 19 | 580725 | 36029 | 8900 | 1071 | 78460 | 56884 | 59009 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 5 | 24 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 49 | 431 | 2150812 | 127852 | 32499 | 4853 | 298148 | 175800 | 183045 |
|  | Firms operated for the entire year | 49 | 431 | 2150812 | 127852 | 32499 | 4853 | 298148 | 175800 | 183045 |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | _ | - | - | _ | - | - | _ | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 5 | 5 | 3624 | 363 | 84 | 13 | 834 | 273 | 288 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 9 | 10 | 14488 | 2136 | 447 | 77 | 3825 | 1916 | 2349 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 9 | 9 | 29979 | 3129 | 700 | 83 | 6857 | 1836 | 2155 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 6 | 16 | D | D | D | c | D | D | D |
|  | Firms with sales of <br> \$10,000,000 to \$24,999,999 . | 10 | 27 | 155232 | 15817 | 3370 | 407 | 32322 | 11445 | 11108 |
|  | \$25,000,000 to \$49,999,999. | 1 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 5 | 48 | D | D | D | $f$ | D | D | D |
|  | Firms with sales of | 5 | 48 | D | D | D | f | D | D | D |
|  | \$100,000,000 or more ...... | 3 | 310 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | - |  | - | - | - | - | - | - | - |
| 4213202 | Sand, gravel, \& stone whsle All firms $\qquad$ | 43 | 88 | 309282 | 28242 | 5737 | 758 | 66523 | 30696 | 32544 |
|  | Firms operated for the entire year | 41 | 86 | D | D | D | f | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 41 2 | 86 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$ 2500,000 |  |  | D | D |  | a |  |  |  |
|  | to $\$ 499,999 \ldots \ldots . . . . . . .$. | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 . . . . . . . . . . . . . | 4 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 5 | 8 | 9224 | 1800 | 342 | 49 | 3916 | 2441 | 2833 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 10 | 19 | 40536 | 6340 | 986 | 163 | 13083 | 5497 | 5687 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 8 | 24 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 6 | 13 | D | D | D | c | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 3 | 12 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 2 | 2 | D | D | D | b | D | D | D |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 51 | 242 | 3388778 | 87777 | 22157 | 1976 | 201465 | 108881 | 106431 |
|  | Firms operated for the entire year ........................... | 51 | 242 | 3388778 | 87777 | 22157 | 1976 | 201465 | 108881 | 106431 |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499, 999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 | 1 |  |  | D | D | a | D | D | D |
|  | to \$999,999..... | 1 | 1 | D | D | D | a | D | D | D |
|  | to \$2,499,999.............. | 6 | 6 | 9268 | 983 | 219 | 33 | 2187 | 2700 | 3445 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 3 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  | D |  | a | D |  |  |
|  | to \$9,999,999 ........... | 5 | 10 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 . | 16 | 41 | D | D | D | e | D | D | D |
|  | Firms,000,000 to \$49,999,999. | 7 | 26 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  |  | 4 | 19 | D | D | D | e | D | D | D |
|  | $\$ 100,000,000 \text { or more } \ldots . . \text {. }$ | 8- | 134 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year |  |  |  |  | - | - | - | - | - |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




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Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42143 | Computer \& computer peripheral equipment \& software whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 114 | 1713 | 72042268 | 7477349 | 2172050 | 103625 | 13060865 | 3902435 | 3862572 |
|  | Firms operated for the entire year ...................... | 107 | 1706 | 71934845 | 7465585 | 2169131 | 103390 | 13037681 | 3884717 | 3844474 |
|  | Firms with sales less than $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 . . ............... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 6 | 14 | 10831 | 2268 | 494 | 50 | 3719 | 1274 | 1338 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . . .$. | 7 | 10 | 27430 | 4253 | 947 | 86 | 7070 | 1776 | 2018 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 18 | 51 | 124010 | 23189 | 5941 | 411 | 39187 | 6319 | 4948 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 10 | 50 | 156587 | 14364 | 3564 | 284 | 27773 | 9496 | 11125 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 10 | 45 | 330874 | 28325 | 6473 | 423 | 46144 | 19098 | 18909 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 13 | 86 | D | D | D | g | D | D | D |
|  | Firms with sales of <br> $\$ 100,000,000$ or more $\qquad$ | 41 | 86 1448 | 70307010 | 7259651 | 2120210 | 100023 | 12641486 | 3798630 | 3741627 |
|  | Firms not operated for the entire year | 7 | 7 | 107423 | 11764 | 2919 | 235 | 23184 | 17718 | 18098 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 114 | 1713 | 72042268 | 7477349 | 2172050 | 103625 | 13060865 | 3902435 | 3862572 |
|  | Firms operated for the entire year | 107 | 1706 | 71934845 | 7465585 | 2169131 | 103390 | 13037681 | 3884717 | 3844474 |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 . . ............... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 6 | 14 | 10831 | 2268 | 494 | 50 | 3719 | 1274 | 1338 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 7 | 10 | 27430 | 4253 | 947 | 86 | 7070 | 1776 | 2018 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 18 | 51 | 124010 | 23189 | 5941 | 411 | 39187 | 6319 | 4948 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 10 |  | 156587 | 14364 | 3564 | 284 | 27773 |  | 11125 |
|  | Firms with sales of | 10 | 50 | 156587 | 14364 | 3564 | 284 | 27773 | 9496 | 11125 |
|  | $\$ 25,000,000$ to \$49,999,999 . Firms with sales of | 10 | 45 | 330874 | 28325 | 6473 | 423 | 46144 | 19098 | 18909 |
|  | \$50,000,000 to \$99,999,999. | 13 | 86 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 41 | 1448 | 70307010 | 7259651 | 2120210 | 100023 | 12641486 | 3798630 | 3741627 |
|  | Firms not operated for the entire year | 7 | 7 | 107423 | 11764 | 2919 | 235 | 23184 | 17718 | 18098 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 103 | 1665 | 71175956 | 7409460 | 2155591 | 102720 | 12854617 | 3794994 | 3751171 |
|  | Firms operated for the entire year | 97 | 1659 | D | D | D | m | D | D | D |
|  | Firms with sales less than \$250,000 | - | 1 | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 3 | 10 | 5413 | 632 | 84 | 9 | 1154 | 250 | 257 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 9 | 12 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 12 | 39 | 87858 | 10916 | 2635 | 184 | 17864 | 1778 | 1043 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 10 | 48 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 10 | 38 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 10 | 67 | 728455 | 111344 | 26741 | 1836 | 221459 | 35611 | 49032 |
|  | Firms with sales of $\$ 100,000,000$ or more $\qquad$ | 40 | 1442 | 69725869 | 7227090 | 2111916 | 99536 | 12500934 | 3678615 | 3620131 |
|  | Firms not operated for the entire year | 6 | $6$ | D | D | D | c | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 57 | 476 | 27387050 | 957611 | 227003 | 12803 | 2017860 | 2686568 | 2753077 |
|  | Firms operated for the entire year | 54 | 473 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1 | 8 | D | D | D | a | D | D | D |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 5 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 7 | 21 | 50228 | 3576 | 978 | 80 | 5608 | 797 | 309 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 6 | 11 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 5 | 30 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 7 | 14 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more . . .... | 21 | 379 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | c | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |  |
|  | All firms . | 63 | 1189 | 43788906 | 6451849 | 1928588 | 89917 | 10836757 | 1108426 | 998094 |
|  | Firms operated for the entire year | 59 | 1184 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than \$250,000. | - | 1 | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 3 | 10 | 5413 | 632 | 84 | 9 | 1154 | 250 | 257 |
|  | Firms with sales of \$2,500,000 to \$4,999 999 | 5 | 6 |  |  |  |  |  |  |  |
|  | to $\$ 4,999,999 \ldots \ldots \ldots$ | 5 | 6 | 18953 | 2181 | 482 | 36 | 4162 | 1545 | 889 |
|  | to \$9,999,999 ............. | 6 | 19 | 42817 | 7351 | 1658 | 104 | 12189 | 920 | 671 |
|  | \$10,000,000 to \$24,999,999. | 5 | 29 | 73960 | 6060 | 1605 | 114 | 12534 | 5781 | 7134 |
|  | Firms with sales of \$25,000, 000 to \$49,999,999 . | 6 | 27 | 217980 | 18636 | 4188 | 265 | 25401 | 4947 | 4573 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 5 |  | $\mathrm{D}$ |  |  |  |  |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. <br> Firms with sales of | 5 | 36 | D | D | D | $f$ | D | D | D |
|  | \$100,000,000 or more ...... | 27 | 1055 | D | D | D | I | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 4 | 5 | D | D | D | a | D | D | D |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 22 | 48 | 866312 | 67889 | 16459 | 905 | 206248 | 107441 | 111401 |
|  | Firms operated for the entire year | 20 | 46 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 ................... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 4 | 5 | 7332 | 2449 | 595 | 65 | 3654 | 1360 | 1535 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 1 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999$ | 6 | 9 | $34687$ | 10535 | 2858 | 191 |  |  |  |
|  | to \$9,999,999 ................ <br> Firms with sales of | 6 | 9 | 34687 | 10535 | 2858 | 191 | 18174 | 369 | 387 |
|  | \$10,000,000 to \$24,999,999. | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 3 |  | 219961 | 19877 |  |  |  |  |  |
|  | Firms with sales of | 3 | 17 | 219961 | 19877 | 4216 | 237 | 42808 | 9380 | 12247 |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ |  |  | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




## See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 30 | 90 | 591701 | 63157 | 15171 | 1905 | 128348 | 19309 | 17035 |
|  | Firms operated for the entire year | 27 | 86 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 3 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 5 | 12 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 6 | 18 | 42095 | 7516 | 1772 | 178 | 13725 | 3878 | 3831 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 5 | 20 | 74747 | 14944 | 3575 | 303 | 23083 | 5905 | 5989 |
|  | \$25,000,000 to \$49,999,999. | 1 | 2 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 3 | 24 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 4 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........ | 104 | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Firms operated for the entire year | 103 | 458 | D | D | D | i | D | D | D |
|  | Year $\ldots$ with sales less than |  |  | D |  |  | , | D | D |  |
|  | \$250,000................. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 4 | 5 |  | 861 | 254 | 29 | 1272 | 746 | 132 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 12 | 20 | 21138 | 3599 | 921 | 94 | 7461 | 2438 | 2124 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ........... | 7 | 7 | 26890 | 3535 | 851 | 83 | 7033 | 3270 | 1315 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 9 | 21 | 63909 | 10899 | 2727 | 256 | 22252 | 8723 | 9507 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 18 | 37 | 295128 | 80915 | 20494 | 1730 | 142651 | 38780 | 43370 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 10 | 13 | D | D | D | f | D | D | D |
|  | Firms with sales of ${ }^{\text {S }}$, | 15 | 54 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 26 | 299 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 104 | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Firms operated for the entire year | 103 | 458 | D | D | D | j | D | D | D |
|  | Firms with sales less than $\$ 250,000$. . . . . . . . . . . . . . . . | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 4 | 5 | 3008 | 861 | 254 | 29 | 1272 | 746 | 132 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 12 | 20 | 21138 | 3599 | 921 | 94 | 7461 | 2438 | 2124 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 7 | 7 | 26890 | 3535 | 851 | 83 | 7033 | 3270 | 1315 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 9 | 21 | 63909 | 10899 | 2727 | 256 | 22252 | 8723 | 9507 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 18 | 37 | 295128 | 80915 | 20494 | 1730 | 142651 | 38780 | 43370 |
|  | \$25,000,000 to \$49,999,999 . | 10 | 13 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 15 | 54 | D | D | D | h | D | D |  |
|  | Firms with sales of | 15 | 54 | D | D | D | h | D | D | D |
|  | \$100,000,000 or more ...... | 26 | 299 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ |  |  | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421460 | Ophthalmic goods whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 21 | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Firms operated for the entire year | 20 | 65 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 ................... | - | - | _ | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 3 | 3 | 5527 | 649 | 155 | 27 | 1004 | 193 | 190 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 4 | 4 | 15021 | 2730 | 665 | 100 | 5150 | 1295 | 2178 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 4 | 3 18 | 75088 | 15200 | 4000 | 517 | 26213 | 12627 | 12623 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 2 | 4 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 17 | D | D | D | c | D | D | D |
|  | Firms with sales of \$100,000,000 or more ...... | 3 | 13 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 56 | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Firms operated for the entire year. | 53 | 92 | 1473441 | 110902 | 27527 | 2071 | 327842 | 59792 | 68757 |
|  | Firms with sales less than $\$ 250,000 .$ | - |  | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ | 1 | 1 | D | D | D | a | D | D | D |
|  |  | 4 | 6 | D | D | D | b | D | D | D |
|  | $\text { to } \$ 2,499,999$ | 8 | 10 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 | 11 | 13 | 37146 | 6239 | 1463 | 159 | 11495 | 4072 | 4056 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999 .999$ | 10 | 16 | 69251 | 6657 | 1403 | 151 | 16232 | 2976 | 4440 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 9 | 22 | D | D | D | e | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 3 | 13 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 5 | 7 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 3 | 4 | 13758 | 3305 | 2436 | 162 | 9991 | 8364 | 5822 |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 56 | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Firms operated for the entire year ..................... | 53 | 92 | 1473441 | 110902 | 27527 | 2071 | 327842 | 59792 | 68757 |
|  | $\$ 250,000 \ldots \ldots \ldots \ldots \ldots$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 <br> to \$999,999 | 4 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 8 | 10 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 11 | 13 | 37146 | 6239 | 1463 | 159 | 11495 | 4072 | 4056 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 10 | 16 | 69251 | 6657 | 1403 | 151 | 16232 | 2976 | 4440 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 9 | 22 | D | D | D | e | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 3 | 13 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | Firms with sales of $\$$ | 2 | 4 | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 5 | 7 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 |  | $13758$ | $3305$ | 2436 | 162 | 9991 | 8364 | 5822 |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish(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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 276 | 1004 | 40775671 | 1013345 | 245477 | 22181 | 2113821 | 2305880 | 2400276 |
|  | Firms operated for the entire year | 266 | 991 | 40690587 | 1008793 | 242652 | 21917 | 2104210 | 2235715 | 2398621 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . . .$ | 3 | 3 | 427 | 96 | 23 | 5 | 157 | 51 | 61 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 7 | 7 | 4970 | 602 | 137 | 19 | 1281 | 575 | 609 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 22 | 26 | 40090 | 4854 | 1214 | 149 | 9858 | 5617 | 5504 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 31 | 39 | 114166 | 12888 | 3359 | 420 | 27027 | 20572 | 21165 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 21 | 32 | D | D | D | f | D | D | D |
|  | \$10,000,000 to \$24,999,999 . | 51 | 115 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 34 | 96 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  |  |  | 9 |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 29 | 65 | D | D | D | g | D | D | D |
|  | \$100,000,000 or more ...... | 64 | 604 | 36299576 | 727740 | 172142 | 14368 | 1503466 | 1571936 | 1719562 |
|  | Firms not operated for the entire year | 10 | 13 | 85084 | 4552 | 2825 | 264 | 9611 | 70165 | 1655 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 276 | 1004 | 40775671 | 1013345 | 245477 | 22181 | 2113821 | 2305880 | 2400276 |
|  | Firms operated for the entire year | 266 | 991 | 40690587 | 1008793 | 242652 | 21917 | 2104210 | 2235715 | 2398621 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . . . . . . . . .$. | 3 | 3 | 427 | 96 | 23 | 5 | 157 | 51 | 61 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 7 | 7 | 4970 | 602 | 137 | 19 | 1281 | 575 | 609 |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 22 | 26 | 40090 | 4854 | 1214 | 149 | 9858 | 5617 | 5504 |
|  | Firms with sales of \$2,500,000 <br> to $\$ 4,999,999$ | 31 | 39 | 114166 | 12888 | 3359 | 420 | 27027 | 20572 | 21165 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 21 | 32 | D | D | D | f | D | D | D |
|  | Firms with sales of | 51 | 32 |  |  | D |  | D | D |  |
|  | \$10,000,000 to \$24,999,999. | 51 | 115 | D | D | D | g | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 34 | 96 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 29 | 65 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000 \text { or more ...... }$ | 64 | 604 | 36299576 | 727740 | 172142 | 14368 | 1503466 | 1571936 | 1719562 |
|  | Firms not operated for the entire year $\qquad$ | 10 | 13 | 85084 | 4552 | 2825 | 264 | 9611 | 70165 | 1655 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 203 | 785 | 30866626 | 674331 | 153261 | 15365 | 1406341 | 1487008 | 1555328 |
|  | Firms operated for the entire year | 196 | 777 | 30846552 | 672189 | 152070 | 15245 | 1402112 | 1481453 | 1553673 |
|  | Firms with sales less than \$250,000 | 3 | 3 | 427 | 96 | 23 | 5 | $157$ | 51 | 61 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 4 | 4 | 2889 | 195 | 44 | 9 | 473 | 106 | 126 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 15 | 18 | 25818 | 3379 | 735 | 88 | 6339 | 3878 | 3832 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 27 | 34 | 98042 | 11717 | 2995 | 393 | 25174 | 19980 | 20513 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 17 | 25 | D | D | D | e | D | D | D |
|  | Firms with sales of $\ldots \ldots \ldots$ | 17 | 25 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 37 | 91 | D | D | D | g | D | D | D |
|  | Firms with sales of ${ }^{\text {S }}$ ( $25,000,000$ to $\$ 49,999,999$. | 22 | 77 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  |  |  | g |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 24 | 57 | D | D | D | g | D | D | D |
|  | Frirms with sales of $\$ 100,000,000$ or more ...... | 43 | 464 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 7 | 8 | $20074$ | 2142 | 1191 | 120 | 4229 | 5555 | 1655 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 162 | 517 | 8999281 | 556503 | 122134 | 13236 | 1169111 | 1487008 | 1555328 |
|  | Firms operated for the entire year | 155 | 509 | 8979207 | 554361 | 120943 | 13116 | 1164882 | 1481453 | 1553673 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1 | 1 |  | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 12 | 14 | 20331 | 2819 | 637 | 80 | 5445 | 3878 | 3832 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 23 | 30 | 82613 | 8903 | 2147 | 306 | 19052 | 19980 | 20513 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 .......... | 21 | 38 | D | D | D | $f$ | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 30 | 68 | D | D | D | g | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 18 | 80 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 22 | 47 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 24 | 227 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 7 | 8 | 20074 | 2142 | 1191 | 120 | 4229 | 5555 | 1655 |
| 42151012 | Ferrous metal sales offices <br> All firms |  |  |  |  |  |  |  |  |  |
|  | All firms | 62 | 268 | 21867345 | 117828 | 31127 | 2129 | 237230 | - | - |
|  | Firms operated for the entire year | 62 | 268 | 21867345 | 117828 | 31127 | 2129 | 237230 | - | - |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 . $\ldots \ldots \ldots \ldots$ | 4 | 4 | 6740 | 521 | 90 | 8 | 804 | - | - |
|  | to \$4,999,999 ............. | 8 | 13 | 29908 | 5912 | 1468 | 160 | 11731 | - | - |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 7 | 12 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 7 | 10 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 9 | 27 | D | D | D | c | D | D | D |
|  | Firms with sales of \$100,000,000 or more | 20 | 195 | 20786837 | 79998 | 20822 | 1414 | 156691 | - | - |
|  | Firms not operated for the entire year $\qquad$ |  | - |  |  | - | - | - | - | - |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  | - |  |  |  |  |  |
|  | All firms ......... | 84 | 219 | 9909045 | 339014 | 92216 | 6816 | 707480 | 818872 | 844948 |
|  | Firms operated for the entire year | 79 | 213 | 9838751 | 336559 | 90564 | 6670 | 702020 | 754262 | 844948 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499 999 | - | - | _ | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 | 3 | 3 | - | - | 93 | 10 |  |  |  |
|  | to $\$ 999,999$ <br> Firms with sales of $\$ 1,000,000$ | 3 | 3 | 2081 | 407 | 93 | 10 | 808 | 469 | 483 |
|  | to \$2,499,999 ............. | 8 | 9 | 15392 | 1589 | 499 | 63 | 3654 | 1739 | 1672 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 4 | 4 | 15004 | 1057 | 344 | 25 | 1718 | 592 | 652 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 4 | 7 | 31518 | 2562 | 665 | 49 | 6184 |  |  |
|  | Firms with sales of $\ldots \ldots \ldots \ldots$ | 4 | 7 | 31518 | 2562 | 665 | 49 | 6184 | 3969 | 4012 |
|  | \$10,000,000 to \$24,999,999. | 15 | 25 | 229761 | 29885 | 7470 | 762 | 53227 | 22112 | 27226 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 14 | 27 | 476358 | 27760 | 6466 | 622 | 51897 | 89894 | 92566 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 9 | 28 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 22 | 28 110 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 5 | 6 | 70294 | 2455 | 1652 | 146 | 5460 | 64610 | - |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151021 | Nonferrous metal service centers-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 62 | 151 | 6405017 | 278484 | 72189 | 6118 | 602806 | 818872 | 844948 |
|  | Firms operated for the entire year | 58 | 146 | D | D | D | i | D | D | D |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | _ |
|  | Firms with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 5 | 6 | 9611 | 1362 | 453 | 59 | 3323 | 1739 | 1672 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 2 | 2 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 11 | 19 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 12 | 20 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 6 | 20 | D | D | D | f | D | D | D |
|  | Firms with sales of | 6 | 20 | D | D | D | , | D | D |  |
|  | \$100,000,000 or more . . . . | 19 | 76 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 4 | 5 | D | D | D | c | D | D | D |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 32 | 68 | 3504028 | 60530 | 20027 | 698 | 104674 | - | - |
|  | Firms operated for the entire year | 29 | 65 | D | D | D | f | D | D | D |
|  | Firms with sales less than <br> \$250,000 | - | - | - | - | - | _ | - | _ | _ |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 499,999$ <br> Firms with sales of $\$ 500,000$ | - | - | - | - | - | - | - | - | - |
|  | to $\$ 999,999 \ldots \ldots \ldots \ldots \ldots$ | 2 | 2 | D | D | D | a | D | D | D |
|  | to $\$ 2,499,999$ | 3 | 3 | 5781 | 227 | 46 | 4 | 331 | - | - |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 4 | 9 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 6 | 8 | D | D | D | c | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 2 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 3 | 7 | D | D | D | b |  |  |  |
|  | Firms with sales of |  | 7 |  | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 6 | 28 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | a | D | D | D |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 28 | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Firms operated for the entire year | 28 | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . |  | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 2,500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 $\ldots \ldots \ldots \ldots$ | 3 | 4 | 9136 | 254 | 63 | 5 | 533 | 1616 | 1386 |
|  | to \$9,999,999 .............. | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 6 | 7 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 4 | 5 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 10 | 19 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | _ | - | _ | _ | _ | _ | _ | _ |  |

Table 4. Sales Size of Firms: 1997-Con.




[^261]Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4216 | Electrical goods whsle <br> All firms | 364 | 4235 | 109430432 | 5859327 | 1602067 | 96438 | 10337202 | 2564249 | 2702130 |
|  | Firms operated for the entire year | 348 | 4186 | 109257757 | 5852146 | 1597940 | 95936 | 10320959 | 2555717 | 2695062 |
|  | Firms with sales less than \$250,000 | 7 | 8 | 1093 | 234 | 42 | 14 | 332 | 80 | 75 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 7 | 7 | 2943 | 1240 | 243 | 26 | 1815 | 399 | 403 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 10 | 10 | 7477 | 1289 | 292 | 28 | 3768 | 181 | 180 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 36 | 44 | 62162 | 9698 | 2467 | 306 | 17096 | 5192 | 5562 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 29 | 44 | 109459 | 14121 | 3865 | 473 | 24238 | 13646 | 16535 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 36 | 50 | 272876 | 28832 | 6919 | 694 | 61391 | 31543 | 32737 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 49 | 102 | 800731 | 69120 | 17805 | 1585 | 126466 | 72570 | 69785 |
|  |  | 43 | 115 | 1576098 | 136561 | 32626 | 3186 | 267413 | 94355 | 101566 |
|  | Firms with sales of \$50,000,000 to \$99,999, 999 | 24 | 157 | 1743210 | 153982 | 37152 | 3936 | 248253 | 114955 | 123841 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. . | 107 | 3649 | 104681708 | 5437069 | 1496529 | 85688 | 9570187 | 2222796 | 2344378 |
|  | Firms not operated for the entire year | 16 | 49 | 172675 | 7181 | 4127 | 502 | 16243 | 8532 | 7068 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 176 | 1608 | 25132554 | 1527424 | 376644 | 27155 | 2754559 | 1065246 | 1133762 |
|  | Firms operated for the entire year | 166 | 1594 | D | D | D | k | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 5 | 5 | 815 | 204 | 37 | 9 | 267 | 80 | 75 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 <br> to $\$ 999,999$.................. | 7 | 7 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$............... | 22 | 25 | D | D | D | c | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 11 | 15 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots . . . . . . . . . . . . . .$. | 20 | 32 | D | D | D | e | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 28 | 69 | D | D | D | f | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 22 | 83 | 829495 | 76136 | 17866 | 1795 | 138335 | 67953 | 75210 |
|  | Firms with sales of \$50,000,000 to \$99,999, 999 | 11 | 65 | 790775 |  | 16400 | 1115 | 144249 | 88812 | 119326 |
|  | Firms with sales of <br> $\$ 100,000,000$ or more ...... | 38 | 65 1291 | 79075 D | D | 16400 | j | 144249 | 88812 D | D |
|  | Firms not operated for the entire year | 10 | 14 | D | D | D | c | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 176 | 1608 | 25132554 | 1527424 | 376644 | 27155 | 2754559 | 1065246 | 1133762 |
|  | Firms operated for the entire year | 166 | 1594 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 5 | 5 | $815$ | 204 | 37 | 9 | 267 | 80 | 75 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 7 | 7 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 22 | 25 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 11 | 15 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 20 | 32 | D | D | D | e | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 28 | 69 | D | D | D | f | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 22 | 83 | 829495 | 76136 | 17866 | 1795 | 138335 | 67953 | 75210 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 11 | 65 | 790775 | 63785 | 16400 | 1115 | 144249 | 88812 | 119326 |
|  | Firms with sales of $\$ 100,000,000$ or more | 38 | 1291 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 10 | 14 | D | D | D | c | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42162 | Electrical appliance, television \& radio set whsle | 28 | 131 | 9429517 | 241386 | 58340 | 5467 | 706947 | 229453 | 234623 |
|  | Firms operated for the entire year | 27 | 130 | D | D | D | i | D | D | D |
|  | Firms with sales less than $\$ 250,000 .$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 . | _ | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | - | - | - | - | _ | _ | - | - | - |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 2 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 5 | 6 | 167846 | 7137 | 1607 | 90 | 22576 | 2266 | 4130 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | _ | - | - | _ | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 15 | 115 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 28 | 131 | 9429517 | 241386 | 58340 | 5467 | 706947 | 229453 | 234623 |
|  | Firms operated for the entire year | 27 | 130 | D | D | D | i | D | D | D |
|  | Firms with sales less than | 27 1 | 130 | D | D | D | - | D | D | D |
|  | \$250,000 <br> Firms with sales of $\$ 250,000$ | 1 | 1 | D | D | D | a | D | D | D |
|  | $\text { to } \$ 499,999 \ldots \ldots \ldots \ldots . . . .$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots \ldots \ldots$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 . | 2 |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 2 | 4 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 5 | 6 | 167846 | 7137 | 1607 | 90 | 22576 | 2266 | 4130 |
|  |  | - | - | - | - | - | - | - | - | - |
|  |  | 15 | 115 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 198 | 2496 | 74868361 | 4090517 | 1167083 | 63816 | 6875696 | 1269550 | 1333745 |
|  | Firms operated for the entire year | 189 | 2458 | D | D | D | I | D | D | D |
|  | Firms with sales less than \$250,000 ................... | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 18 | 23 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 18 | 30 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9 999 999 |  | 26 | 149659 |  | $4537$ | 423 | 33387 | 20699 | 21092 |
|  | to \$9,999,999 <br> Firms with sales of | 21 | 26 | 149659 | 17774 | 4537 | 423 | 33387 | 20699 | 21092 |
|  | \$10,000,000 to \$24,999,999. | 25 | 51 | 417674 | 34070 | 9448 | 746 | 60265 | 24514 | 21852 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 22 | 60 | 770792 | 84290 | 19562 | 1683 | 148585 | 30041 | 30310 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 17 | 101 | 1271453 | 133933 | 31940 | 3650 | 214921 | 101505 | 111936 |
|  | Firms $\$ 100,000,000$ or more $\ldots .$. | 57 | 2155 | 72021050 | 3801068 | 1094440 | 56364 | 6380829 | 1077745 | 1134640 |
|  | Firms not operated for the entire year $\qquad$ |  | $38$ | D | D | D | e | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . | 198 | 2496 | 74868361 | 4090517 | 1167083 | 63816 | 6875696 | 1269550 | 1333745 |
|  | Firms operated for the entire year | 189 | 2458 | D | D | D | 1 | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales less than } \\ & \$ 250,000 \ldots \ldots \ldots \ldots \ldots \ldots . . \end{aligned}$ | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999 \ldots . . . . . . . . .$. | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$.............. | 18 | 23 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ <br> to \$4,999,999 | 18 | 30 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ <br> to \$9,999,999 | 21 | 26 | 149659 | 17774 | 4537 | 423 | 33387 | 20699 | 21092 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 25 | 51 | 417674 | 34070 | 9448 | 746 | 60265 | 24514 | 21852 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 22 | 60 | 770792 | 84290 | 19562 | 1683 | 148585 | 30041 | 30310 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 17 | 101 | 1271453 | 133933 | 31940 | 3650 | 214921 | 101505 | 111936 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. . | 57 | 2155 | 72021050 | 3801068 | 1094440 | 56364 | 6380829 | 1077745 | 1134640 |
|  | Firms not operated for the entire year $\qquad$ | 9 | 38 | D | D | D | e | D | D | D |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 79 | 1884 | 48149700 | 3392770 | 993768 | 51416 | 5405631 | 643686 | 683442 |
|  | Firms operated for the entire year | 74 | 1873 | D | D | D | 1 | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | - | - | _ | _ | _ | - | _ | - |  |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 . ................. | 3 | 3 | 1799 | 661 | 147 | 17 | 2219 | 140 | 126 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 8 | 12 | 12663 | 2028 | 469 | 37 | 3107 | 232 | 254 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 5 | 9 | 16689 | 4409 | 1302 | 170 | 6420 | 376 | 249 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 8 | 12 | 59205 | 7646 | 1943 | 147 | 13140 | 2128 | 2364 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 9 | 18 | 148432 | 20441 | 5669 | 523 | 30767 | 5753 | 5971 |
|  | \$25,000,000 to \$49,999,999. | 8 | 33 | 285444 | 24398 | 6286 | 381 | 43441 | 1009 | 309 |
|  | \$50,000,000 to \$99,999,999. | 7 | 56 | D | D | D | f | D | D | D |
|  | Firms with sales of \$100,000,000 or more ...... | 24 | 1728 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 5 | 11 | D | D | D | b | D | D | D |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 136 | 612 | 26718661 | 697747 | 173315 | 12400 | 1470065 | 625864 | 650303 |
|  | Firms operated for the entire year | 131 | 584 | 26625461 | 694414 | 170860 | 12065 | 1459906 | 618047 | 643853 |
|  | Firms with sales less than <br> \$250,000 | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 4 | 4 | 2941 | 516 | 119 | 8 | 1297 | 399 | 405 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 11 | 12 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999, 999 | 13 | 20 | D | D | D | c | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  | c | D | D | D |
|  | to \$9,999,999 . . . . . . . . . . | 14 | 15 | 96322 | 11046 | 2810 | 294 | 21533 | 18775 | 18938 |
|  | \$10,000,000 to \$24,999,999. | 19 | 38 | 328132 | 18258 | 4749 | 295 | 37202 | 26042 | 23185 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 16 | 36 | 567766 | 65219 | 14749 | 1334 | 113351 | 21266 | 22134 |
|  | Firms with sales of |  | 10 |  | - | - | , |  | 21 |  |
|  | \$50,000,000 to \$99,999,999. | 16 | 108 | D | D | D | h | D | D | D |
|  | \$100,000,000 or more ...... | 34 | 346 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 5 | 28 | 93200 | 3333 | 2455 | 335 | 10159 | 7817 | 6450 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle-Con. <br> Firms not operated for the entire year | 3 | 5 | 7959 | 620 | 303 | 13 | 886 | 541 | - |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 39 | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Firms operated for the entire year | 36 | 216 | 3564442 | 304466 | 77010 | 6023 | 745595 | 301719 | 306643 |
|  | Firms with sales less than $\$ 250,000 \text {. }$ | - | - |  | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 <br> to \$999,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 3 | 3 | 5373 | 769 | 168 | 16 | 1142 | 360 | 367 |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 4 | 6 | 25901 |  | 402 | 52 | 4988 | 4407 | 5055 |
|  | Firms with sales of \$10,000,000 to \$24,999, 999 | 11 | 52 | 172084 | 21212 | 5536 | 623 | 42337 | 18111 | 20026 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 3 | 36 | 105067 | 15760 | 3810 | 654 | 29039 | 14204 | 13714 |
|  | \$50,000,000 to \$99,999,999. | 4 | 11 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 7 | 104 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 3 | 5 | 7959 | 620 | 303 | 13 | 886 | 541 | - |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 19 | 79 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 18 | 78 | D | D | D | g | D | D | D |
|  | Firms with sales less than <br> \$250,000 | - | - | _ | _ | - | - | _ | _ |  |
|  | Firms with sales of \$250,000 to \$499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999 .............. | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 2 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 3 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of | 3 |  | D | D |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 4 | 16 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 3 | 17 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. Firms with sales of | 1 | 1 | D | D | D | b | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 2 | 33 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 19 | 79 | D | D | D | g | D | D | D |
|  |  | 18 | 78 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | - | 8 | D | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 <br> to \$999,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 2 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 2 | 3 | D | D | D | b | D | D |  |
|  | Firms with sales of \$ $\mathbf{5}, 0000,000$ | 2 |  | D | D | D | b | D | D | D |
|  | to \$9,999,999 ........... | 3 | 4 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 4 | 16 | D | D | D | b | D | D | D |
|  | Firms with sales of <br> $\$ 25,000,000$ to $\$ 49,999,999$. |  |  |  | D | D | c | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year-Con. <br> Firms with sales of \$5,000,000 to \$9,999,999 | 6 | 11 | 39166 | 4992 | 1147 | 129 | 9251 | 3859 | 3978 |
|  | \$10,000,000 to \$24,999,999. | 16 | 50 | 260419 | 36138 | 8976 | 832 | 65383 | 50205 | 54135 |
|  | Firms,000,000 to \$49,999,999. | 6 | 33 | 207336 | 21963 | 5578 | 534 | 42736 | 46530 | 58360 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 7 | 27 | 571879 | 39441 | 10084 | 981 | 75964 | 120282 | 130136 |
|  | Firms with sales of $\$ 100,000,000$ or more | 12 | 126 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | b | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle <br> All firms .............. |  |  |  |  |  |  |  |  |  |
|  |  | 53 | 132 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Firms operated for the entire year | 53 | 132 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 3 | 4 | 1937 | 190 | 41 | 5 | 471 | - | - |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 7 | 10 | 13970 | 1304 | 312 | 43 | 2439 | 3789 | 4295 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 6 | 6 | 22099 | 2274 | 458 | 70 | 3767 | 5261 | 5372 |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 16 | 41 | 111117 | 7645 | 1991 | 252 | 15029 | 22267 | 21319 |
|  | Firms with sales of $\$ 10000,000$ to $\$ 24,999,999$ | 8 | 17 | D | D | D | f | D | D | D |
|  | Firms with sales of | 8 | 17 | D | D | D | f | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 4 | 23 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 3 | 5 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more . ..... | 4 | 24 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 53 | 132 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Firms operated for the entire year | 53 | 132 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Firms with sales less than $\$ 250,000$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 |  | 1 |  |  |  |  |  |  |  |
|  |  | 3 | 4 | 1937 | 190 | 41 | 5 | 471 | - | - |
|  | $\text { to } \$ 2,499,999$ | 7 | 10 | 13970 | 1304 | 312 | 43 | 2439 | 3789 | 4295 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 6 | 6 | 22099 | 2274 | 458 | 70 | 3767 | 5261 | 5372 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 16 | 41 | 111117 | 7645 | 1991 | 252 | 15029 | 22267 | 21319 |
|  | Firms with sales of $\ldots \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 8 | 17 | D | D | D | f | D | D | D |
|  |  | 4 | 23 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 3 | 5 | D | D | D | e | D | D | D |
|  | \$100,000,000 or more ...... | 4 | 24 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 22 | 42 | D | D | D | f | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 152 | 679 | 7711350 | 540870 | 118105 | 10902 | 1021002 | 348884 | 361601 |
|  | Firms operated for the entire year | 150 | 675 | D | D | D | j | D | D | D |
|  | Firms with sales less than $\$ 250,000 \text {. }$ | 7 | 7 | 1023 | 450 | 111 | 12 | 508 | 39 | 174 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | - | _ | - | - | - | _ | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 8 | 8 | 6005 | 1204 | 288 | 31 | 1741 | 1552 | 1544 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 19 | 23 | 31639 | 6073 | 1503 | 179 | 9938 | 3461 | 3194 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ Firms with sales of $\$ 5,000,000$ | 19 | 31 | 72875 | 10014 | 2384 | 267 | 18963 | 9299 | 9835 |
|  | $\text { to } \$ 9,999,999$ | 25 | 37 | 188762 | 23356 | 5741 | 510 | 42194 | 28312 | 32849 |
|  |  | 28 | 81 | 437391 | 41481 | 9953 | 1000 | 85326 | 60645 | 61229 |
|  | Firms with sales of ${ }^{\text {\$25,000,000 to } \$ 49,999,999 .}$ | 13 | 38 | 445347 | 39273 | 8976 | 843 | 78169 | 75565 | 80237 |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999. | 13 | 115 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 18 | 335 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 2 | 4 | D | D | D | a | D | D | D |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 58 | 133 | 2386799 | 146132 | 36850 | 3061 | 289639 | 214923 | 209410 |
|  | Firms operated for the entire year | 55 | 130 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 10 | 12 | 16163 | 2026 | 456 | 56 | 3573 | 2782 | 4126 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 9 | 16 | 34853 | 8142 | 1723 | 158 | 13387 | 8951 | 8866 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 9 | 16 | 62958 | 5824 | 1456 | 139 | 11748 | 8205 | 8459 |
|  | Firms with sales of | 7 | 18 |  | 1246 |  | 350 | - 150 |  |  |
|  | \$10,000,000 to \$24,999,999. | 7 | 18 | 113478 | 12460 | 3075 | 350 | 26150 | 7391 | 7628 |
|  | \$25,000,000 to \$49,999,999 . | 3 | 6 | 114002 | 18448 | 4565 | 471 | 30303 | 30839 | 30143 |
|  | \$50,000,000 to \$99,999,999. | 5 | 18 | D | D | D | e | D | D | D |
|  | Firms with sales of \$100,000,000 or more | 7 | 39 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 3 | 3 | D | D | D | a | D | D | D |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 72 | 188 | 2721654 | 244145 | 58321 | 5619 | 435385 | 126213 | 134682 |
|  | Firms operated for the entire year | 69 | 185 | 2718179 | 243735 | 58289 | 5615 | 434236 | 126213 | 134682 |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 4 | 8 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 10 | 12 | $16360$ | $2868$ | 633 | 80 | 4571 | 1497 | 1458 |
|  | Firms with sales of \$2,500,000 | 14 | 16 |  |  |  |  |  |  |  |
|  | to $\$ 4,999,999$ <br> Firms with sales of $\$ 5,000,000$ | 14 | 16 | 48738 | 6797 | 1383 | 209 | 16364 | 6297 | 6531 |
|  | to \$9,999,999 .............. | 10 | 11 | 74531 | 10437 | 2593 | 266 | 20125 | 7767 | 8980 |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 . | 9 | 17 | 156841 | 14677 | 2792 | 310 | 24776 | 12003 | 13671 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 7 | 27 | D | D | D | f | D | D | D |
|  | Firms with sales of | 7 |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 3 | 22 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 8 | 68 | 1966244 | 167917 | 40421 | 3822 | 294732 | 78819 | 84111 |
|  | Firms not operated for the entire year $\qquad$ |  |  | $3475$ | $410$ | $32$ | $4$ | $1149$ |  | - |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421840 | Industrial supplies whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 206 | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |
|  | Firms operated for the entire year | 200 | 1091 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 3 | 3 | 250 | 71 | 14 | 5 | 132 | 37 | 34 |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 6 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999. | 7 | 7 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 24 | 28 | 41635 | 5212 | 1262 | 181 | 10142 | 7279 | 5686 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 21 | 23 | 73484 | 9527 | 2371 | 319 | 20268 | 6934 | 8092 |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999 \text {................. }$ | 30 | 55 | 196925 | 18700 | 4451 | 570 | 36894 | 16255 | 16694 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 47 | 169 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 24 | 141 | 858563 | 69080 | 16510 | 1737 | 142616 | 74935 | 75833 |
|  | Firms with sales of <br> $\$ 50,000,000$ to $\$ 99,999,999$. | 12 | 150 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 26 | 508 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 6 | 6 | D | D | D | c | D | D | D |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 42 | 301 | 5311517 | 165934 | 38789 | 3993 | 336861 | 216268 | 209539 |
|  | Firms operated for the entire year | 41 | 297 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | to $\$ 499,999$. | - | - | - | - | - | - | - | - | - |
|  | to \$999,999................. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 7 | 10 | 12246 | 1594 | 396 | 59 | 2933 | 3393 | 2366 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 6 | 6 | 18626 | 2421 | 495 | 52 | 4315 | 3333 | 3348 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 6 | 10 | 40860 | 2900 | 710 | 145 | 5867 | 5107 | 4991 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 5 | 14 | 58958 | 5179 | 1220 | 158 | 9131 | 16400 | 16161 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. Firms with sales of | 3 | 14 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 2 | 3 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more . . . . . | 11 | 239 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 4 | D | D | D | a | D | D | D |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 17 | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  | Firms operated for the entire year | 17 | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | - | - | - | _ | - | - | - | - | - |
|  | Firms with sales of $\$ 2,500,000$ |  | - |  | - | - | - | - | - | - |
|  | to \$4,999,999 ... $3 \ldots \ldots \ldots 0$ | - | - | - | - | - | - | - | - | - |
|  | to \$9,999,999 . . . . . . . . . . . | 3 | 9 | 23631 | 2314 | 484 | 70 | 5038 | 1617 | 1458 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 7 | 59 | 125375 | 12536 | 2843 | 431 | 28572 | 13370 | 13733 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 1 | 24 | D | D | D | c | D | D | D |
|  | Firms with sales of |  | 24 |  | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 2 | 71 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 75 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ |  |  | - | - | - | - | - | - | - |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 32 | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  | Firms operated for the entire year ............................ | 32 | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  | Firms with sales less than \$250,000 ................... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 5 | 6 | 8197 | 1216 | 271 | 32 | 2596 | 724 | 792 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 7 | 7 | 27041 | 2658 | 747 | 119 | 7801 | 327 | 404 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots \ldots . .$. | 7 | 8 | 41110 | 4172 | 916 | 106 | 8803 | 1101 | 1391 |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 . | 4 | 7 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 3 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 2 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of \$100,000,000 or more ...... | 3 | 16 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - |  | - | - | _ | - | - | - | - |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 25 | 98 | 654866 | 67124 | 17160 | 1422 | 111682 | 53102 | 53498 |
|  | Firms operated for the entire year | 24 | 97 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 ................... | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | - | - | - | - | - | - | - | - |  |
|  | Hirms with sales of $\$ 500,000$ | - | - | - | - | - | - | - | - | - |
|  | to $\$ 999,999$. <br> Firms with sales of $\$ 1,000,000$ | - | - | - | - | - | - | - | - | - |
|  |  | 3 | 3 | 4932 | 357 | 82 | 7 | 848 | 676 | 581 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 4 | 5 | 15898 | 1528 | 400 | 42 | 2564 | 1910 | 2466 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . . . . .$. | 4 | 5 | 27618 | 2715 | 521 | 38 | 5048 | 2284 | 2365 |
|  | Firms with sales of | 6 |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 6 | 21 | 100350 | 18167 | 4816 | 394 |  | 12917 |  |
|  | \$25,000,000 to \$49,999,999. | 4 | 36 | D | D | D | e | D | D | D |
|  | F50,000,000 to \$99,999,999. | 2 | 7 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 1 | 20 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | b | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 107 | 400 | 13282606 | 328614 | 84606 | 6715 | 575193 | 324093 | 317785 |
|  | Firms operated for the entire year | 99 | 392 | D | D | D | i | D | D | D |
|  | Firms with sales less than \$250,000 ................... | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 5 | 6 | 1716 | 654 | 149 | 19 | 757 | 359 | 399 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 . | 6 | 6 | 4491 | 675 | 155 | 15 | 1269 | 81 | 109 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 12 | 12 | 21474 | 2710 | 664 | 103 | 4946 | 3434 | 3099 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 6 | 6 | $17775$ | $3175$ | 793 | 110 | 5944 | 1271 | 1444 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 14 | 22 | $96403$ | $8049$ | 2045 | 259 | 15932 | 10221 |  |
|  | Firms with sales of $\ldots \ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 27 | 80 | 439299 | 45834 | 10672 | 1229 | 91160 | 47368 | 50634 |
|  | \$25,000,000 to \$49,999,999. | 13 | 46 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 4 |  |  |  | D | f |  |  |  |
|  | Firms with sales of | 4 | 63 | D | D | D | f | D | D | D |
|  | \$100,000,000 or more ...... | 12 | 151 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year |  |  | D | D | D | c | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




[^262]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 15 | 24 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 15 | 24 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | - | - | - | - | - | a | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999. | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 3 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ............. | 3 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of <br> $\$ 10,000,000$ to $\$ 24,999,999$. | _ | - | - | _ | _ | - | - | - | - |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | - | - | - | - | - | - | - | - | - |
|  | \$100,000,000 or more ..... | 4 | 10 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | - | - |  | - | - | - | - | - | - |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 15 | 24 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 15 | 24 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999.............. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,99 . . . . . . . .$. | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 3 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$.......... | 3 | 4 | D | D | D |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 3 | 4 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of |  | - | - | - | - | - | - | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 4 | 10 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | - | - | - | - | - | - | - | - | - |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 24 | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Firms operated for the entire year | 21 | 52 | 669536 | 51048 | 11791 | 907 | 102429 | 63533 | 61151 |
|  | Firms with sales less than \$250,000 |  | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ | 2 | 2 | D | D | D | a | D | D | D |
|  | to \$2,499,999 ............ | 3 | 4 | D | D | D | b | D | D | D |
|  | to \$4,999,999 ............ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999$,999 | 5 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 |  | 4 |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999$. | 1 | 4 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 3 | 6 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 4 | 26 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ..... | 1 | 1 | D | D | D | c | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 3 | 3 | 181 | 21 | 17 | 5 | 37 | 186 | - |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 24 | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Firms operated for the entire year | 21 | 52 | 669536 | 51048 | 11791 | 907 | 102429 | 63533 | 61151 |
|  | Firms with sales less than $\$ 250,000$ |  | - | 669 | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999 \ldots . . . . . . . . . .$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 3 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 5 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of | 1 | 4 | D | D | D | b | D | D |  |
|  | Firms with sales of ${ }^{\text {a }}$, | 1 | 4 | D | D | D | b | D | D | D |
|  | $\$ 25,000,000$ to \$49,999,999. Firms with sales of | 3 | 6 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 4 | 26 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 3 | 3 | 181 | 21 | 17 | 5 | 37 | 186 | - |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 19 | 46 | D | D | D | f | D | D | D |
|  | Firms operated for the entire year | 18 | 45 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$2,500,000 | 1 | 1 |  | D |  | a |  |  |  |
|  | to \$4,999,999 ............ | 1 | 1 | D | D | D | a | D | D | D |
|  | to \$9,999,999 .............. | 5 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 2 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of | 2 | 5 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 3 | 25 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 7 | 9 | D | D | D | b | D | D | D |
|  | Firms operated for the entire year | 5 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales less than $\$ 250,000 \text {. }$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | _ | - | - |
|  | Firms with sales of \$500,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$1,000,000 | 2 |  |  |  | D |  | D | D | D |
|  | to $\$ 2,499,999$ <br> Firms with sales of $\$ 2,500,000$ | 2 | 3 | D | D | D | a | D | D | D |
|  | to $\$ 4,999,999 \ldots \ldots \ldots \ldots .$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 1 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  | D | D | a | D | - |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 1 | 1 | D | D | D | a | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 1 | 1 | D | D | D | b | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \text {. } \end{aligned}$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 2 | 2 | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




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Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 78 | 202 | 7748425 | 345408 | 83096 | 8449 | 763011 | 745747 | 754794 |
|  | Firms operated for the entire year | 75 | 189 | 7662824 | 336412 | 78863 | 7878 | 746092 | 721917 | 733946 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 4 | 4 | 6958 | 1118 | 311 | 31 | 2771 | 2187 | 1828 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 8 | 9 | 28612 | 2539 | 697 | 135 | 5694 | 5542 | 5199 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 8 | 8 | 61959 | 4860 | 1271 | 136 | 14185 | 10556 | 9402 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. Firms with sales of | 8 | 14 | 128023 | 11484 | 3286 | 189 | 30973 | 16641 | 17668 |
|  | \$25,000,000 to \$49,999,999. | 12 | 26 | D | D | D | g | D | D | D |
|  | Firso,000,000 to \$99,999,999. | 15 | 72 | 931244 | 70292 | 16040 | 2897 | 154074 | 130406 | 138834 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 15 | 51 | 6078082 | 211701 | 49247 | 3443 | 442041 | 462881 | 460751 |
|  | Firms not operated for the entire year | 3 | 13 | 85601 | 8996 | 4233 | 571 | 16919 | 23830 | 20848 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 86 | 233 | 6347552 | 248975 | 63198 | 5248 | 589565 | 294159 | 290081 |
|  | Firms operated for the entire year | 79 | 225 | D | D | D | h | D | D | D |
|  | Firms with sales less than |  |  | D |  |  |  |  |  |  |
|  | \$250,000 $\ldots \ldots \ldots \ldots \ldots \ldots$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999 \ldots . . . . . . . . . .$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999 999 | 2 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 6 | 6 | 11516 | 1419 | 346 | 71 | 3378 | 3955 | 3838 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 9 | 9 | 31480 | 2518 | 713 | 89 | 6574 | 3513 | 3588 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 9 | 12 | D | D | D | c | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 11 | 19 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 13 | 15 | 446624 | 22613 | 5542 | 324 | 55515 | 50107 | 48706 |
|  | \$50,000,000 to \$99,999,999. | 15 | 45 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000 \text { or more } . . . . .$ | 12 | 113 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 7 | 8 | D | D | D | e | D | D | D |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 86 | 233 | 6347552 | 248975 | 63198 | 5248 | 589565 | 294159 | 290081 |
|  | Firms operated for the entire year | 79 | 225 | D | D | D | h | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 2 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 6 | 6 | 11516 | 1419 | 346 | 71 | 3378 | 3955 | 3838 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 9 | 9 | 31480 | 2518 | 713 | 89 | 6574 | 3513 | 3588 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 9 | 12 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 11 | 19 | D | D | D | e | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 13 | 15 | 446624 | 22613 | 5542 | 324 | 55515 | 50107 | 48706 |
|  | Firms with sales of | 15 | 45 | D | D | D |  | D |  |  |
|  | Firms with sales of | 15 | 45 | D | D | D | g | D | D | D |
|  | \$100,000,000 or more ...... | 12 | 113 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 7 |  | D | D | D | e | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42242 | Packaged frozen food whsle <br> All firms $\qquad$ | 49 | 262 | 7449295 | 227226 | 59433 | 6436 | 766248 | 258770 | 287963 |
|  | Firms operated for the entire year | 46 | 259 | 7424604 | 224279 | 57590 | 6197 | 759917 | 253255 | 287963 |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to \$499,999 | - | - | - | - | _ | - | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999 \ldots \ldots \ldots . . . . .$. | 3 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 3 | 3 | 10984 | 3543 | 1128 | 139 | 4533 | 1702 | 1798 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 6 | 11 | 40358 | 3787 | 818 | 151 | 10127 | 1876 | 2521 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 8 | 33 | 118808 | 8348 | 2083 | 387 | 21928 | 10184 | 10454 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 5 | 16 | 194799 | 12255 | 3092 | 368 | 49160 | 9584 | 7972 |
|  | Firms with sales of \$50,000,000 to \$99,999, 999 | 3 | 6 | D | D | D | e |  |  |  |
|  | Firms with sales of | 3 | 6 | D | D | D | e | D | D | D |
|  | \$100,000,000 or more ...... | 16 | 180 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 3 | 3 | 24691 | 2947 | 1843 | 239 | 6331 | 5515 | - |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 49 | 262 | 7449295 | 227226 | 59433 | 6436 | 766248 | 258770 | 287963 |
|  | Firms operated for the entire year | 46 | 259 | 7424604 | 224279 | 57590 | 6197 | 759917 | 253255 | 287963 |
|  | Firms with sales less than \$250,000 | - | 259 | 724604 | 224 | - | 6 | - | 253 | 287 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 500,000$ to $\$ 999$ | 2 | 2 | D |  |  |  |  |  |  |
|  | to $\$ 999,999 \ldots \ldots \ldots$ | 2 | 2 | D | D | D | a | D | D | D |
|  | to \$2,499,999 ............. | 3 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$.............. | 3 | 3 | 10984 | 3543 | 1128 | 139 | 4533 | 1702 | 1798 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 6 | 11 | 40358 | 3787 | 818 | 151 | 10127 | 1876 | 2521 |
|  | Firms with sales of |  | 3 |  | 378 | 8 | 1 | 10 | - | 2 |
|  | \$10,000,000 to \$24,999,999. | 8 | 33 | 118808 | 8348 | 2083 | 387 | 21928 | 10184 | 10454 |
|  | \$25,000,000 to \$49,999,999 . | 5 | 16 | 194799 | 12255 | 3092 | 368 | 49160 | 9584 | 7972 |
|  | \$50,000,000 to \$99,999,999. | 3 | 6 | D | D | D | e | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots \ldots . \end{aligned}$ | 16 | 180 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 3 | 3 | 24691 | 2947 | 1843 | 239 | 6331 | 5515 | - |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 88 | 507 | 12804977 | 757461 | 175830 | 19409 | 1849552 | 343331 | 350438 |
|  | Firms operated for the entire year | 86 | 505 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ............. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 4 | 4 | 13900 | 1177 | 273 | 35 | 3760 | 397 | 401 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 11 | 25 | 76539 | 7179 | 1660 | 280 | 14681 | 928 | 934 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 18 | 68 | 276827 | 23965 | 5860 | 786 | 60216 | 4339 | 4427 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 14 | 48 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 12 | 78 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 23 | 277 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 2 | 2 | D | D | D | a | D | D | D |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422450 | Confectionery whsle-Con. <br> All firms $\qquad$ | 45 | 302 | 16592178 | 1242879 | 310472 | 37061 | 2148399 | 84367 | 83893 |
|  | Firms operated for the entire year $\qquad$ | 44 | 301 | D | D | D | k | D | D | D |
|  | Firms with sales less than \$250,000 | 4 | 301 | D | D | D | - | D | D | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 3 | 8 | 1272 | 143 | 56 | 12 | 290 | 42 | 25 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 2 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 7 | 18 | 92545 | 10904 | 2689 | 446 | 27409 | 3668 | 3072 |
|  | Firms with sales of <br> \$25,000,000 to \$49,999,999. | 9 | 30 | 311811 | 30025 | 6628 | 1288 | 67860 | 15249 | 13505 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 4 | 23 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 14 | 213 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 16 | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Firms operated for the entire year | 16 | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Firms with sales less than \$250,000 | - | - | 5 | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 | - | - | _ | _ | - | - | - |  |  |
|  |  | - | - | - | - | - | - | - | - | - |
|  | to \$2,499,999 ........... | 2 | 2 | D | D | D | a | D | D | D |
|  | to \$4,999,999 ............. | 3 | 4 | 11348 | 1178 | 279 | 117 | 2245 | 215 | 214 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 2 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 4 | 7 | 61892 | 5446 | 1305 | 218 | 21759 | 1790 | 2144 |
|  | Firms with sales of | 4 |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 4 | 5 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 16 | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Firms operated for the entire year | 16 | 24 | 334555 | 18934 | 5492 | 654 | 65754 | 33405 | 29959 |
|  | Firms with sales less than \$250,000 |  | - |  | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499, 999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  |  | - | - | - | - | - | - | - | - | - |
|  | to \$2,499,999 ............. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . . . . . .$. | 3 | 4 | 11348 | 1178 | 279 | 117 | 2245 | 215 | 214 |
|  | Firms with sales of \$5,000,000 |  | 5 |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 2 | 5 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 4 | 7 | 61892 | 5446 | 1305 | 218 | 21759 | 1790 | 2144 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 4 | 5 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | - | - | - | - | - | _ | - | - | - |
|  | Firms with sales of | 1 | 1 | D | D | D | b | D |  |  |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ |  |  |  |  |  | - | - | - | - |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { pleriod } \\ \text { including } \\ \text { March 12 } \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42247 | Meat \& meat product whsle All firms $\qquad$ | 36 | 112 | 20272965 | 121017 | 26471 | 3094 | 370753 | 86322 | 100511 |
|  | Firms operated for the entire year | 35 | 111 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | - | - | - | - | D | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 3 | 3 | 9552 | 2671 | 813 | 58 | 3573 | 134 | 146 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999 \ldots \ldots . . . . .$. | 5 | 5 | 31498 | 1919 | 478 | 46 | 5901 | 475 | 435 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 9 | 11 | 163245 | 9121 | 2065 | 277 | 21911 | 6817 | 9373 |
|  | \$25,000,000 to \$49,999,999. | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 3 | 5 | 196284 | 7462 | 1654 | 230 | 17227 | 2480 | 2186 |
|  | Firms with sales of $\$ 100,000,000$ or more | 12 | 83 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | b | D | D | D |
| 422470 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 36 | 112 | 20272965 | 121017 | 26471 | 3094 | 370753 | 86322 | 100511 |
|  | Firms operated for the entire year .......................... | 35 | 111 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of \$500,000 to $\$ 999$ | 1 | 1 | D |  |  |  |  |  |  |
|  | Firms with sales of $\$ 1,000,000$ | 1 | 1 | D | D | D | a | D | D | D |
|  | to \$2,499,999 ............. | - | - | - | - | - | - | - | - |  |
|  | to $\$ 4,999,999$.............. | 3 | 3 | 9552 | 2671 | 813 | 58 | 3573 | 134 | 146 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 5 | 5 | 31498 | 1919 | 478 | 46 | 5901 | 475 | 435 |
|  | Firms with sales of | , | 11 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. Firms with sales of | 9 | 11 | 163245 | 9121 | 2065 | 277 | 21911 | 6817 | 9373 |
|  | \$25,000,000 to \$49,999,999. | 2 | 3 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 3 | 5 | 196284 | 7462 | 1654 | 230 | 17227 | 2480 | 2186 |
|  | Firms with sales of $\$ 100,000,000$ or more | 12 | 83 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | b | D | D | D |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 247 | 2504 | D | D | D | m | D | D | D |
|  | Firms operated for the entire year | 244 | 2501 | D | D | D | m | D | D | D |
|  | Firms with sales less than \$250,000 | 244 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 |  |  |  | D |  | a | D |  |  |
|  | to $\$ 499,999 \ldots \ldots . . . . . . .$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 9 | 11 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 16 | 20 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 19 | 32 | D | D | D | e | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  | D | D |  | , |  |  |  |
|  | to \$9,999,999 ............ | 25 | 38 | D | D | D | f | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 35 | 103 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 29 |  | D | D | D | h | D |  |  |
|  | Firms with sales of | 29 |  | D | D | D | h | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 37 | 217 | D | D | D | i | D | D | D |
|  | \$100,000,000 or more ..... | 68 | 1987 | D | D | D | m | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | c | D | D | D |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND <br> SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 120 | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Firms operated for the entire year | 116 | 334 | 14637567 | 346179 | 85725 | 6861 | 758388 | 557308 | 584774 |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 11 | 13 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 11 | 14 | 40643 | 10055 | 2565 | 270 | 17685 | 4403 | 4762 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 14 | 15 | 95602 | 8190 | 1933 | 223 | 18116 | 14793 | 14584 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 26 | 46 | 411309 | 38071 | 8611 | 935 | 78931 | 32906 | 33973 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$ | 18 | 68 | D | D | D | g | D | D | ) |
|  | Firms with sales of | 18 | 68 |  | D | D | g | D | D |  |
|  | \$50,000,000 to \$99,999,999. | 8 | 28 | D | D | D | $f$ | D | D | D |
|  | \$100,000,000 or more .... | 26 | 148 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 4 | 4 | 51560 | 1792 | 1460 | 234 | 2172 | 18105 | - |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 256 | 1943 | 51676955 | 2048114 | 539435 | 39017 | 4302620 | 1336403 | 1343592 |
|  | Firms operated for the entire year | 251 | 1935 | 51662019 | 2040849 | 537526 | 38944 | 4293710 | 1335292 | 1343585 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 4 | 4 | 495 | 147 | 53 | 5 | 261 | 24 | 24 |
|  | Firms with sales of \$250,000 to \$499,999 | 4 | 4 | 1562 | 207 | 61 | 10 | 561 | 276 | 314 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 13 | 13 | 9896 | 1731 | 482 | 57 | 3637 | 1452 | 1315 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 13 | 17 | 21724 | 2406 | 646 | 93 | 5790 | 1220 | 1470 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 19 | 24 | 70257 | 8991 | 2151 | 227 | 15275 | 7256 | 7152 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 26 | 34 | 181617 | 26477 | 6388 | 614 | 50673 | 16064 | 16941 |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 38 | 65 | 712183 | 56498 | 12627 | 1180 | 131719 | 43754 | 45987 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 32 | 121 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 20 | 105 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 82 | 1548 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 5 | 8 | 14936 | 7265 | 1909 | 73 | 8910 | 1111 | 7 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 256 | 1943 | 51676955 | 2048114 | 539435 | 39017 | 4302620 | 1336403 | 1343592 |
|  | Firms operated for the entire year | 251 | 1935 | 51662019 | 2040849 | 537526 | 38944 | 4293710 | 1335292 | 1343585 |
|  | Firms with sales less than \$250,000 | 4 | 4 | 495 | 147 | 53 | 5 | $261$ | $24$ | 24 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 4 | 4 | 1562 | 207 | 61 | 10 | 561 | 276 | 314 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 13 | 13 | 9896 | 1731 | 482 | 57 | 3637 | 1452 | 1315 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 13 | 17 | 21724 | 2406 | 646 | 93 | 5790 | 1220 | 1470 |
|  | Firms with sales of $\$ 2,500,000$ |  |  | 21724 |  |  |  |  | 1220 | 1470 |
|  | to \$4,999,999 ............. | 19 | 24 | 70257 | 8991 | 2151 | 227 | 15275 | 7256 | 7152 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 26 | 34 | 181617 | 26477 | 6388 | 614 | 50673 | 16064 | 16941 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 38 | 65 | 712183 | 56498 | 12627 | 1180 | 131719 | 43754 | 45987 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 32 | 121 | D |  | D | g | D | D | D |
|  | Firms with sales of |  |  |  |  |  | g | D | D |  |
|  | \$50,000,000 to \$99,999,999. | 20 | 105 | D | D | D | g | D | D | D |
|  | rims with sales of $\$ 100,00,000$ or more ...... | 82 | 1548 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 5 | 8 | 14936 | 7265 | 1909 | 73 | 8910 | 1111 | 7 |

Table 4. Sales Size of Firms: 1997-Con.




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Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. | 10 | 12 | 79855 | 7757 | 1813 | 430 | 19156 | 13541 | 13752 |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 9 | 10 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 3 | 3 | 11507 | 2077 | 413 | 87 | 3140 | 1833 | 1621 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 3 | 4 | 25003 | 1797 | 518 | 183 | 3428 | 2672 | 2680 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 2 | 2 | D | D | D | c | D | D | D |
|  | \$25,000,000 to \$49,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more $\qquad$ | _ | _ | _ | - | _ | - | _ | - | - |
|  | Firms not operated for the entire year | 1 | 2 | D | D | D | a | D | D | D |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 10 | 12 | 79855 | 7757 | 1813 | 430 | 19156 | 13541 | 13752 |
|  | Firms operated for the entire year | 9 | 10 | D | D | D | e | D | D | D |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | \$250,000 .............. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | - | - | - | - | - | _ | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 3 | 3 | 11507 | 2077 | 413 | 87 | 3140 | 1833 | 1621 |
|  | Firms with sales of \$5,000,000 | 3 | 4 |  |  | 518 |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 3 | 4 | 25003 | 1797 | 518 | 183 | 3428 | 2672 | 2680 |
|  | \$10,000,000 to \$24,999,999. | 2 | 2 | D | D | D | c | D | D | D |
|  | \$25,000,000 to \$49,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of |  |  |  |  |  |  | - | - |  |
|  | Firms with sales of | - | - | - | - | - | - | - | - |  |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year | 1 | 2 | D | D | D | a | D | D | D |
| 42294 | Tobacco \& tobacco product whsle | 13 | 62 |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . |  |  | 18550203 | 407935 | 106130 | 11349 | 884657 | 47682 | 69662 |
|  | Firms operated for the entire year | 13 | 62 |  | 407935 | 106130 | 11349 | 884657 | 47682 | 69662 |
|  | Firms with sales less than \$250,000 | - | - | 18550203 | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 500,000$ | - | - | - | - | - | - | - | - | - |
|  | to \$999,999............. | - | - | - | - | - | - | - | - | - |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 1,000,000 \\ & \text { to } \$ 2,499,999 . . . . . . . . . \end{aligned}$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 9,999,999 \ldots \ldots \ldots \ldots .$. Firms with sales of | 2 | 2 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 1 | 1 | D | D | D | b | D | D | D |
|  | Frirms with sales or $\$ 100,000,000$ or more ...... | 9 | 56 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | - | - |  | - | - | - | - | - | - |

Table 4. Sales Size of Firms: 1997-Con.




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Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229901 | Art goods whsle-Con. <br> All firms | 14 | 16 | 652548 | $27576$ | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Firms operated for the entire year . ........................... Firms with sales less than | 14 | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Firms with sales less than \$250,000. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 4 | 4 | D | D | D | c | D | D | D |
|  | Firms with sales of ${ }^{\text {\$25,000,000 to \$49,999,999 . }}$ | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 |  | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year |  | - | - | - | - | - | - | - | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 7 | 8 | 630129 | 38929 | 10597 | 648 | 84433 | 12259 | 20528 |
|  | Firms operated for the entire year | 6 | 7 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to \$499,999 | - | - | - | - | - | - | - | - | _ |
|  | Firms with sales of $\$ 500,000$ | - | - | - | - | - | - | - | - | - |
|  | to \$999,999 . Firms with sales of $\$ 1,000,000$ | - | - | - | - | - | - | - | - | - |
|  | to \$2,499,999 ............ | - | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots . . . .$. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of | 1 | 1 |  |  | D |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. Firms with sales of | 1 | 1 | D | D | D | a | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | - | _ | _ | _ | _ | - | - | - | - |
|  |  | 3 | 4 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5 | 6 | 25170 | 1406 | 318 | 34 | 3796 | 2585 | 2665 |
|  | Firms operated for the entire year | 5 | 6 | 25170 | 1406 | 318 | 34 | 3796 | 2585 | 2665 |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999 999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ | - | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |
|  | to \$4,999,999 .......... | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 3 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | - | - | - | - | - | - | - |  |  |
|  | \$10,000,000 to \$24,999,999 . <br> Firms with sales of | - | - | - | - | - | - | - | - | - |
|  | \$25,000,000 to \$49,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 50,000,000 \text { to } \$ 99,999,999 \text {. }$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4．Sales Size of Firms：1997－Con．



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 （number） | Operating expenses $(\$ 1,000)$ | End－of－1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS，BROKERS，AND COMMISSION MERCHANTS－Con． <br> Wholesale trade，durable goods－Con． |  |  |  |  |  |  |  |  |  |
| 4211 | Motor vehicle \＆motor vehicle parts \＆supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ．．．．．．．．．．．． | 1655 | 1810 | ＇75 470396 | r937 928 | ＇213 493 | 45938 | 1828337 | 47179 | 50185 |
|  | Firms operated for the entire year | 1447 | 1602 | 74945588 | 927757 | 211716 | 45648 | 1807095 | 47159 | 50185 |
|  | Firms with sales less than \＄250，000 ．．．．．．．．．．．．．．．． | 104 | 104 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \＄499，999 | 99 | 99 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \＄999，999． | 122 | 122 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 259 | 259 | 420825 | 18301 | 4102 | 831 | 39116 | 3219 | 3477 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 202 | 203 | 722712 | 23160 | 5155 | 896 | 49446 | 2985 | 3286 |
|  | Firms with sales of \＄5，000，000 to \＄9，999，999 | 203 | 209 | 1453681 | 39860 | 8952 | 1640 | 78201 | 5807 | 6677 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$ ． | 232 | 241 | 3642820 | 92500 | 20785 | 2808 | 175687 | 6566 | 6707 |
|  | Firms with sales of \＄25，000，000 to \＄49，999，999 | 104 | 122 | 3579036 | 77496 | 16347 | 2113 | 139360 | 1156 | 1220 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \＄50，000，000 to \＄99，999，999． | 64 | 68 | 4345354 | 82278 | 20671 | 2422 | 139477 | 590 | 1630 |
|  | \＄100，000，000 or more ．．．．．． | 58 | 175 | 60644881 | 582099 | 132865 | 34339 | 1158788 | 24841 | 25044 |
|  | Firms not operated for the entire year | 208 | 208 | 524808 | 10171 | 1777 | 290 | 21242 | 20 | － |
| 42111 | Automobile \＆other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ． | 500 | 630 | 「58 536229 | 「582 615 | r134 698 | 40663 | 1202452 | 22706 | 26216 |
|  | Firms operated for the entire year | 409 | 539 | D | D | D | k | D | D | D |
|  | Firms with sales less than \＄250，000 | 29 | 29 | 4063 | 665 | 168 | 37 | 1467 | 21 | 27 |
|  | Firms with sales of $\$ 250,000$ to \＄499，999 | 15 | 15 | 5560 | 326 | 78 | 20 | 774 | 12 | 8 |
|  | Firms with sales of $\$ 500,000$ to \＄999， 999 | 33 | 33 | 23222 | 1400 | 333 | 93 | 3529 | 108 | 131 |
|  | Firms with sales of $\$ 1,000,000$ to \＄2，499，999 | 77 | 77 | 129996 | 5099 | 1112 | 427 | 12101 | 432 | 421 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 57 | 57 | 203917 | 6173 | 1496 | 468 | 13029 | 1029 | 1165 |
|  | Firms with sales of \＄5，000，000 |  |  |  |  |  |  |  |  |  |
|  | to \＄9，999，999 ．．．．．．．．．． | 54 | 54 | 386327 | 11516 | 2411 | 966 | 24412 | 2132 | 2532 |
|  | \＄10，000，000 to \＄24，999，999． | 66 | 69 | 1030729 | 22886 | 4826 | 1714 | 51456 | 3030 | 2896 |
|  | \＄25，000，000 to \＄49，999，999． | 27 | 38 | D | D | D | g | D | D | D |
|  | \＄50，000，000 to \＄99，999，999 ． | 22 | 23 | D | D | D | g | D | D | D |
|  | Firms with sales of \＄100，000，000 or more ．．．．．． | 29 | 144 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 91 | 91 | D | D | D | c | D | D | D |
| 421110 | Automobile \＆other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ．．．．．．．．．．．． | 500 | 630 | r58 536229 | 「582 615 | r134 698 | 40663 | 1202452 | 22706 | 26216 |
|  | Firms operated for the entire year | 409 | 539 | D | D | D | k | D | D | D |
|  | Firms with sales less than \＄250，000 | 29 | 29 | 4063 | 665 | 168 | 37 | 1467 | 21 | 27 |
|  | Firms with sales of \＄250，000 to \＄499，999． | 15 | 15 | 5560 | 326 | 78 | 20 | 774 | 12 | 8 |
|  | Firms with sales of \＄500，000 to \＄999，999． | 33 | 33 | 23222 | 1400 | 333 | 93 | 3529 | 108 | 131 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 77 | 77 | 129996 | 5099 | 1112 | 427 | 12101 | 432 | 421 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 57 | 57 | 203917 | 6173 | 1496 | 468 | 13029 | 1029 | 1165 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 54 | 54 | 386327 | 11516 | 2411 | 966 | 24412 | 2132 | 2532 |
|  | Firms with sales of \＄10，000，000 to \＄24，999，999 ． | 66 | 69 | 1030729 | 22886 | 4826 | 1714 | 51456 | 3030 | 2896 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$ | 27 | 38 | D |  |  |  | D |  |  |
|  | Firms with sales of | 27 | 38 |  | D | D | g | D | D | D |
|  | \＄50，000，000 to \＄99，999，999． | 22 | 23 | D | D | D | g | D | D | D |
|  | \＄100，000，000 or more ．．．．．． | 29 | 144 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 91 | 91 | D | D | D | c | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ |  | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 371 | 497 | r57 491226 | r557 193 | r129 815 | 39692 | 1149865 | 17685 | 12488 |
|  | Firms operated for the entire year | 303 | 429 | 57308354 | 553800 | 129434 | 39548 | 1141975 | 17684 | 12488 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 17 | 17 | 2300 | 270 | 79 | 23 | 772 | 21 | 27 |
|  | Firms with sales of \$250,000 to \$499,999 | 10 | 10 | 4065 | 243 | 56 | 13 | 530 | 12 | 6 |
|  | Firms with sales of \$500,000 to \$999,999 | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 50 | 50 | D | D | D | c | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 37 | 37 | D | D | D | e | D | D | D |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 42 | 42 | 300413 | 8761 | 1792 | 887 | 20210 | 700 | 1236 |
|  | Firms with sales of <br> \$10,000,000 to \$24,999,999 . | 55 | 58 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 24 | 35 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 19 | 20 | 1256746 | 22045 | 5253 | 1635 | 40980 | 477 | 692 |
|  | Firms with sales of | 19 | 20 137 | 1256746 53791109 | 22045 477451 | 5253 112371 | 1635 33471 | 40980 978109 | 477 14212 | 692 7775 |
|  | $\$ 100,000,000$ or more ...... | 26 | 137 | 53791109 | 477451 | 112371 | 33471 | 978109 | 14212 | 7775 |
|  | Firms not operated for the entire year $\qquad$ | 68 | 68 | 182872 | 3393 | 381 | 144 | 7890 | 1 | - |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 26 | 26 | D | D | D | c | D | D | D |
|  | Firms operated for the entire year | 20 | 20 | D | D | D | c | D | D | D |
|  | Firms with sales less than ${ }^{\text {l }}$. |  |  |  |  |  |  |  |  |  |
|  | \$250,000................. | 2 | 2 | D | D | D | a | D | D | D |
|  |  | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  | D | D | D |
|  | to \$4,999,999 ........... | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$............ | 3 | 3 | D | D | D | a | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of | 1 | 1 | D | D | D |  | D | D |  |
|  | \$25,000,000 to \$49,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 1 | D | D | D | c | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 6 | 6 | D | D | D | a | D | D | D |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 21 | 21 | 196491 | 3630 | 748 | 229 | 7278 | 709 | 1689 |
|  | Firms operated for the entire year | 16 | 16 | D | D | D | c | D | D | D |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 | - | - | - | - | - | - |  | - |  |
|  | Firms with sales of \$500,000 | - | - | - | - | - | - | - | - |  |
|  | to \$999,999 ............. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 . | 4 | 4 | 5502 | 197 | 47 | 38 | 430 | - | - |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 3 | 3 |  | D | D | a | D | D | D |
|  | Firms with sales of \$ $\mathbf{5}, 00000000$ | 3 | 3 |  | D | D | a | D | D | D |
|  | to \$9,999,999 .............. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 3 | 3 | 43587 | 498 | 111 | 15 | 1465 | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 1 | 1 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 5 | 5 | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . ........... | 1109 | 1129 | r16 750610 | 349057 | 77461 | 5106 | 613599 | 23671 | 23083 |
|  | Firms operated for the entire year | 996 | 1016 | D | D | D | h | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . .$. | 74 | 74 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 75 | 75 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 82 | 82 | D | D | D | c | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 172 | 172 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 142 | 142 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots \ldots . .$. | 144 | 147 | 1034306 | 27776 | 6393 | 649 | 51525 | 4257 | 4427 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 160 | 165 | 2534474 | 66167 | 15162 | 1004 | 118664 | 2377 | 2921 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 76 | 83 | 2586485 | 55534 | 11955 | 734 | 91648 | 164 | 162 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 42 | 45 | D | D | D | f | D | D | D |
|  | \$100,000,000 or more ...... | 29 | 31 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 113 | 113 | D | D | D | c | D | D | D |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 388 | 395 | r4 646827 | 101692 | 22176 | 1861 | 179893 | 13029 | 11326 |
|  | Firms operated for the entire year | 341 | 348 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 24 | 24 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 16 | 16 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 26 | 26 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 61 | 61 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 69 | 69 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 57 | 57 | 399295 | 11474 | 2807 | 319 | 21215 | 73 | 80 |
|  | Firms with sales of $\$ 10000000$ to $\$ 24,999,999$ | 55 | 57 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  | D | e |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 21 | 23 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 8 | 11 | D | D | D | c | D | D | D |
|  | Firms with sales of \$100,000,000 or more ...... | 4 | 4 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 47 | 47 | D | D | D | b | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 658 | 669 | 11883075 | 241158 | 53861 | 3097 | 420147 | 9889 | 10820 |
|  | Firms operated for the entire year | 604 | 615 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 44 | 44 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 52 | 52 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 53 | 53 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 96 | 96 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 65 | 65 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 80 | 83 | 588306 | 15074 | 3296 | 301 | 27877 | 3742 | 3796 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 |  |  | 1615073 |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to $\$ 24,999,999$. Firms with sales of | 102 | 103 | 1615073 | 38757 | 8433 | 552 | 68601 | 1822 | 2452 |
|  | \$25,000,000 to \$49,999,999. | 53 | 58 | 1856827 | 38585 | 8236 | 472 | 64635 | 160 | 154 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 34 | 34 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\qquad$ | 25 | 27 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 54 | 54 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses (\$1,000) | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212 | Furniture \& home furnishings whsle-Con. <br> All firms $\qquad$ | 2814 | 2849 | 14278989 | 398144 | 92024 | 9253 | 807053 | 15140 | 16594 |
|  | Firms operated for the entire year | 2528 | 2562 | 13783929 | 386017 | 89901 | 9014 | 779170 | 15140 | 16581 |
|  | sales less than <br> \$250,000 .................... | 289 | 289 | D | D | D | e | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 195 | 195 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$. | 242 | 243 | D | D | D | $f$ | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 581 | 581 | 954394 | 42873 | 9878 | 1329 | 94173 | 2343 | 1955 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 512 | 517 | 1807139 | 59368 | 13634 | 1604 | 119166 | 3124 | 3722 |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999 \text {................. }$ | 364 | 372 | 2502984 | 63011 | 13774 | 1265 | 126997 | 2332 | 4212 |
|  | \$10,000,000 to \$24,999,999. | 262 | 273 | 3841095 | 101960 | 23634 | 1828 | 191109 | 1141 | 1356 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 56 | 59 | 1849355 | 42647 | 9237 | 770 | 76008 | 3394 | 2395 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 24 | 30 | 1663952 | 36572 | 11006 | 682 | 77672 | 80 | 257 |
|  | Firms with sales of $\$ 100,000,000$ or more | 3 | 3 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 286 | 287 | 495060 | 12127 | 2123 | 239 | 27883 | - | 13 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1553 | 1570 | 7397432 | 216906 | 52079 | 4951 | 434452 | 7544 | 7693 |
|  | Firms operated for the entire year | 1393 | 1410 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 163 | 163 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 100 | 100 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 124 | 125 | D | D | D | e | D | D | D |
|  | Firms with sales of \$1,000,000 <br> to $\$ 2,499,999$ | 326 | 326 | 534956 | 25579 | 5747 | 741 | 53002 | 1670 | 1267 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 304 | 306 | 1067732 | 36091 | 8473 | 935 | 67461 | 1290 | 1605 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 204 | 206 | 1399471 | 32434 | 7229 | 560 | 63378 | 344 | 651 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 126 | 131 | 1805252 | 47937 | 11546 | 860 | 88304 | 719 | 1154 |
|  | \$25,000,000 to \$49,999,999. | 33 | 36 | 1077565 | 26649 | 5935 | 514 | 48788 | 2094 | 1495 |
|  | \$50,000,000 to \$99,999,999. | 12 | 16 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 160 | 160 | D | D | D | c | D | D | D |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1553 | 1570 | 7397432 | 216906 | 52079 | 4951 | 434452 | 7544 | 7693 |
|  | Firms operated for the entire year | 1393 | 1410 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 163 | 163 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 100 | 100 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 124 | 125 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 326 | 326 | 534956 | 25579 | 5747 | 741 | 53002 | 1670 | 1267 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 304 | 306 | 1067732 | 36091 | 8473 | 935 | 67461 | 1290 | 1605 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 204 | 206 | 1399471 | 32434 | 7229 | 560 | 63378 | 344 | 651 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 126 | 131 | 1805252 | 47937 | 11546 | 860 | 88304 | 719 | 1154 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 33 | 36 | 1077565 | 26649 | 5935 | 514 | 48788 | 2094 | 1495 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 12 | 16 | D | D | D | e | D | D | D |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 160 | 160 | D | D | D | c | D | D | D |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212101 | Household \& lawn furniture whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 935 | 938 | 4824140 | 114108 | 28070 | 2552 | 241168 | 4067 | 2937 |
|  | Firms operated for the entire year | 846 | 849 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 73 | 73 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999.................. | 54 | 54 | 18480 | 1813 | 490 | 95 | 4940 | 256 | 15 |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 74 | 74 | 53331 | 4185 | 1014 | 171 | 11141 | 875 | 1023 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 202 | 202 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 204 | 204 | 720143 | 20194 | 4680 | 481 | 38760 | 210 | 186 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 137 | 137 | 945553 | 17710 | 3913 | 286 | 37355 | 203 | 246 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 75 | 77 | 1091725 | 19768 | 4434 | 338 | 36190 | 2 | 33 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 17 | 17 | D | D | D | c | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 9 | 10 | 645239 | 18262 | 6564 | 370 | 39121 | 78 | 208 |
|  | Firms with sales of | 9 | 10 | 645239 | 18262 |  | 370 | 3912 | 78 | 208 |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 89 | 89 | D | D | D | b | D | D | D |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 618 | 632 | 2573292 | 102798 | 24009 | 2399 | 193284 | 3477 | 4756 |
|  | Firms operated for the entire year | 547 | 561 | D | D | D | g | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 90 | 90 | 12807 | 3465 | 819 | 139 | 5700 | 24 | 63 |
|  | Firms with sales of \$250,000 to \$499,999 | 46 | 46 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 50 | 51 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 124 | 124 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 100 | 102 | 347589 | 15897 | 3793 | 454 | 28701 | 1080 | 1419 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 67 | 69 | 453918 | 14724 | 3316 | 274 | 26023 | 141 | 405 |
|  | Firms with sales of | 51 | 5 |  | 14 | 316 | 5 | 26 |  |  |
|  | \$10,000,000 to \$24,999,999. | 51 | 54 | 713527 | 28169 | 7112 | 522 | 52114 | 710 | 1121 |
|  | \$25,000,000 to \$49,999,999. | 16 | 19 | 520225 | 13874 | 3186 | 283 | 26539 | 944 | 1085 |
|  | \$50,000,000 to \$99,999,999. | 3 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | - | - | - | _ | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 71 | 71 | D | D | D | b | D | D | D |
| 42122 | Home furnishings whsle <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 1261 | 1279 | 6881557 | 181238 | 39945 | 4302 | 372601 | 7596 | 8901 |
|  |  | 1135 | 1152 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 126 | 126 | 17361 | 3344 | 802 | 167 | 6616 | 110 | 83 |
|  | \$250,000 <br> Firms with sales of $\$ 250,000$ to \$499,999 | 95 | 95 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 118 | 118 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 255 | 255 | 419438 | 17294 | 4131 | 588 | 41171 | 673 | 688 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 208 | 211 | 739407 | 23277 | 5161 | 669 | 51705 | 1834 | 2117 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 160 | 166 | 1103513 | 30577 | 6545 | 705 | 63619 | 1988 | 3561 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 136 | 142 | 2035843 | 54023 | 12088 | 968 | 102805 | 422 | 202 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 23 | 23 | 771790 | 15998 | 3302 | 256 | 27220 | 1300 | 900 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 50,000,000 \text { to } \$ 99,999,999 \text {. } \\ & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots \ldots . \end{aligned}$ | 12 | 14 | D | D | D | c | D | D | D |
|  |  | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 126 | 127 | D | D | D | c | D | D | D |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421220 | Home furnishings whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1261 | 1279 | 6881557 | 181238 | 39945 | 4302 | 372601 | 7596 | 8901 |
|  | Firms operated for the entire year | 1135 | 1152 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 .................... | 126 | 126 | 17361 | 3344 | 802 | 167 | 6616 | 110 | 83 |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 95 | 95 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 118 | 118 | D | D | D | e | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 255 | 255 | 419438 | 17294 | 4131 | 588 | 41171 | 673 | 688 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 208 | 211 | 739407 | 23277 | 5161 | 669 | 51705 | 1834 | 2117 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 160 | 166 | 1103513 | 30577 | 6545 | 705 | 63619 | 1988 | 3561 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 136 | 142 | 2035843 | 54023 | 12088 | 968 | 102805 | 422 | 202 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. Firms with sales of | 23 | 23 | 771790 | 15998 | 3302 | 256 | 27220 | 1300 | 900 |
|  |  | 12 | 14 | D | D | D | c | D | D | D |
|  | $\$ 100,000,000 \text { or more } \ldots . . \text {. }$ | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 126 | 127 | D | D | D | c | D | D | D |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 274 | 279 | 2350666 | 55000 | 12226 | 1167 | 108301 | 3369 | 4958 |
|  | Firms operated for the entire year | 258 | 263 | 2273742 | 53593 | 11801 | 1136 | 105000 | 3369 | 4958 |
|  | Firms with sales less than $\$ 250,000$ | 18 | 18 | 2493 | 363 | 89 | 26 | 727 | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 15 | 15 | 5533 | 755 | 185 | 33 | 2091 | 200 | 200 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 26 | 26 | 18122 | 1046 | 246 | 50 | 2366 | 28 | 24 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 54 | 54 | 87934 | 3507 | 756 | 116 | 8323 | 10 | 8 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 51 | 51 | 182325 | 6258 | 1382 | 183 | 13981 | 1068 | 1080 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 40 | 41 | 272445 | 7826 | 1719 | 167 | 17110 | 1875 | 3461 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. Firms with sales of | 39 | 43 | 567140 | 20241 | 4926 | 368 | 36587 | 188 | 185 |
|  | \$25,000,000 to \$49,999,999. | 10 | 10 | 376883 | 7999 | 1572 | 119 | 14860 | - | - |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 16 | 16 | 76924 | 1407 | 425 | 31 | 3301 | - | - |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 241 | 242 | 1461021 | 35906 | 7567 | 742 | 70901 | 403 | 394 |
|  | Firms operated for the entire year | 217 | 218 | D | D | D | f | D | D | D |
|  | Firms with sales less than $\$ 250,000 \text {. }$ | 25 | 25 | 3464 | 799 | 169 | 31 | 1393 | 7 | 12 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 16 | 16 | 6327 | 1028 | 193 | 48 | 2571 | 219 | 219 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 9 | 9 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 49 | 49 | 84257 | 3806 | 953 | 146 | 8991 | 84 | 82 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 34 | 34 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 37 | 38 | 257275 | 7541 | 1589 | 164 | 13560 | 75 | 53 |
|  |  |  |  |  |  |  | 164 | 13560 | 75 | 53 |
|  | \$10,000,000 to \$24,999,999. | 38 | 38 | 556891 | 9780 | 1936 | 122 | 18128 | - | - |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 6 | 6 | 204092 | 3389 | 660 | 42 | 5389 | - | - |
|  | Firms with sales of \$50,000,000 to \$99,999, 999 | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  | D |  | b | D | D | D |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 24 | 24 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212203 | Floor coverings whsle <br> All firms $\qquad$ | 225 | 225 | 660505 | 20246 | 4414 | 574 | 43448 | 768 | 615 |
|  | Firms operated for the entire year | 200 | 200 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | 26 | 26 | 3576 | 578 | 139 | 34 | 1348 | 1 | 1 |
|  | Firms with sales of \$250,000 to \$499,999 | 19 | 19 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 27 | 27 | 19549 | 1129 | 344 | 79 | 2575 | 28 | 26 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999 \ldots \ldots . . . . . . .$. | 55 | 55 | D | D | D | c | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999 \ldots \ldots . . . . .$. | 38 | 38 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999$ | 19 | 19 | 130996 | 3255 | 635 | 73 | 8246 | - | 34 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 14 | 14 | 202549 | 4825 | 988 | 92 | 10261 | 234 | 17 |
|  | Firms with sales of \$25,000,000 to \$49,999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  | D | D |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . <br> Firms with sales of | - | - | - | - | - | - | - | - | - |
|  | $\$ 100,000,000$ or more $\ldots .$. . | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 25 | 25 | D | D | D | a | D | D | D |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 521 | 533 | 2409365 | 70086 | 15738 | 1819 | 149951 | 3056 | 2934 |
|  | Firms operated for the entire year | 460 | 471 | 2303459 | 68085 | 15427 | 1763 | 145044 | 3056 | 2934 |
|  | Firms with sales less than \$250,000 | 57 | 57 | 7828 | 1604 | 405 | 76 | 3148 | 102 | 70 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 45 | 45 | 15816 | 1818 | 387 | 77 | 4343 | 345 | 260 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 56 | 56 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 .... $0 \ldots \ldots \ldots$ | 97 | 97 | D | D | D | c | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999 . . . . . .$. | 85 | 88 | 306164 | 9835 | 2195 | 278 | 21565 | 748 | 1012 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 64 | 68 | 442797 | 11955 | 2602 | 301 | 24703 | 38 | 13 |
|  | Firms with sales of | 45 | 68 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 45 | 47 | 709263 | 19177 | 4238 | 386 | 37829 | - |  |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. | 5 | 5 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 5 | 7 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 61 | 62 | 105906 | 2001 | 311 | 56 | 4907 | - | - |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1384 | 1397 | 6492752 | 169286 | 35851 | 3765 | 312694 | 13645 | 16535 |
|  | Firms operated for the entire year | 1224 | 1237 | 6191804 | 163238 | 34932 | 3642 | 300215 | 13645 | 16489 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | 165 | 165 | D | D | D | e | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 85 | 85 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 123 | 123 | 87442 | 8148 | 1821 | 276 | 16375 | 218 | 191 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . . . . .$. | 288 | 288 | 471268 | 22623 | 4904 | 703 | 46528 | 1458 | 1398 |
|  | Firms with sales of $\$ 2,500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 $\ldots \ldots \ldots \ldots \ldots$ | 225 | 226 | 807568 | 25305 | 5758 | 607 | 47970 | 2246 | 4095 |
|  | to \$9,999,999 .............. | 178 | 186 | 1230834 | 33092 | 7197 | 718 | 59716 | 648 | 566 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 129 | 133 | 1818630 | 38354 | 7928 | 572 | 66024 | 1777 | 985 |
|  | Firms with sales of | 129 | 133 | 1818630 | 3835 |  | 572 | 66 | 177 |  |
|  | \$25,000,000 to \$49,999,999. | 18 | 18 | 580918 | 10016 | 2036 | 180 | 16071 | 3977 | 2816 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 12 | 12 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 160 | 160 | 300948 | 6048 | 919 | 123 | 12479 | - | 46 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213102 | Lumber with yard whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 4 | 4 | 34572 | 1160 | 292 | 37 | 2103 | 1131 | 1163 |
|  | Firms operated for the entire year <br> ne............... | 4 | 4 | 34572 | 1160 | 292 | 37 | 2103 | 1131 | 1163 |
|  | Firms with sales less than $\$ 250,000$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots \ldots \ldots$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | - | - | - | - | - | - | _ | - |  |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | - | - | - | - | - | - | - | - |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - | - |
|  | $\$ 100,000,000 \text { or more } \ldots . . .$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year |  | - | - | - | - | - | - | - |  |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 465 | 466 | 2953710 | 66944 | 14112 | 1345 | 122951 | 9602 | 12437 |
|  | Firms operated for the entire year | 421 | 422 | 2851378 | 65115 | 13889 | 1309 | 118789 | 9602 | 12426 |
|  | Firms with sales less than \$250,000 | 37 | 37 | 4988 | 830 | 205 | 55 | 1672 | 6 | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 20 | 20 | 6472 | 922 | 207 | 32 | 1927 | 9 | - |
|  | Firms with sales of \$500,000 to \$999,999 | 38 | 38 | 27630 | 2638 | 562 | 97 | 5398 | 38 | 113 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 86 | 86 | 142764 | 6149 | 1323 | 198 | 12621 | 150 | 86 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 79 | 79 | D | D | D | c | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  | ${ }^{\circ}$ |  |  |  |
|  | to \$9,999,999 ............ | 83 | 84 | 570045 | 14195 | 3210 | 307 | 26220 | 335 | 403 |
|  | \$10,000,000 to \$24,999,999. | 63 | 63 | 888188 | 17752 | 3750 | 239 | 30656 | 1284 | 480 |
|  | Firms with sales of ${ }^{\text {a }}$, | 10 | 10 | 317942 | 4486 | 1029 | 77 | 7088 | 3977 | 2579 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 4 | 4 | 326574 | 5801 | 1059 | 42 | 11416 | 2998 | 6079 |
|  | Firms with sales of \$100,000,000 or more | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 44 | 44 | 102332 | 1829 | 223 | 36 | 4162 | - | 11 |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 171 | 171 | 418402 | 15423 | 3053 | 429 | 32849 | 1122 | 827 |
|  | Firms operated for the entire year | 142 | 142 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 | 41 | 41 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 17 | 17 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 14 | 14 | 9994 | 1211 | 237 | 28 | 2342 | - | - |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 35 | 35 | $57938$ |  |  |  |  |  | 607 |
|  | Firms with sales of $\$ 2,500,000$ | 35 | 35 | 57938 | 2599 | 599 | 86 | 7039 | 817 | 607 |
|  | to \$4,999,999 ............. | 21 | 21 | 70117 | 2028 | 408 | 55 | 4592 | - | - |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots \ldots \ldots$ | 9 | 9 | 63274 | 3657 | 667 | 112 | 7117 | 187 | 57 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of |  | 2 | D | D | D | a | D | D | D |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 29 | 29 | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 59 | 59 | 225662 | 6589 | 1380 | 170 | 14715 | 530 | 480 |
|  | Firms operated for the entire year | 55 | 55 | 220507 | 6512 | 1368 | 168 | 14534 | 530 | 480 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . .$. | 14 | 14 | 1643 | 577 | 126 | 22 | 860 | 1 | 4 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 15 | 15 | 24172 | 1283 | 269 | 34 | 4036 | 317 | 347 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 11 | 11 | 36480 | 1129 | 254 | 27 | 2378 | - |  |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 4 | 4 | 28165 | 862 | 149 | 44 | 1950 | 187 | 57 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | _ | - | - | - | - | - | - | - |  |
|  | Firms with sales of | - | - | - | - | - | - | - | - |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | - | - | - | - | - | - | - | - |  |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$100,000,000 or more | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 4 | 4 | 5155 | 77 | 12 | 2 | 181 | - | - |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 288 | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Firms operated for the entire year | 266 | 271 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | 35 | 35 | 4764 | 1479 | 311 | 48 | 2508 | 6 | 13 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 12 | 12 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 28 | 28 | 19711 | 2020 | 433 | 56 | 4212 | 6 | 6 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 58 | 58 | 91923 | 4009 | 858 | 120 | 8448 | 311 | 250 |
|  | Firms with sales of $\$ 2,500,000$ to \$4 999.999 | 56 | 56 | 196599 | 5164 | 1247 | 105 | 10346 | 55 | 11 |
|  | Firms with sales of $\$ 5,000,000$ |  |  | 106 |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . . | 37 | 39 | 251418 | 6574 | 1351 | 126 | 10967 | 59 | 65 |
|  | \$10,000,000 to \$24,999,999. | 36 | 39 | D | D | D | c | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 3 | 3 | D | D | D | b | D | D | D |
|  |  | - | - | - | - | - | - | - | _ | - |
|  | Firms not operated for the entire year | 22 | 22 | D | D | D | a | D | D | D |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 288 | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Firms operated for the entire year | 266 | 271 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 ................... | 35 | 35 | 4764 | 1479 | 311 | 48 | 2508 | 6 | 13 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 12 | 12 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 28 | 28 | 19711 | 2020 | 433 | 56 | 4212 | 6 | 6 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 58 | 58 | 91923 | 4009 | 858 | 120 | 8448 | 311 | 250 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 56 | 56 | 196599 | 5164 | 1247 | 105 | 10346 | 55 | 11 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 37 | 39 | 251418 | 6574 | 1351 | 126 | 10967 | 59 | 65 |
|  | Firms with sales of |  |  |  |  |  |  | 10 |  |  |
|  | \$10,000,000 to \$24,999,999. | 36 | 39 | D | D | D | c | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  |  |  | a |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year |  |  | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421420 | Office equipment whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 389 | 404 | 1595240 | 63279 | 14593 | 1832 | 110819 | 4555 | 4922 |
|  | Firms operated for the entire year | 335 | 350 | 1515383 | 61374 | 14219 | 1789 | 106719 | 4555 | 4917 |
|  | Firms with sales less than $\$ 250,000$ | 50 | 50 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999 \ldots . . . . . . . . . . .$. | 54 | 54 | 19489 | 3535 | 822 | 161 | 6690 | 285 | 329 |
|  |  | 64 | 64 | D | D | D | e | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 77 | 79 | D | D | D | e | D | D | D |
|  | ,500,000 <br> to $\$ 4$ | 42 | 49 | 142354 | 13416 | 2759 | 360 | 22325 | 1274 | 1429 |
|  | to \$9,999,999 . . . . . . . . . . . | 23 | 24 | 144879 | 5548 | 1406 | 138 | 10610 | 216 | 240 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 14 | 18 | 199714 | 7778 | 1787 | 221 | 11586 | 569 | 596 |
|  | Firms with sales of | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of | 6 | 6 |  | D |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . | 4 | 5 | 294038 | 5803 | 1362 | 63 | 9288 | 14 | 16 |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 54 | 54 | 79857 | 1905 | 374 | 43 | 4100 | - | 5 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 720 | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |
|  | Firms operated for the entire year | 583 | 620 | 7004732 | 206190 | 50423 | 3420 | 347292 | 16117 | 6781 |
|  | Firms with sales less than $\$ 250,000 .$ | 83 | 83 | 10503 | 3093 | 741 | 119 | 5043 | 45 | 45 |
|  | Firms with sales of \$250,000 to \$499,999 | 60 | 60 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 88 | 88 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 118 | 124 | 187347 | 17781 | 4375 | 465 | 32654 | 1330 | 1206 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 79 | 82 | 288648 | 19086 | 3977 | 368 | 34471 | 1587 | 1602 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 52 | 56 | 344113 | 21601 | 5169 | 472 | 37507 | 778 | 906 |
|  | Firms with sales of | 5 | 5 | 344 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 58 | 63 | 906696 | 31745 | 7189 | 416 | 54595 | 562 | 626 |
|  | \$25,000,000 to \$49,999,999 . | 21 | 25 | 708104 | 17708 | 4026 | 245 | 30959 | 49 | 49 |
|  | F50,000,000 to \$99,999,999. | 10 | 12 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 14 | 27 | 3757138 | 69629 | 16928 | 856 | 109645 | 11430 | 2003 |
|  | Firms not operated for the entire year | 137 | 137 | 340903 | 5903 | 851 | 91 | 11234 | - | 25 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 720 | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |
|  | Firms operated for the entire year | 583 | 620 | 7004732 | 206190 | 50423 | 3420 | 347292 | 16117 | 6781 |
|  | Firms with sales less than \$250,000 | 83 | 83 | 10503 | 3093 | 741 | 119 | 5043 | 45 | 45 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 60 | 60 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 88 | 88 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 118 | 124 | 187347 | 17781 | 4375 | 465 | 32654 | 1330 | 1206 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 79 | 82 | 288648 | 19086 | 3977 | 368 | 34471 | 1587 | 1602 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 52 | 56 | 344113 | 21601 | 5169 | 472 | 37507 | 778 | 906 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 58 | 63 | 906696 | 31745 | 7189 | 416 | 54595 | 562 | 626 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 21 | 25 | 708104 | 17708 | 4026 | 245 | 30959 | 49 | 49 |
|  | Firms with sales of |  |  | \% |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 10 | 12 | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 14 | 27 | 3757138 | 69629 | 16928 | 856 | 109645 | 11430 | 2003 |
|  | Firms not operated for the entire year $\qquad$ | 137 | 137 | 340903 | 5903 | 851 | 91 | 11234 | - | 25 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 574 | 609 | 6670157 | 183321 | 44830 | 3031 | 309608 | 15404 | 6142 |
|  | Firms operated for the entire year | 457 | 492 | D | D | D | h | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . . .$ | 61 | 61 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 42 | 42 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 . | 61 | 61 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 94 | 100 | 147883 | 13455 | 3282 | 362 | 25344 | 1248 | 1007 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 63 | 65 | 226928 | 13972 | 3048 | 293 | 25510 | 1093 | 1242 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 45 | 49 | 300191 | 18924 | 4585 | 426 | 33303 | 778 | 906 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 50 | 55 | 789560 | 28551 | 6496 | 376 | 49000 | 535 | 614 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 25,000,000 \text { to } \$ 49,999,999 \text {. } \end{aligned}$ | 19 | 22 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 10 | 12 | 718332 | 14746 | 5281 | 147 | 20913 | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | 12 | 25 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 117 | 117 | D | D | D | b | D | D | D |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |  |
|  | All firms . | 308 | 320 | 4896105 | 102413 | 25812 | 1708 | 172422 | 13537 | 3833 |
|  | Firms operated for the entire year | 243 | 255 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 39 | 39 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 19 | 19 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 34 | 34 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 41 | 41 | 64218 | 5841 | 1332 | 183 | 10922 | 1191 | 909 |
|  | Firms with sales of \$2,500,000 to \$4,999 999 | 25 | 26 |  |  |  |  |  |  |  |
|  | to $\$ 4,999,999$. <br> Firms with sales of \$5,000,000 | 25 | 26 | 85911 | 4757 | 981 | 119 | 9361 | 501 | 429 |
|  | to \$9,999,999 .............. | 22 | 22 | 142424 | 11304 | 2916 | 274 | 19516 | 729 | 671 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 33 | 36 | 529529 | 18998 | 4071 | 247 | 33214 | 65 | 114 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 12 | 12 | D | D | D | b | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 9 |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . <br> Firms with sales of | 9 | 11 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ... | 9 | 15 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 65 | 65 | D | D | D | b | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 266 | 289 | 1774052 | 80908 | 19018 | 1323 | 137186 | 1867 | 2309 |
|  | Firms operated for the entire year | 214 | 237 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 ................... | 22 | 22 | 2504 | 643 | 181 | 25 | 1142 | 10 | 1 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 27 | 27 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 53 | 59 | 83665 | 7614 | 1950 | 179 | 14422 | 57 | 98 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 38 | 39 | 141017 | 9215 | 2067 | 174 | 16149 | 592 | 813 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999$ | 23 |  | 157767 | 7620 | 1669 | 152 |  |  |  |
|  | to $\$ 9,999,999$. . . . . . . . . . . . . . <br> Firms with sales of | 23 | 27 | 157767 | 7620 | 1669 | 152 | 13787 | 49 | 235 |
|  | \$10,000,000 to \$24,999,999. | 17 | 19 | 260031 | 9553 | 2425 | 129 | 15786 | 470 | 500 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 7 | 10 | 252121 | 8813 | 1787 | 101 | 13956 | 41 | 42 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 1 | 1 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 3 | 10 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 52 |  | D | D | D |  | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 147 | 148 | 675478 | 28772 | 6444 | 480 | 48918 | 713 | 664 |
|  | Firms operated for the entire year | 127 | 128 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 ................... | 22 | 22 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 18 | 18 | 6652 | 1138 | 261 | 37 | 2117 | 14 | 12 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 27 | 27 | 19064 | 2323 | 568 | 49 | 5159 | 75 | 33 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 25 | 25 | 41755 | 4868 | 1227 | 111 | 8142 | 82 | 199 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ <br> Firms with sales of $\$ 5,000,000$ | 16 | 17 | 61720 | 5114 | 929 | 75 | 8961 | 494 | 360 |
|  | Firms to $\$ 9,999,999$ | 7 | 7 | 43922 | 2677 | 584 | 46 | 4204 | - | - |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 8 | 8 | 117136 | 3194 | 693 | 40 | 5595 | 27 | 12 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | _ | - | - | _ | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more . . . . . | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 20 | 20 | D | D | D | a | D | D | D |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 571 | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Firms operated for the entire year | 502 | 525 | 2565618 | 102367 | 23894 | 2413 | 189689 | 4425 | 4758 |
|  | Firms with sales less than $\$ 250,000 \text {....................... }$ | 58 | 58 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 38 | 38 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 52 | 54 | 37379 | 3285 | 743 | 123 | 6887 | 167 | 183 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 87 | 88 | 143622 | 10620 | 2282 | 292 | 20729 | 986 | 895 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots . . . . .$. | 94 | 95 | 329260 | 14704 | 3491 | 431 | 30354 | 651 | 965 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 98 | 102 | 681164 | 23406 | 5301 | 495 | 42667 | 922 | 1106 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 61 | 71 |  | 30104 | 6885 | 504 |  | 957 | 915 |
|  | \$25,000,000 to \$49,999,999. | 13 | 17 | 391728 | 13774 | 3601 | 326 | 22025 | 186 | 162 |
|  | F $\$ 50,000,000$ to \$99,999,999. | 1 | 2 | D | D | D | b | D | D | D |
|  |  | - | - |  | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 69 | 69 | 121147 | 3098 | 532 | 61 | 6748 | - | - |
| 421440 | Other commercial equipment whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 571 | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Firms operated for the entire year . ............................ Firms with sales less than | 502 | 525 | 2565618 | 102367 | 23894 | 2413 | 189689 | 4425 | 4758 |
|  |  | 58 | 58 | D | D | D | b | D | D | D |
|  | \$250,000 <br> Firms with sales of $\$ 250,000$ to \$499,999 | 38 | 38 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 52 | 54 | 37379 | 3285 | 743 | 123 | 6887 | 167 | 183 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 87 | 88 | 143622 | 10620 | 2282 | 292 | 20729 | 986 | 895 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 94 | 95 | 329260 | 14704 | 3491 | 431 | 30354 | 651 | 965 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 98 | 102 | 681164 | 23406 | 5301 | 495 | 42667 | 922 | 1106 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 61 | 71 | 907444 | 30104 | 6885 | 504 | 54376 | 957 | 915 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 13 | 17 | 391728 | 13774 | 3601 | 326 | 22025 | 186 | 162 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . Firms with sales of $\$ 100,000,000$ or more | 1 | 2 |  | D |  |  |  |  |  |
|  |  | 1 | 2 | D | D | D | b | D | D | D |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year . . . | 69 | 69 | 121147 | 3098 | 532 | 61 | 6748 | - | - |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 415 | 438 | 2172270 | 77586 | 18041 | 1723 | 145614 | 2804 | 3090 |
|  | Firms operated for the entire year ........................... | 376 | 399 | D | D | D | g | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . . . .$. | 36 | 36 | 5150 | 877 | 218 | 51 | 1895 | 207 | 213 |
|  | Firms with sales of \$250,000 <br> to \$499,999 | 22 | 22 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 32 | 34 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 65 | 66 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 71 | 72 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ <br> to \$9,999,999 | 86 | 90 | 598826 | 20482 | 4582 | 430 | 37375 | 922 | 1106 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 55 | 65 | 808902 | 25245 | 5693 | 419 | 44856 | 596 | 580 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 8 | 12 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 2 | D | D | D | b | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \text {. } \end{aligned}$ | - |  | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 39 | 39 | D | D | D | b | D | D | D |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 156 | 156 | 514495 | 27879 | 6385 | 751 | 50823 | 1621 | 1668 |
|  | Firms operated for the entire year ............................ | 126 | 126 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | 22 | 22 | D | D | D | b | D | D | D |
|  | Firms with sales of \$ 250,000 | 22 | 22 | D |  |  |  |  |  |  |
|  | to $\$ 499,999 \ldots \ldots \ldots \ldots$. | 16 | 16 | 5529 | 598 | 122 | 30 | 1248 | 68 | 60 |
|  | to \$999,999 .............. | 20 | 20 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ | 22 | 22 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 23 | 23 | D | D | D | c | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ............. | 12 | 12 | 82338 | 2924 | 719 | 65 | 5292 | - |  |
|  | \$10,000,000 to \$24,999,999 . | 6 | 6 | 98542 | 4859 | 1192 | 85 | 9520 | 361 | 335 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 5 | 5 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 30 | 30 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1434 | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Firms operated for the entire year ............................ | 1243 | 1278 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 287 | 287 | D | D | D | e | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 127 | 127 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 152 | 152 | 108488 | 14335 | 3658 | 352 | 28894 | 941 | 990 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 271 | 275 | 442092 | 40582 | 10031 | 779 | 74129 | 3283 | 2903 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 186 | 193 | 647699 | 57359 | 13279 | 821 | 103725 | 1862 | 2217 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 133 | 143 | 908440 | 63081 | 14286 | 827 | 113229 | 1635 | 1538 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 67 | 81 | 960504 | 65878 | 14556 | 768 | 121517 | 893 | 1352 |
|  | \$25,000,000 to \$49,999,999. | 15 | 15 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 4 | 4 | 225777 | 7965 | 1793 | 69 | 13643 | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 191 | 195 | D | D | D | f | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1434 | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Firms operated for the entire year | 1243 | 1278 | D | D | D | h | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 287 | 287 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 127 | 127 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 152 | 152 | 108488 | 14335 | 3658 | 352 | 28894 | 941 | 990 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 271 | 275 | 442092 | 40582 | 10031 | 779 | 74129 | 3283 | 2903 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 186 | 193 | 647699 | 57359 | 13279 | 821 | 103725 | 1862 | 2217 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999 \ldots \ldots \ldots . . .$. | 133 | 143 | 908440 | 63081 | 14286 | 827 | 113229 | 1635 | 1538 |
|  |  | 67 | 81 | 960504 | 65878 | 14556 | 768 | 121517 | 893 | 1352 |
|  | Firms with sales of $\$ 25,000,000$ to $49,999,999$. | 15 | 15 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 4 | 4 | 225777 | 7965 | 1793 | 69 | 13643 |  |  |
|  | Firms with sales of | 4 | 4 | 225777 | 7965 | 1793 | 69 | 13643 | - | - |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 191 | 195 | D | D | D | f | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1384 | 1423 | 4284750 | 303636 | 70445 | 4751 | 559942 | 11508 | 19973 |
|  | Firms operated for the entire year | 1198 | 1233 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 277 | 277 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 119 | 119 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ <br> to \$999,999. | 149 | 149 | 105938 | 14215 | 3630 | 345 | 28615 | 941 | 990 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 259 | 263 | 419463 | 39352 | 9674 | 745 | 70885 | 3037 | 2534 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 179 | 186 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 132 | 142 | D | D | D | f | D | D | D |
|  |  | 66 | 80 | D | D | D | f | D | D | D |
|  | Firms with sales of | 66 | 80 | D | D | D | $f$ | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 13 | 13 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 186 | 190 | D | D | D | f | D | D | D |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 50 | 50 | 207282 | 18896 | 5069 | 325 | 41062 | 1009 | 908 |
|  | Firms operated for the entire year | 45 | 45 | 203800 | 18560 | 4964 | 308 | 40539 | 1009 | 908 |
|  | Firms with sales less than $\$ 250,000$ | 10 | 10 | 1227 | 362 | 77 | 13 | 640 | - | - |
|  | Firms with sales of \$250,000 to \$499,999 | 8 | 8 | 2875 | 706 | 171 | 20 | 1169 | 24 | 24 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999$ 999 | 3 | 3 | 2550 | 120 | 28 | 7 | 279 | - | - |
|  | Firms with sales of $\$ 1,000,000$ | 3 12 | 12 | 2550 | 1230 | 28 357 | 34 | - 279 | - | 369 |
|  | to $\$ 2,499,999 \ldots \ldots \ldots . . . . . .$. | 12 | 12 | 22629 | 1230 | 357 | 34 | 3244 | 246 | 369 |
|  | to \$4,999,999 ............. | 7 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of |  | 1 |  | D | D | b | D | D |  |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 5 | 5 | 3482 | 336 | 105 | 17 | 523 | - |  |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 313 | 335 | 806102 | 47257 | 11003 | 997 | 83841 | 1905 | 2791 |
|  | Firms operated for the entire year . . . ........................ | 280 | 302 | 792829 | 46519 | 10801 | 976 | 82369 | 1885 | 2786 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots \ldots .$. | 55 | 55 | 7417 | 1754 | 430 | 79 | 3250 | 53 | 66 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 34 | 34 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 47 | 47 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 60 | 60 | 98574 | 7825 | 1702 | 192 | 15424 | 973 | 1220 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 42 | 43 | 140921 | 9512 | 2122 | 187 | 16242 | 176 | 233 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 24 | 34 | 159637 | 8569 | 2010 | 146 | 14468 | 385 | 367 |
|  | \$10,000,000 to \$24,999,999. | 15 | 21 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 3 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  | D |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 33 | 33 | 13273 | 738 | 202 | 21 | 1472 | 20 | 5 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms.. | 48 | 50 | 174015 | 8404 | 1812 | 199 | 16730 | 249 | 284 |
|  | Firms operated for the entire year | 45 | 47 | 171836 | 8352 | 1812 | 199 | 16602 | 249 | 284 |
|  | Firms with sales less than \$250,000 | 12 | 12 | 1887 | 431 | 117 | 19 | 808 | 42 | 43 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to \$999 999 | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 6 | 6 | 9835 | 1143 | 207 | 23 | 2037 | 8 | 10 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............. | 8 | 8 | 25050 | 2672 | 566 | 51 | 4517 | 94 | 123 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 5 | 5 | 30720 | 902 | 209 | 29 | 1856 | - |  |
|  | Firms with sales of | 3 | 4 |  |  |  | b |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 3 | 4 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 1 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of | - | - | - | - | _ | - | - | - |  |
|  | \$100,000,000 or more ...... | - |  |  |  | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | 2179 | 52 | - | - | 128 | - | - |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 265 | 285 | 632087 | 38853 | 9191 | 798 | 67111 | 1656 | 2507 |
|  | Firms operated for the entire year | 235 | 255 | 620993 | 38167 | 8989 | 777 | 65767 | 1636 | 2502 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 43 | 43 | 5530 | 1323 | 313 | 60 | 2442 | 11 | 23 |
|  | Firms with sales of \$250,000 to \$499,999 | 28 | 28 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 43 | 43 | 31701 | 3866 | 952 | 114 | 7322 | 157 | 179 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 54 | 54 | 88739 | 6682 | 1495 | 169 | 13387 | 965 | 1210 |
|  | Firms with sales of $\$ 2,500,000$ | 34 | 35 |  |  |  |  |  |  |  |
|  | to $\$ 4,999,999$ <br> Firms with sales of $\$ 5,000,000$ | 34 | 35 | 115871 | 6840 | 1556 | 136 | 11725 | 82 | 110 |
|  | to \$9,999,999 ............. | 19 | 29 | 128917 | 7667 | 1801 | 117 | 12612 | 385 | 367 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 12 | 17 | 164826 | 7251 | 1722 | 107 | 11347 | 17 | 593 |
|  | Firms with sales of |  |  |  |  |  |  | D |  |  |
|  | \$25,000,000 to \$49,999,999. | 2 | 6 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | _ | - | - | - | - |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year $\qquad$ | 30 | 30 | 11094 | 686 | 202 | 21 | 1344 | 20 | 5 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1437 | 1459 | 13429232 | 248677 | 53864 | 4196 | 444989 | 21158 | 19623 |
|  | Firms operated for the entire year | 1318 | 1340 | 13071886 | 243207 | 52725 | 4100 | 433752 | 21031 | 19598 |
|  | Firms with sales less than \$250,000 ................... | 98 | 98 | 13834 | 2677 | 700 | 131 | 5390 | 16 | 16 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 69 | 70 | 24188 | 2835 | 657 | 104 | 6239 | 176 | 186 |
|  | Firms with sales of \$500,000 to \$999,999 . | 107 | 107 | 73202 | 5563 | 1312 | 192 | 11314 | 125 | 166 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 255 | 256 | 428134 | 22170 | 4902 | 586 | 43931 | 1382 | 1566 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 207 | 207 | 739760 | 21804 | 4896 | 516 | 39263 | 1710 | 1961 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 237 | 238 | 1616577 | 36591 | 8369 | 676 | 65525 | 327 | 854 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 234 | 242 | 3608815 | 71016 | 15956 | 1053 | 122876 | 1790 | 6008 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 78 | 85 | 2749169 | 43248 | 8140 | 515 | 71938 | 1894 | 1716 |
|  | Firms with sales of $\$ 50,000,00$ to \$99,999,999 . | 23 | 24 | D | D | D | c | D | D | D |
|  | $\$ 100,000,000 \text { or more } \ldots . .$ | 10 | 13 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 119 | 119 | 357346 | 5470 | 1139 | 96 | 11237 | 127 | 25 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms | 1316 | 1336 | 11795201 | 219231 | 47672 | 3741 | 392378 | 13965 | 12130 |
|  | Firms operated for the entire year | 1212 | 1232 | 11491575 | 214777 | 46639 | 3655 | 383057 | 13842 | 12105 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . .$ | 91 | 91 | 13264 | 2486 | 657 | 124 | 5088 | 16 | 16 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 63 | 64 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 101 | 101 | 69511 | 5186 | 1260 | 179 | 10645 | 125 | 166 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 238 | 239 | 399013 | 20286 | 4378 | 536 | 40877 | 1073 | 1330 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 195 | 195 | 696985 | 20277 | 4454 | 480 | 36084 | 1379 | 1587 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 9,999,999$ <br> Firms with sales of | 221 | 222 | D | D | D | f | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 211 | 219 | D | D | D | $f$ | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 65 | 70 | D | D | D | e | D | D | D |
|  | + | 19 | 20 | D | D | D | c | D | D | D |
|  |  | 8 | 11 | 1907742 | 15692 | 3136 | 129 | 25857 | 7810 | 1281 |
|  | Firms not operated for the entire year | 104 | 104 | 303626 | 4454 | 1033 | 86 | 9321 | 123 | 25 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1316 | 1336 | 11795201 | 219231 | 47672 | 3741 | 392378 | 13965 | 12130 |
|  | Firms operated for the entire year | 1212 | 1232 | 11491575 | 214777 | 46639 | 3655 | 383057 | 13842 | 12105 |
|  | Firms with sales less than \$250,000 ................... | 91 | 91 | 13264 | 2486 | 657 | 124 | 5088 | 16 | 16 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 63 | 64 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 101 | 101 | 69511 | 5186 | 1260 | 179 | 10645 | 125 | 166 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 238 | 239 | 399013 | 20286 | 4378 | 536 | 40877 | 1073 | 1330 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 195 | 195 | 696985 | 20277 | 4454 | 480 | 36084 | 1379 | 1587 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 |  |  | D |  |  |  |  |  |  |
|  | to \$9,999,999 <br> Firms with sales of | 221 | 222 | D | D | D | f | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 211 | 219 | D | D | D | $f$ | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 65 | 70 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 19 | 20 | D | D | D | c | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 8 | 11 | 1907742 | 15692 | 3136 | 129 | 25857 | 7810 | 1281 |
|  | Firms not operated for the entire year $\qquad$ | 104 | 104 | 303626 | 4454 | 1033 | 86 | 9321 | 123 | 25 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories (\$1,000) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 1040 | 1057 | 9516171 | 178379 | 38688 | 2916 | 318034 | 12108 | 6735 |
|  | Firms operated for the entire year | 958 | 975 | 9275969 | 174717 | 37754 | 2856 | 310893 | 12071 | 6734 |
|  | Firms with sales less than \$250,000 | 61 | 61 | 9115 | 1389 | 383 | 83 | 2982 | 16 | 16 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 53 | 54 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 78 | 78 | 53396 | 3596 | 847 | 126 | 7639 | 66 | 101 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 189 | 189 | 316532 | 15206 | 3167 | 400 | 30578 | 743 | 917 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 150 | 150 | 537673 | 15527 | 3375 | 370 | 27403 | 670 | 747 |
|  | Firms with sales of \$5,000,000 |  | 150 | 537673 | 15527 | 3375 | 370 | 27403 | 670 | 74 |
|  | to \$9,999,999 . . . . . . . . . . . . | 177 | 178 | D | D | D | $f$ | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 173 | 180 | D | D | D | f | D | D | D |
|  | Firms with sales of |  | 60 |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 55 | 60 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 16 | 17 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 6 | 8 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 82 | 82 | 240202 | 3662 | 934 | 60 | 7141 | 37 | 1 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 68 | 68 | 1245827 | 21454 | 4853 | 381 | 41470 | 12108 | 6735 |
|  | Firms operated for the entire year | 65 | 65 | 1245276 | 21413 | 4840 | 378 | 41367 | 12071 | 6734 |
|  | Firms with sales less than \$250,000 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999............ | 3 | 3 | D | D | D | a | D | D | D |
|  | to \$999,999 . . . . . . . . . . | 5 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 15 | 15 | 28759 | 3075 | 624 | 62 | 5593 | 743 | 917 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 9 | 9 | 29749 | 1985 | 358 | 57 | 4131 | 670 | 747 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . . | 11 | 11 | D | D | D | b | D | D | D |
|  | Firms with sales of <br> \$10,000,000 to \$24,999,999 . | 13 | 13 | D | D | D | c | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 6 | 6 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 100,000,000$ or more | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 3 | 3 | 551 | 41 | 13 | 3 | 103 | 37 |  |
| 42151012 | Ferrous metal sales offices <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 972 | 989 | 8270344 | 156925 | 33835 | 2535 | 276564 | - |  |
|  | Firms operated for the entire year | 893 | 910 | 8030693 | 153304 | 32914 | 2478 | 269526 | - |  |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . . .$ | 59 | 59 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ $\text { to } \$ 499,999 \ldots \ldots \ldots \ldots . .$ | 50 | 51 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ |  |  |  |  |  |  |  |  |  |
|  | to \$999,999. <br> Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 73 | 73 |  | D | D | c | D | D | D |
|  |  | 174 | 174 | 287773 | 12131 | 2543 | 338 | 24985 | - |  |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 141 | 141 | 507924 | 13542 | 3017 | 313 | 23272 | - |  |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 166 | 167 | 1132028 | 23874 | 5393 | 453 | 42734 | - |  |
|  | Firms with sales of \$10,000,000 to \$24,999,999 |  |  |  |  |  |  |  |  |  |
|  |  | 160 | 167 | D | D | D | f | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 49 | 54 | D | D | D | e | D | D | D |
|  | \$25,000,000 to \$49,999,999 . <br> Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 49 | 54 |  | D | D | e | D | D |  |
|  |  | 16 | 17 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 5 | 7 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 79 | 79 | 239651 | 3621 | 921 | 57 | 7038 | - |  |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4215102 | Nonferrous metal service centers \& sales officesCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 277 | 279 | 2279030 | 40852 | 8984 | 825 | 74344 | 1857 | 5395 |
|  | Firms operated for the entire year ............................. | 255 | 257 | 2215606 | 40060 | 8885 | 799 | 72164 | 1771 | 5371 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . .$. | 30 | 30 | 4149 | 1097 | 274 | 41 | 2106 | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 10 | 10 | 3540 | 586 | 126 | 14 | 1149 | 161 | 155 |
|  | Firms with sales of \$500,000 to \$999,999. | 23 | 23 | 16115 | 1590 | 413 | 53 | 3006 | 59 | 65 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 49 | 50 | 82481 | 5080 | 1211 | 136 | 10299 | 330 | 413 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 45 | 45 | 159312 | 4750 | 1079 | 110 | 8681 | 709 | 840 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 44 | 44 | 290994 | 6995 | 1697 | 117 | 11863 | 69 | 80 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 38 | 39 | 585672 | 9264 | 1799 | 212 | 15791 | 107 | 3692 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 10 | 10 | 391532 | 4488 | 807 | 48 | 8347 | 336 | 126 |
|  | \$50,000,000 to \$99,999,999. | 3 | 3 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 22 | 22 | 63424 | 792 | 99 | 26 | 2180 | 86 | 24 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 25 | 25 | 128172 | 4431 | 881 | 116 | 10249 | 1857 | 5395 |
|  | Firms operated for the entire year ............................ | 23 | 23 | D | D | D | c | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | - | - | - | - | _ | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 10 | 10 | 15423 | 1202 | 310 | 42 | 2815 | 330 | 413 |
|  | Firms with sales of \$2,500,000 | 2 |  |  |  |  |  |  |  |  |
|  | to $\$ 4,999,999$ <br> Firms with sales of $\$ 5,000,000$ | 2 | 2 | D | D | D | a | D | D | D |
|  | $\text { to } \$ 9,999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  |  | - | - | - | - | - | - |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | - | - | - | - | - | - | - | - | - |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 2 | 2 | D | D | D | a | D | D | D |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 252 | 254 | 2150858 | 36421 | 8103 | 709 | 64095 | - | - |
|  | Firms operated for the entire year | 232 | 234 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 ................... | 30 | 30 | 4149 | 1097 | 274 | 41 | 2106 | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 8 | 8 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 20 | 20 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 39 | 40 | $67058$ | 3878 | 901 | 94 | 7484 | D | D |
|  | Firms with sales of \$2,500,000 | 43 | 43 |  |  |  |  |  |  |  |
|  | to $\$ 4,999,999$ Firms with sales of $\$ 5,000,000$ | 43 | 43 | D | D | D | b | D | D | D |
|  | to \$9,999,999 ............... | 42 | 42 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 36 | 37 | D | D | D | c | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 8 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 20 |  | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 121 | 123 | 1634031 | 29446 | 6192 | 455 | 52611 | 7193 | 7493 |
|  | Firms operated for the entire year | 106 | 108 | 1580311 | 28430 | 6086 | 445 | 50695 | 7189 | 7493 |
|  | Firms with sales less than \$250,000 .................... . | 7 | 7 | 570 | 191 | 43 | 7 | 302 | - | - |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$. | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 6 | 6 | 3691 | 377 | 52 | 13 | 669 | - | - |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 17 | 17 | 29121 | 1884 | 524 | 50 | 3054 | 309 | 236 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 . $\ldots \ldots \ldots \ldots$ | 12 | 12 | 42775 | 1527 | 442 | 36 | 3179 | 331 | 374 |
|  | to \$9,999,999 .............. | 16 | 16 | D | D | D | b | D | D | D |
|  | Firms with sales of <br> $\$ 10,000,000$ to $\$ 24,999,999$. | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 13 | 15 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 15 | 15 | 53720 | 1016 | 106 | 10 | 1916 | 4 | - |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 121 | 123 | 1634031 | 29446 | 6192 | 455 | 52611 | 7193 | 7493 |
|  | Firms operated for the entire year | 106 | 108 | 1580311 | 28430 | 6086 | 445 | 50695 | 7189 | 7493 |
|  | Firms with sales less than \$250,000 | 7 | 7 | $570$ | 191 | 43 | 7 | 302 | - |  |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 6 | 6 | D |  |  |  |  |  |  |
|  | to $\$ 499,999 \ldots \ldots \ldots \ldots$ | 6 | 6 | D | D | D | a | D | D | D |
|  | to \$999,999............... | 6 | 6 | 3691 | 377 | 52 | 13 | 669 | - |  |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 . . . . . . .$. | 17 | 17 | 29121 | 1884 | 524 | 50 | 3054 | 309 | 236 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 12 | 12 | 42775 | 1527 | 442 | 36 | 3179 | 331 | 374 |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999 . . . . . .$. | 16 | 16 | D | D | D | b | D | D | D |
|  | Firms with sales of |  | 3 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 23 | 23 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 13 | 15 | D | D | D | c | D | D | D |
|  | Firso, $\$ 5000,000$ to \$ $\$ 99,999,999$. | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 15 | 15 | 53720 | 1016 | 106 | 10 | 1916 | 4 | - |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 84 | 86 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 75 | 77 | D | D | D | e | D | D | D |
|  | Firms with sales less than |  |  |  |  | D | e | D |  |  |
|  | \$250,000 ................ | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 5 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 |  | 5 |  |  |  | a |  |  |  |
|  | to \$999,999.............. | 5 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 12 | 12 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 $\ldots \ldots \ldots \ldots \ldots$ | 8 | 8 | D | D | D | a | D | D | D |
|  | Firms with sales of \$5,000,000 to $\$ 9,999,999$ | 9 | 9 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  | D | D | D | b | D | D |  |
|  | \$10,000,000 to \$24,999,999. | 18 | 18 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 11 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  | - |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 9 |  |  |  | D |  | D | D | D |
| 4215202 | Other mineral \& ore whsle |  | 9 | D | D |  | a |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2751 | 3159 | 38011385 | 998021 | 227200 | 15951 | 1632527 | 17331 | 18673 |
|  | Firms operated for the entire year | 2486 | 2885 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 94 | 94 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 104 | 105 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 230 | 231 | 166396 | 10924 | 2446 | 463 | 23359 | 1605 | 1597 |
|  | Firms with sales of \$1,000,000 $\text { to } \$ 2,499,999$ | 404 | 407 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 417 | 427 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 433 | 476 | 3028948 | 97249 | 22055 | 1917 | 171021 | 4113 | 4419 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 458 | 552 | 7047444 | 207674 | 47638 | 3501 | 344243 | 4072 | 3733 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 202 | 297 | 6749775 | 172993 | 39828 | 2312 | 273451 | 1463 | 1563 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. Firms with sales of | 88 | 166 | 6019520 | 134068 | 28736 | 1524 | 204211 | 336 | 230 |
|  | \$100,000,000 or more ...... | 56 | 130 | 11843144 | 265134 | 61739 | 3202 | 407229 | 1423 | 892 |
|  | Firms not operated for the entire year | 265 | 274 | D | D | D | e | D | D | D |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2751 | 3159 | 38011385 | 998021 | 227200 | 15951 | 1632527 | 17331 | 18673 |
|  | Firms operated for the entire year | 2486 | 2885 | D | D | D | j | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 94 | 94 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 104 | 105 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 230 | 231 | 166396 | 10924 | 2446 | 463 | 23359 | 1605 | 1597 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 404 | 407 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 417 | 427 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 433 | 476 | 3028948 | 97249 | 22055 | 1917 | 171021 | 4113 | 4419 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 458 | 552 | 7047444 | 207674 | 47638 | 3501 | 344243 | 4072 |  |
|  | Firms with sales of | 458 | 552 | 7047444 | 207674 | 47638 | 3501 | 344243 | 4072 | 3733 |
|  | \$25,000,000 to \$49,999,999 . | 202 | 297 | 6749775 | 172993 | 39828 | 2312 | 273451 | 1463 | 1563 |
|  | \$50,000,000 to \$99,999,999. | 88 | 166 | 6019520 | 134068 | 28736 | 1524 | 204211 | 336 | 230 |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 56 | 130 | 11843144 | 265134 | 61739 | 3202 | 407229 | 1423 | 892 |
|  | Firms not operated for the entire year $\qquad$ | 265 | 274 | D | D | D | e | D | D | D |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 552 | 574 | 3451513 | 132077 | 30790 | 2653 | 224698 | 5689 | 5920 |
|  | Firms operated for the entire year | 488 | 510 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 43 | 43 | 5852 | 1125 | 273 | 66 | 2402 | 11 | - |
|  | Firms with sales of \$ $\mathbf{\$ 2 5 0 , 0 0 0}$ | 41 | 41 | - |  | - | b |  |  |  |
|  | to \$499,999............ | 41 | 41 | D | D | D | b | D | D | D |
|  | to \$999,999............... | 64 | 64 | 45581 | 5034 | 1089 | 165 | 10293 | 849 | 937 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 94 | 95 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 79 | 81 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 68 | 76 | 488558 | 19569 | 3999 | 383 | 33414 | 1829 | 1687 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | $\$ 10,000,000$ to \$24,999,999 . Firms with sales of | 71 | 78 | 1058392 | 34989 | 7516 | 579 | 61216 | 1250 | 1061 |
|  | \$25,000,000 to \$49,999,999. | 24 | 28 | 744317 | 20339 | 4468 | 232 | 31648 | 24 | 12 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  | D | D | D |  |  |  |  |
|  | \$100,000,000 or more ...... | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 64 | 64 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 2200 | 2585 | 34559872 | 865944 | 196410 | 13298 | 1407829 | 11642 | 12753 |
|  | Firms operated for the entire year | 1999 | 2375 | 33801490 | 852704 | 193945 | 13038 | 1383080 | 11642 | 12488 |
|  | Firms with sales less than \$250,000 .................... . | 51 | 51 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 63 | 64 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 166 | 167 | 120815 | 5890 | 1357 | 298 | 13066 | 756 | 660 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 310 | 312 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 339 | 347 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots . . . . .$. | 365 | 400 | 2540390 | 77680 | 18056 | 1534 | 137607 | 2284 | 2732 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 388 | 475 | 6011952 | 173431 | 40324 | 2930 | 284177 | 2822 | 2672 |
|  | Firms with sales of | 388 | 47 | 6 | - | - | 2 | 284 | 2 |  |
|  | \$25,000,000 to \$49,999,999. | 177 | 267 | 5979164 | 151830 | 35132 | 2071 | 240486 | 1439 | 1551 |
|  | \$50,000,000 to \$99,999,999 . | 86 | 164 | D | D | D | g | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 54 | 128 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 201 | 210 | 758382 | 13240 | 2465 | 260 | 24749 | - | 265 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2786 | 2894 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year | 2552 | 2659 | D | D | D | j | D | D | D |
|  | Firms with sales less than \$250,000 | 233 | 233 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499, 999 | 179 | 179 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 247 | 248 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 473 | 476 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 493 | 502 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 446 | 471 | D | D | D | g | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 329 | 369 | D | D | D | h | D | D | D |
|  | Firms with sales of | 105 | 127 | D | D | D |  | D | D | D |
|  | Firms with sales of | 105 | 127 | D | D | D | g | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 37 | 41 | D | D | D | f | D | D | D |
|  | $\$ 100,000,000$ or more | 10 | 13 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 234 | 235 | D | D | D | c | D | D | D |
| 42171 | Hardware whsleAll firms |  |  |  |  |  |  |  |  |  |
|  |  | 1023 | 1048 | 7750213 | 211319 | 46252 | 4381 | 373340 | 13207 | 17207 |
|  | Firms operated for the entire year | 937 | 962 | D | D | D | h | D | D | D |
|  | \$250,000 <br> Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 72 | 72 | 11559 | 1459 | 383 | 100 | 3094 | 28 | 3 |
|  |  | 79 | 79 | 27512 | 2687 | 624 | 124 | 5835 | 556 | 541 |
|  | Firms with sales of \$500,000 to \$999,999 | 79 | 79 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 166 | 166 | 271629 | 13740 | 3204 | 467 | 27211 | 2403 | 2660 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 184 | 184 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 170 | 179 | 1190650 | 36624 | 7749 | 640 | 63685 | 1223 | 948 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ |  |  |  |  |  |  |  |  |  |
|  |  | 119 | 125 | 1743351 | 53923 | 11734 | 971 | 90662 | 1646 | 1929 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 43 | 50 | 1450467 | 36880 | 7767 | 667 | 61041 | 842 | 2301 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 Firms with sales of $\$ 100,000,000$ or more | 18 | 18 | 1232741 | 22059 | 4101 | 396 | 37171 | 56 | 58 |
|  |  | 7 | 10 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 86 | 86 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1023 | 1048 | 7750213 | 211319 | 46252 | 4381 | 373340 | 13207 | 17207 |
|  | Firms operated for the entire year | 937 | 962 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 72 | 72 | 11559 | 1459 | 383 | 100 | 3094 | 28 | 3 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 79 | 79 | 27512 | 2687 | 624 | 124 | 5835 | 556 | 541 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 79 | 79 | D | D | D | c | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 166 | 166 | 271629 | 13740 | 3204 | 467 | 27211 | 2403 | 2660 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 184 | 184 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$.............. | 170 | 179 | 1190650 | 36624 | 7749 | 640 | 63685 | 1223 | 948 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 119 | 125 | 1743351 | 53923 | 11734 | 971 | 90662 | 1646 | 1929 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 43 | 50 | 1450467 | 36880 | 7767 | 667 | 61041 | 842 | 2301 |
|  | F $\$ 50,000,000$ to \$99,999,999 . | 18 | 18 | 1232741 | 22059 | 4101 | 396 | 37171 | 56 | 58 |
|  | Firms with sales of $\$ 100,000,000$ or more.... . | 7 | 10 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 86 | 86 | D | D | D | b | D | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1102 | 1152 | 7864360 | 285192 | 63815 | 6330 | 506800 | 30379 | 34251 |
|  | Firms operated for the entire year ........................ | 1020 | 1070 | 7786690 | 282188 | 63173 | 6245 | 501232 | 30337 | 34248 |
|  | \$250 | 91 | 91 | 12246 | 3025 | 739 | 144 | 5265 | 132 | 34 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 58 | 58 | 20594 | 4068 | 907 | 144 | 7911 | 261 | 227 |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 91 | 91 | 66615 | 8371 | 1867 | 269 | 16509 | 271 | 193 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 180 | 181 | 295708 | 26561 | 5884 | 704 | 50410 | 3038 | 3514 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 195 | 198 | 694165 | 30445 | 6800 | 773 | 56455 | 3674 | 4095 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 177 | 189 | 1252012 | 50009 | 10961 | 1144 | 88858 | 4849 | 5871 |
|  | Firms with sales of |  |  | 51155 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 162 | 180 | 2411552 | 78315 | 18854 | 1627 | 135818 | 7962 | 8860 |
|  | \$25,000,000 to \$49,999,999. | 46 | 58 | 1562342 | 43273 | 9066 | 816 | 76493 | 5817 | 6375 |
|  | \$50,000,000 to \$99,999,999. | 17 | 21 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 3 | 3 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 82 | 82 | 77670 | 3004 | 642 | 85 | 5568 | 42 | 3 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1102 | 1152 | 7864360 | 285192 | 63815 | 6330 | 506800 | 30379 | 34251 |
|  | Firms operated for the entire year | 1020 | 1070 | 7786690 | 282188 | 63173 | 6245 | 501232 | 30337 | 34248 |
|  | Firms with sales less than <br> \$250,000 | 91 | 91 | 12246 | 3025 | 739 | 144 | 5265 | 132 | 34 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 58 | 58 | 20594 | 4068 | 907 | 144 | 7911 | 261 | 227 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 91 | 91 | 66615 | 8371 | 1867 | 269 | 16509 | 271 | 193 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 180 | 181 | 295708 | 26561 | 5884 | 704 | 50410 | 3038 | 3514 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 195 | 198 | 694165 | 30445 | 6800 | 773 | 56455 | 3674 | 4095 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 177 | 189 | 1252012 | 50009 | 10961 | 1144 | 88858 | 4849 | 5871 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  | 1252012 |  | 10961 | 1144 | 88858 | 4849 | 5871 |
|  | \$10,000,000 to \$24,999,999. | 162 | 180 | 2411552 | 78315 | 18854 | 1627 | 135818 | 7962 | 8860 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 46 | 58 | 1562342 | 43273 | 9066 | 816 | 76493 | 5817 | 6375 |
|  | Firms with sales of $\$ 50,000$, 00 to \$99,999, 999 |  | 21 | D | D | D |  | D |  |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. <br> Firms with sales of | 17 | 21 | D | D | D | e | D | D | D |
|  | \$100,000,000 or more ...... | 3 | 3 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 82 | 82 | 77670 | 3004 | 642 | 85 | 5568 | 42 | 3 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 531 | 559 | 2304902 | 149169 | 35398 | 2705 | 249424 | 8045 | 7518 |
|  | Firms operated for the entire year | 476 | 503 | 2194470 | 146218 | 34468 | 2619 | 242938 | 8045 | 7518 |
|  | Firms with sales less than \$250,000 ................... | 59 | 59 | 8708 | 2243 | 459 | 95 | 3907 | 47 | 36 |
|  | Firms with sales of \$250,000 to \$499,999 | 36 | 36 | 12532 | 2281 | 474 | 70 | 4161 | 2 | 2 |
|  | Firms with sales of \$500,000 to \$999,999. | 64 | 65 | D | D | D | c | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 103 | 105 | 170645 | 15718 | 4066 | 357 | 27066 | 681 | 864 |
|  | Firms with sales of $\$ 2,500,000$ | 91 | 96 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 66 | 70 | 451328 | 32607 | 7637 | 442 | 54913 | 647 | 661 |
|  | Firms with sales of $\$ 10,000,000$ to \$24,999,999 | 40 | 52 | 565322 | 29831 | 6921 | 496 | 48976 | 1582 | 1666 |
|  | Firms with sales of |  |  |  |  | 6921 |  | 48976 |  | 1666 |
|  | $\$ 25,000,000$ to \$49,999,999 . Firms with sales of | 15 | 18 | 506000 | 34112 | 8183 | 526 | 52978 | 4302 | 3413 |
|  | $\$ 50,000,000 \text { to \$99,999,999 . }$ | 2 | 2 | D | D | D | b | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \end{aligned}$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 55 | 56 | 110432 | 2951 | 930 | 86 | 6486 | - | - |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 531 | 559 | 2304902 | 149169 | 35398 | 2705 | 249424 | 8045 | 7518 |
|  | Firms operated for the entire year | 476 | 503 | 2194470 | 146218 | 34468 | 2619 | 242938 | 8045 | 7518 |
|  | Firms with sales less than \$250,000 | 59 | 59 | 8708 | 2243 | 459 | 95 | 3907 | 47 | 36 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 36 | 36 | 12532 | 2281 | 474 | 70 | 4161 | 2 | 2 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 64 | 65 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 103 | 105 | 170645 | 15718 | 4066 | 357 | 27066 | 681 | 864 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 91 | 96 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 66 | 70 | 451328 | 32607 | 7637 | 442 | 54913 | 647 | 661 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 40 | 52 | 565322 | 29831 | 6921 | 496 | 48976 | 1582 | 1666 |
|  | \$25,000,000 to \$49,999,999. | 15 | 18 | 506000 | 34112 | 8183 | 526 | 52978 | 4302 | 3413 |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | b | D | D | D |
|  |  | - |  | - | - | - | - | - | _ | _ |
|  | Firms not operated for the entire year $\qquad$ | 55 | 56 | 110432 | 2951 | 930 | 86 | 6486 | - | - |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 132 | 135 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 120 | 123 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 | 11 | 11 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 24 | 24 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 24 | 25 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 34 | 36 | D | D | D | c | D | D | D |
|  | Firms with sales of $\ldots \ldots \ldots$ |  | 36 |  | D | D | c | D | D | D |
|  | \$10,000,000 to \$24,999,999 . | 7 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 12 | 12 | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle <br> All firms $\qquad$ | 271 | 277 | 1251107 | 46195 | 10150 | 1107 | 91948 | 10454 | 11080 |
|  | Firms operated for the entire year | 235 | 241 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 33 | 33 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 20 | 20 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 21 | 21 | 15848 | 1252 | 287 | 43 | 2478 | 114 | 121 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 64 | 65 | 98491 | 5899 | 1318 | 181 | 13295 | 1047 | 1107 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 39 | 39 | 130778 | 5866 | 1162 | 156 | 11471 | 1055 | 1277 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 35 | 36 | 242379 | 7917 | 1876 | 189 | 16229 | 1769 | 1498 |
|  | Firms with sale to $\$ 24,999,999$. | 16 | 18 | 211187 | 9239 | 1995 | 190 | 16768 | 3038 | 3357 |
|  | Firms with sales of $\$ 25,000,000 \text { to } \$ 49,999,999 \text {. }$ | 5 | 7 | 188433 | 4546 | 1017 | 81 | 8326 | 3027 | 3284 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 36 | 36 | D | D | D | b | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 334 | 338 | 1352959 | 43977 | 9492 | 1329 | 86902 | 17297 | 17377 |
|  | Firms operated for the entire year | 307 | 311 | 1335043 | 43057 | 9387 | 1299 | 85307 | 17215 | 17377 |
|  | Firms with sales less than \$250,000 ................... | 47 | 47 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 28 | 28 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 . | 44 | 44 | 30080 | 3653 | 877 | 155 | 7597 | 2452 | 2524 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 58 | 58 | 92528 | 5399 | 1079 | 218 | 10835 | 3466 | 4193 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 60 | 61 | 205272 | 7831 | 1700 | 270 | 16262 | 5798 | 6001 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 43 | 43 | 297834 | 8864 | 1804 | 246 | 15063 | 1120 | 1264 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 14 | 16 | D | D | D | c | D | D | D |
|  | Firms with sales of ${ }^{\text {P25,000,000 to \$49,999,999 . }}$ | 11 | 12 | D | D | D | c | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 50,000,000 \text { to } \$ 99,999,999 \text {. } \end{aligned}$ | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | _ | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 27 | 27 | 17916 | 920 | 105 | 30 | 1595 | 82 | - |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 334 | 338 | 1352959 | 43977 | 9492 | 1329 | 86902 | 17297 | 17377 |
|  | Firms operated for the entire year | 307 | 311 | 1335043 | 43057 | 9387 | 1299 | 85307 | 17215 | 17377 |
|  | Firms with sales less than \$250,000 | 47 | 47 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 28 | 28 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 44 | 44 | $30080$ | 3653 | 877 | 155 | 7597 | 2452 | 2524 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 58 | 58 |  | 5399 | 1079 | 218 | 10835 | 3466 | 4193 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 |  |  |  |  |  |  |  |  |  |
|  | to $\$ 4,999,999$ <br> Firms with sales of \$5,000,000 | 60 | 61 | 205272 | 7831 | 1700 | 270 | 16262 | 5798 | 6001 |
|  | $\text { to } \$ 9,999,999 \ldots \ldots . . . .$ | 43 | 43 | 297834 | 8864 | 1804 | 246 | 15063 | 1120 | 1264 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 14 | 16 | D | D | D | c | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | $11$ |  | D |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 11 | 12 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 27 | 27 | $17916$ | 920 | 105 | 30 | 1595 | 82 | - |

Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 4796 | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Firms operated for the entire year | 4394 | 4618 | 17123861 | 831379 | 183571 | 16718 | 1460014 | 81117 | 92899 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots . . . . . . . . .$. | 611 | 611 | 81184 | 21273 | 4900 | 920 | 36201 | 348 | 357 |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 404 | 404 | 144786 | 19662 | 4636 | 778 | 39236 | 735 | 694 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 575 | 580 | 412003 | 45944 | 10408 | 1404 | 89968 | 3166 | 3334 |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 1097 | 1121 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 810 | 858 | 2840208 | 168702 | 37114 | 3472 | 294497 | 13200 | 14683 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 494 | 534 | 3350992 | 156982 | 35003 | 2652 | 272239 | 13287 | 12262 |
|  | Firms with sales of \$10,000,000 to \$24,999,999. | 324 | 406 | 4744100 | 185341 | 40410 | 2827 | 311061 | 17449 | 19355 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 63 | 81 | 1991672 | 61431 | 12894 | 831 | 108119 | 8865 | 10954 |
|  | \$50,000,000 to \$99,999,999 . | 10 | 15 | D | D | D | c | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \end{aligned}$ | 6 | 8 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 402 | 403 | 469274 | 19253 | 3811 | 398 | 38692 | 15 | 485 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4796 | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Firms operated for the entire year | 4394 | 4618 | 17123861 | 831379 | 183571 | 16718 | 1460014 | 81117 | 92899 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 611 | 611 | 81184 | 21273 | 4900 | 920 | 36201 | 348 | 357 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 404 | 404 | 144786 | 19662 | 4636 | 778 | 39236 | 735 | 694 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 575 | 580 | 412003 | 45944 | 10408 | 1404 | 89968 | 3166 | 3334 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1097 | 1121 | D | D | D | h | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 810 | 858 | 2840208 | 168702 | 37114 | 3472 | 294497 | 13200 | 14683 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 494 | 534 | 3350992 | 156982 | 35003 | 2652 | 272239 | 13287 | 12262 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 324 | 406 | 4744100 | 185341 | 40410 | 2827 | 311061 | 17449 | 19355 |
|  | \$25,000,000 to \$49,999,999. | 63 | 81 | 1991672 | 61431 | 12894 | 831 | 108119 | 8865 | 10954 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 10 | 15 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 6 | 8 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 402 | 403 | 469274 | 19253 | 3811 | 398 | 38692 | 15 | 485 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 237 | 244 | 977042 | 54490 | 12039 | 1054 | 95597 | 5387 | 5036 |
|  | Firms operated for the entire year | 216 | 223 | D | D | D | g | D | D | D |
|  | Firms with sales less than |  |  |  |  |  | g | D |  |  |
|  | \$250,000 ................ | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 17 | 17 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 37 | 38 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 38 | 38 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 42 | 42 | 141197 | $9846$ | 2226 | 207 | 16718 | 1072 | 1112 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 31 | 34 | 188933 | 8872 | 2035 | 141 | 16752 | 1533 | 1444 |
|  | Firms with sales of |  | 31 | 188 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 28 | 31 | 434898 | 21624 | 4767 | 360 | 36304 | 2491 | 2143 |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 21 | 21 | D | D | D | a | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { pleriod } \\ \text { including } \\ \text { March 12 } \\ \text { (number) } \end{array}$ | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 293 | 308 | 1007357 | 54300 | 11892 | 1150 | 94743 | 7983 | 7513 |
|  | Firms operated for the entire year | 264 | 279 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 42 | 42 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 49 | 49 | 35296 | 4532 | 1061 | 137 | 8562 | 367 | 492 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 69 | 72 | 108908 | 10711 | 2316 | 256 | 18959 | 830 | 264 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 38 | 44 | 134402 | 9198 | 2454 | 190 | 16565 | 1616 | 1850 |
|  | Firms with sales of \$5,000,000 | 26 | 26 | 176860 | 6358 | 1444 | 133 | 11516 | 579 | 693 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 22 | 26 | 312067 | 12993 | 2565 | 204 | 21397 | 2934 | 2750 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 4 | 6 | D | D | D | c | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of | 1 | 1 | D | D | D | a | D | D | D |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 29 | 29 | D | D | D | b | D | D | D |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 151 | 157 | 531948 | 28432 | 6507 | 633 | 49175 | 3426 | 3575 |
|  | Firms operated for the entire year | 137 | 143 | 510775 | 27948 | 6390 | 621 | 48173 | 3426 | 3574 |
|  | Firms with sales less than \$250,000 | 18 | 18 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 7 | 7 | 2378 | 293 | 67 | 19 | 685 | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 26 | 26 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 41 | 41 | 63155 | 6521 | 1408 | 155 | 11437 | 188 | 198 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 17 | 21 | 59642 | 3353 | 1088 | 82 | 6848 | 366 | 422 |
|  | Firms with sales of \$5,000,000 |  | 14 | 6 |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 14 | 14 | 92206 | 2990 | 699 | 64 | 5356 | 92 | 93 |
|  | \$10,000,000 to \$24,999,999. | 11 | 13 | 156434 | 9048 | 1841 | 151 | 13611 | 2342 | 2278 |
|  | \$25,000,000 to \$49,999,999. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of |  | 1 |  | D |  | a |  |  | D |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 14 | 14 | 21173 | 484 | 117 | 12 | 1002 | - | 1 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 142 | 151 | 475409 | 25868 | 5385 | 517 | 45568 | 4557 | 3938 |
|  | Firms operated for the entire year | 127 | 136 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | 24 | + 24 | 3138 | 767 | 172 | 39 | 1510 | 26 | 30 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 28 | 31 | 45753 | 4190 | 908 | 101 | 7522 | 642 | 66 |
|  | Firms with sales of $\$ 2,500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 21 | 23 | 74760 | 5845 | 1366 | 108 | 9717 | 1250 | 1428 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . .$. | 12 | 12 | 84654 | 3368 | 745 | 69 | 6160 | 487 | 600 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 11 | 13 | 155633 | 3945 | 724 | 53 | 7786 | 592 | 472 |
|  | Firms with sales of \$25,000,000 to \$49,999, 999 | 2 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of |  | 4 |  | D | D | b | D | D | D |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 15 | 15 | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1864 | 1962 | 6670352 | 333989 | 75475 | 6726 | 582533 | 19974 | 22076 |
|  | Firms operated for the entire year | 1776 | 1873 | D | D | D | i | D | D | D |
|  | Firms with sales less than \$250,000 ................... | 225 | 225 | 31152 | 8696 | 2042 | 347 | 14425 | 92 | 81 |
|  | Firms with sales of \$250,000 to \$499,999 | 165 | 165 | 58292 | 8342 | 1860 | 345 | 16559 | 369 | 286 |
|  | Firms with sales of \$500,000 to \$999,999. | 210 | 213 | 150826 | 15987 | 3718 | 490 | 31290 | 1264 | 1216 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 480 | 491 | 781439 | 57279 | 13326 | 1419 | 102170 | 3607 | 4377 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 346 | 376 | 1218270 | 72929 | 15725 | 1540 | 126809 | 4971 | 5462 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$. <br> Firms with sales of | 205 | 218 | 1384132 | 72737 | 16268 | 1160 | 122441 | 4893 | 4486 |
|  | Firms $\$ 10,000,000$ to $\$ 24,999,999$. | 121 | 149 | 1698954 | 62493 | 14489 | 985 | 108216 | 4480 | 5795 |
|  | Firms with sales of | 19 | 27 | 585748 | 14678 | 3218 | 164 | 25882 | 298 | 356 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 3 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 88 | 89 | D | D | D | b | D | D | D |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 708 | 727 | 2696380 | 119589 | 26645 | 2500 | 211159 | 10994 | 14783 |
|  | Firms operated for the entire year | 640 | 659 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 91 | 91 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 64 | 64 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 90 | 90 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 167 | 168 | 271999 | 20247 | 4307 | 504 | 38401 | 1310 | 1436 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  | 1436 |
|  | to \$4,999,999 .... | 110 | 112 | 390233 | 21784 | 5106 | 414 | 38852 | 1488 | 1861 |
|  | to \$9,999,999 . . . . . . . . . . . . | 58 | 61 | 417283 | 17021 | 3884 | 296 | 30741 | 958 | 884 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 47 | 57 | 695124 | 26950 | 6314 | 437 | 44381 | 3082 | 3463 |
|  | Firms with sales of \$25,000, 000 to \$49,999,999 | 10 | 13 | 360175 | 14246 | 2909 | 251 | 23264 | 3047 | 5227 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of \$100,000,000 or more . . . . . | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 68 | 68 | D | D | D | b | D | D | D |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 388 | 412 | 982086 | 57984 | 13292 | 1305 | 99437 | 5211 | 5280 |
|  | Firms operated for the entire year | 342 | 366 | 944609 | 54727 | 12628 | 1230 | 94167 | 5211 | 5279 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 56 | 56 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 44 | 44 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 46 | 46 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 83 | 88 | 139639 | 10824 | 2453 | 283 | 20360 | 1007 | 923 |
|  | Firms with sales of \$2,500,000 | 63 | 63 |  |  |  |  |  |  |  |
|  | to $\$ 4,999,999$. <br> Firms with sales of $\$ 5,000,000$ | 63 | 63 | 220833 | 13226 | 2913 | 294 | 22897 | 856 | 682 |
|  | to \$9,999,999 .............. | 34 | 38 | 225790 | 12084 | 3043 | 220 | 19698 | 369 | 362 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 13 | 28 | 202952 | 8013 | 1775 | 101 | 13619 | 1002 | 1166 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 46 | 46 | 37477 | 3257 | 664 | 75 | 5270 | - | 1 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 239 | 249 | 1070405 | 41706 | 7785 | 793 | 75723 | 3341 | 3601 |
|  | Firms operated for the entire year | 210 | 220 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 . | 38 | 38 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 26 | 26 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 28 | 29 | 20192 | 2617 | 575 | 82 | 5495 | 209 | 280 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 33 | 35 | 51968 | 3990 | 912 | 142 | 8566 | 869 | 897 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 33 | 34 | 108637 | 6341 | 1180 | 127 | 10838 | 590 | 655 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 26 | 29 | 189787 | 8140 | 1713 | 130 | 13378 | 1020 | 1047 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 20 | 21 | 288138 | 11431 | 1732 | 129 | 20559 | 545 | 555 |
|  | Firms with sales of |  | 4 | 129717 |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 4 | 4 | 129717 | 2400 | 417 | 17 | 3892 | - | - |
|  | \$50,000,000 to \$99,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$100,000,000 or more | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year | 29 | 29 | D | D | D | b | D | D | D |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 1072 | 1119 | 4189513 | 188574 | 40254 | 3588 | 339514 | 28242 | 35095 |
|  | Firms operated for the entire year | 951 | 998 | 4072558 | 183168 | 39144 | 3503 | 326905 | 28240 | 34687 |
|  | Firms with sales less than $\$ 250,000$ | 139 | 139 | 17992 | 4771 | 1056 | 207 | 7912 | 135 | 129 |
|  | Firms with sales of $\$ 250,000$ to \$499 999 | 75 | 75 | 27434 | 3569 | 879 | 133 | 7207 | 75 | 96 |
|  | Firms with sales of $\$ 500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$999,999 | 116 | 116 | 83143 | 9783 | 2248 | 276 | 19251 | 500 | 541 |
|  | to \$2,499,999 ............ | 227 | 229 | 357483 | 28983 | 6366 | 649 | 54850 | 1999 | 2018 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 182 | 193 | 641884 | 36281 | 7721 | 723 | 63246 | 2610 | 3064 |
|  | Firms with sales of \$5,000,000 |  | 1 |  |  |  |  |  |  |  |
|  | to \$9,999,999 . ............ | 112 | 121 | 752916 | 30844 | 6399 | 548 | 56256 | 3932 | 3343 |
|  | \$10,000,000 to \$24,999,999. | 73 | 93 | 1111339 | 41781 | 8754 | 609 | 66517 | 2915 | 3483 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 23 | 28 | 702490 | 18774 | 4234 | 241 | 36789 | 2130 | 2032 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more . . . . . | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 121 | 121 | 116955 | 5406 | 1110 | 85 | 12609 | 2 | 408 |
| 42184 | Industrial supplies whsle <br> All firms $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  | 1052 | 1090 | 4126000 | 177181 | 41969 | 3872 | 321647 | 17208 | 22568 |
|  | Firms operated for the entire year ............................ | 935 | 973 | D | D | D | h | D | D | D |
|  | Firms with sales less than$\$ 250,000 . . . . . . . . . . . . . .$ | 145 | 145 | 19231 | 4848 | 1144 | 209 | 8310 | 86 | 47 |
|  |  | 82 | 82 | 30074 | 4286 | 971 | 152 | 8850 | 254 | 314 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 110 | 110 |  | 10165 | 2155 | 282 | 17912 | 450 | 672 |
|  | Firms with sales of $\$ 1,000,000$to $\$ 2,499,999 \ldots . . . . .$. |  |  |  |  |  |  |  |  | 672 |
|  |  | 203 | 203 | 331605 | 22062 | 5445 | 580 | 41774 | 2412 | 2706 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 160 | 162 | 574284 | 28754 | 6985 | 627 | 49684 | 1091 | 1648 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 133 | 138 | 908732 | 32241 | 6865 | 737 | 60054 | 2447 | 2627 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . |  |  | D | D | D |  | D |  |  |
|  |  | 84 | 100 | D | D | D | f | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 13 | 23 | 433533 | 19586 | 4446 | 306 | 36056 | 2273 | 2580 |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . |  |  |  |  |  |  |  |  | D |
|  |  | 4 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 117 | 117 | D | D | D | b | D | D | D |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421840 | Industrial supplies whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1052 | 1090 | 4126000 | 177181 | 41969 | 3872 | 321647 | 17208 | 22568 |
|  | Firms operated for the entire year | 935 | 973 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 .................... | 145 | 145 | 19231 | 4848 | 1144 | 209 | 8310 | 86 | 47 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 82 | 82 | 30074 | 4286 | 971 | 152 | 8850 | 254 | 314 |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 110 | 110 | 79442 | 10165 | 2155 | 282 | 17912 | 450 | 672 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 203 | 203 | 331605 | 22062 | 5445 | 580 | 41774 | 2412 | 2706 |
|  | Firms with sales of \$2,500,000 <br> to $\$ 4,999,999$ | 160 | 162 | 574284 | 28754 | 6985 | 627 | 49684 | 1091 | 1648 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999$ | 133 | 138 | 908732 | 32241 | 6865 | 737 | 60054 | 2447 | 2627 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 133 84 | 100 | D | D | D | f | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 | 13 | 100 23 | 433533 | 19586 | 4446 | 306 | 36056 | 2273 | 2580 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. Firms with sales of | 4 | 7 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ..... | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 117 | 117 | D | D | D | b | D | D | D |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 147 | 151 | 427104 | 19556 | 5063 | 465 | 34097 | 1688 | 1824 |
|  | Firms operated for the entire year ............................ | 123 | 127 | 405350 | 18916 | 4917 | 456 | 32976 | 1688 | 1824 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . . . . . . . . . . . . . .$. | 23 | 23 | 2849 | 486 | 124 | 34 | 890 | 49 | 35 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 12 | 12 | 4133 | 631 | 132 | 24 | 1297 | 43 | 36 |
|  | Firms with sales of \$500,000 <br> to \$999,999 | 20 | 20 | 14420 | 2107 | 458 | 60 | 3957 | 124 | 123 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 21 | 21 | 33834 | 1730 | 448 | 58 | 3407 | 438 | 460 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 25 | 26 | 85888 | 4727 | 1285 | 108 | 8781 | 339 | 386 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 12 | 13 | 83599 | 2510 | 552 | 62 | 4517 | 314 | 289 |
|  | Firms with sales of |  |  |  |  |  |  | 517 |  |  |
|  | \$10,000,000 to \$24,999,999. | 8 | 10 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more $\qquad$ | - | _ | _ | - | - | - | _ | _ | - |
|  | Firms not operated for the entire year $\qquad$ | 24 | 24 | 21754 | 640 | 146 | 9 | 1121 | - | - |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 146 | 159 | 700311 | 26760 | 6403 | 607 | 47494 | 591 | 608 |
|  | Firms operated for the entire year ............................ | 135 | 148 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999999$ | 8 | 8 |  |  | 177 | 23 | 1394 | - | - |
|  | Firms with sales of \$1,000,000 | 8 | 8 | 6011 |  |  | 23 |  | - | - |
|  | to \$2,499,999 ............. | 33 | 33 | 54573 | 2860 | 772 | 86 | 6118 | 250 | 225 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$............ | 29 | 30 | 111418 | 5361 | 1231 | 122 | 9268 | 139 | 143 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 30 | 32 | 202347 | 6566 | 1388 | 144 | 12621 | 178 | 215 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 13 | 19 | 209472 | 7216 | 1802 | 142 | 11556 | 24 | 25 |
|  | Firms with sales of |  | 19 |  | 7216 | 1802 | 142 | 11556 | 24 | 5 |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 3 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of ${ }^{\text {a }}$, | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 11 | 11 | D | D | D | a | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {¹ }}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218403 | Welding supplies whsle <br> All firms $\qquad$ | 24 | 24 | 60895 | 1610 | 435 | 45 | 3762 | 154 | 137 |
|  | Firms operated for the entire year | 18 | 18 | 53779 | 1439 | 419 | 39 | 3285 | 154 | 137 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . .$. | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$ | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 3 | 3 | 4237 | 278 | 65 | 8 | 596 | 16 | 5 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$100,000,000 or more | - | - | - | - | - | _ | - | - | - |
|  | Firms not operated for the entire year | 6 | 6 | 7116 | 171 | 16 | 6 | 477 | - | - |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 221 | 226 | 817235 | 29852 | 6790 | 573 | 53204 | 304 | 289 |
|  | Firms operated for the entire year | 182 | 187 | 768129 | 28360 | 6697 | 560 | 50211 | 304 | 289 |
|  | Firms with sales less than $\$ 250,000$ | 32 | 32 | 4257 | 1273 | 288 | 42 | 2190 | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 14 | 14 | 4788 | 738 | 197 | 21 | 1330 | 8 | 7 |
|  | Firms with sales of \$500,000 to \$999,999 | 25 | 25 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 36 | 36 | 61849 | 3703 | 791 | 94 | 7353 | 63 | 34 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 2,500,000 \\ & \text { to } \$ 4,999,999 \ldots \ldots \ldots \cdots \cdots \end{aligned}$ | 30 | 30 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999 .999$ | 24 | 24 | D | D | D | b | D | D | D |
|  | Firms with sales of $\cdots \cdots \cdots$ | 24 | 24 | D | D | D | b | D | D |  |
|  | \$10,000,000 to \$24,999,999. | 18 | 20 | D | D | D | c | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 2 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of \$100,000,000 or more | - | - | - | - | D | - | - | D | - |
|  | Firms not operated for the entire year $\qquad$ | 39 | 39 | 49106 | 1492 | 93 | 13 | 2993 | - | - |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 162 | 175 | 873594 | 52884 | 12139 | 1080 | 99155 | 6563 | 7804 |
|  | Firms operated for the entire year | 154 | 167 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 .................... . | 13 | 13 | 1852 | 483 | 115 | 23 | 898 | 5 | 2 |
|  | Firms with sales of \$250,000 to \$499,999 | 14 | 14 | 5282 | 876 | 180 | 29 | 2085 | 123 | 156 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 20 | 20 | 14730 | 1654 | 420 | 53 | 2690 | 107 | 68 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 38 | 38 | 62428 | 6151 | 1443 | 144 | 10815 | 810 | 1045 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 2,500,000 \\ & \text { to } \$ 4,999,999 \ldots \ldots \ldots \ldots \end{aligned}$ | 17 | 17 | 63793 | 5391 | 1324 | 117 | 8849 | 619 | 1065 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 27 | 28 | 191178 | 9245 | 1949 | 198 | 16792 | 1006 | 1094 |
|  | Firms with sales of |  |  |  |  |  | 1 |  |  | 1094 |
|  | \$10,000,000 to \$24,999,999. | 21 | 25 | 276691 | 14996 | 3954 | 293 | 28580 | 3258 | 3467 |
|  | \$25,000,000 to \$49,999,999. | 3 | 9 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | 1 | 3 | D | D | D | b | D | D | D |
|  | \$100,00, 000 ormore ...... |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 8 | 8 | D | D | D | a | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218406 | Other industrial supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 353 | 355 | 1246861 | 46519 | 11139 | 1102 | 83935 | 7908 | 11906 |
|  | Firms operated for the entire year | 324 | 326 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 60 | 60 | 7832 | 2007 | 449 | 83 | 3421 | 16 | 4 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 35 | 35 | 12971 | 1817 | 409 | 66 | 3569 | 80 | 115 |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999 \ldots \ldots . . . . . . .$. | 33 | 33 | 23586 | 2915 | 606 | 78 | 5583 | 24 | 297 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 72 | 72 | 114684 | 7340 | 1926 | 190 | 13485 | 835 | 937 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 58 | 58 | 201737 | 8390 | 1904 | 180 | 14422 | 96 | 120 |
|  |  | 38 | 39 | 255541 | 8456 | 1746 | 241 | 15825 | 930 | 1015 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 22 | 23 | 338860 | 8944 | 1863 | 146 | 15857 | 1049 | 1255 |
|  | Firms with sales of | 4 | 4 | D |  |  | b |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 4 | 4 | D | D | D | b | D | D | D |
|  | $\$ 50,000,000$ to \$99,999,999 . Firms with sales of | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 29 | 29 | D | D | D | a | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 380 | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Firms operated for the entire year | 337 | 350 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 337 60 | 350 60 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 35 | 35 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 34 | 35 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 59 | 59 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 61 | 64 | 217501 | 8653 | 1705 | 260 | 17064 | 332 | 506 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 ${ }_{\text {Firms }}$ with sales of $\ldots \ldots .$. | 56 | 59 | 380506 | 13993 | 3173 | 300 | 24493 | 925 | 742 |
|  | $\$ 10,000,000$ to $\$ 24,999,999$. | 25 | 27 | 396139 | 14386 | 3348 | 249 | 27031 | 1285 | 1104 |
|  | \$25,000,000 to \$49,999,999. | 4 | 6 | D | D | D | b | D | D | D |
|  | F50,000,000 to \$99,999,999. | 3 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | _ | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 43 | 43 | D | D | D | b | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 380 | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Firms operated for the entire year | 337 | 350 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 60 | 60 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 35 | 35 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 34 | 35 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 59 | 59 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 61 | 64 | 217501 | 8653 | 1705 | 260 | 17064 | 332 | 506 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 56 | 59 | 380506 | 13993 | 3173 | 300 | 24493 | 925 | 742 |
|  | Firms with sales of $\ldots \ldots \ldots \ldots$ | 56 | 59 |  |  |  | 300 |  | 925 | 742 |
|  | $\$ 10,000,000$ to \$24,999,999 . Firms with sales of | 25 | 27 | 396139 | 14386 | 3348 | 249 | 27031 | 1285 | 1104 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 4 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | 3 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  | D | D |  | b | D | D | D |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 43 | 43 | D | D | D | b | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle-Con. <br> Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | a | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 161 | 168 | D | D | D | f | D | D | D |
|  | Firms operated for the entire year | 142 | 149 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | 30 | 30 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 14 | 14 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . . .$. | 24 | 24 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 29 | 32 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots \ldots .$. | 23 | 24 | D | D | D | c | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 6 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 1 | 1 | D | D | D | a | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 50,000,000 \text { to } \$ 99,999,999 \text {. } \end{aligned}$ | 2 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more . . . . . |  | - | _ | _ | - | - | - | _ | - |
|  | Firms not operated for the entire year | 19 | 19 | D | D | D | a | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 435 | 453 | 3576194 | 75903 | 15004 | 1276 | 143945 | 12152 | 11903 |
|  | Firms operated for the entire year | 365 | 383 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 ................... | 30 | 30 | 4351 | 669 | 159 | 40 | 1558 | - | 4 |
|  | Firms with sales of \$250,000 to \$499,999 | 32 | 32 | 12359 | 1517 | 371 | 54 | 3063 | 26 | 49 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 46 | 46 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 72 | 72 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 62 | 62 | 217118 | 8945 | 1626 | 184 | 15786 | 864 | 1570 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 55 | 56 | 379366 | 13725 | 2568 | 228 | 25645 | 3307 | 4693 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 36 | 39 | 556031 | 12098 | 2902 | 156 | 22070 | 3432 | 215 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 18 | 21 | 598278 | 10892 | 1841 | 134 | 20209 | 12 | 13 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 8 | 18 | 503802 | 7058 | 1627 | 94 | 13629 | - |  |
|  | Firms with sales of \$100,000,000 or more | 6 | 7 | D | D | D | 94 b | - | D | D |
|  | Firms not operated for the entire year $\qquad$ | 70 | 70 | D | D | D | b | D | D | D |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........ | 435 | 453 | 3576194 | 75903 | 15004 | 1276 | 143945 | 12152 | 11903 |
|  | Firms operated for the entire year | 365 | 383 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 30 | 30 | 4351 | 669 | 159 | 40 | 1558 | - | 4 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 32 | 32 | 12359 | 1517 | 371 | 54 | 3063 | 26 | 49 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 46 | 46 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 72 | 72 | D | D | D | c | D | D | D |
|  | to \$2,499,999 <br> Firms with sales of $\$ 2,500,000$ | 72 | 72 | D | D | D | c | D | D | D |
|  | to \$4,999,999 ............ | 62 | 62 | 217118 | 8945 | 1626 | 184 | 15786 | 864 | 1570 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots \ldots \ldots$ | 55 | 56 | 379366 | 13725 | 2568 | 228 | 25645 | 3307 | 4693 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 36 | 39 | 556031 | $12098$ | $2902$ | $156$ | $22070$ | 3432 | 215 |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218603 | Other transportation equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year-Con. <br> Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 17 | 17 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 9 | 9 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 14 | 14 | D | D | D | b | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 8 | 9 | D | D | D | b | D | D | D |
|  | Firms with sales of | 4 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999. | - | _ | _ | _ | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | _ |
|  | Firms not operated for the entire year $\qquad$ | 6 | 6 | D | D | D | b | D | D | D |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3470 | r3 564 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year | 2829 | '2 923 | D | D | D | j | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots .$. | 538 | '538 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 291 | '291 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 338 | r340 | D | D | D | f | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 591 | '592 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 420 | '423 | D | D | D | g | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 281 | '287 | D | D | D | g | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 251 | '293 | D | D | D | g | D | D | D |
|  | Firms with sales of |  |  |  | D | D | f |  |  | D |
|  | \$25,000,000 to \$49,999,999. | 73 | '87 | D | D | D | f | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 33 | '44 | D | D | D | f | D | D | D |
|  | $\$ 100,000,000$ or more | 13 | '28 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 641 | '641 | D | D | D | e | D | D | D |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........ | 1021 | r1 066 | '7 396183 | r179 242 | 「38 225 | r3 495 | 358894 | 30078 | 33795 |
|  | Firms operated for the entire year | 894 | 939 | D | D | D | h | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots . . . . . . . . . . . . . . . . .$ | 88 | 88 | 12268 | 2256 | 513 | 105 | 5015 | 80 | 55 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 . | 64 | 64 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 81 | 81 | 56806 | 4795 | 1006 | 169 | 11551 | 1982 | 2383 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 215 | 215 | 345553 | 16311 | 3671 | 519 | 35219 | 1350 | 1539 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 151 | 152 | 525098 | 17945 | 3958 | 435 |  | 151 | 236 |
|  | Firms with sales of $\$ 5,000,000$ |  | 152 |  |  | 3 | 435 |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . . | 118 | 122 | 806924 | 19354 | 4221 | 432 | 39221 | 3571 | 3708 |
|  | \$10,000,000 to \$24,999,999. | 116 | 128 | 1802729 | 41563 | 9723 | 677 | 81654 | 4115 | 4285 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 39 | 53 | 1300217 | 27775 | 6431 | 359 | 48712 | 1674 | 1804 |
|  | \$50,000,000 to \$99,999,999. | 14 | 24 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 8 | 12 | 1365312 | 28087 | 4163 | 361 | 53513 | 16222 | 18913 |
|  | Firms not operated for the entire year | 127 | 127 | D | D | D | b | D | D | D |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1021 | r1 066 | '7 796183 | r179 242 | '38 225 | '3 495 | 358894 | 30078 | 33795 |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42193 | Recyclable material whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 227 | 255 | 1390512 | 32101 | 7727 | 895 | 65437 | 3287 | 2315 |
|  | Firms operated for the entire year | 183 | 211 | 1329080 | 30250 | 7575 | 864 | 61402 | 3287 | 2075 |
|  | \$250,000 . . . . . . . . . . . . | 51 | 51 | 5491 | 1620 | 356 | 83 | 2618 | 79 | 82 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 21 | 21 | 7514 | 813 | 228 | 38 | 1636 | 73 | 29 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 21 | 21 | 15251 | 1551 | 347 | 50 | 3245 | 163 | 33 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 35 | 36 | 58702 | 4483 | 970 | 198 | 9144 | 433 | 511 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 22 | 22 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 16 | 16 | 105217 | 3515 | 931 | 132 | 6700 | 1034 | 638 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 8 | 25 | 137796 | 5443 | 1422 | 86 | 10670 | 624 | 224 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 4 | 4 | 132550 | 1356 | 284 | 21 | 2773 | 440 | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 3 | 3 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 2 | 12 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 44 | 44 | 61432 | 1851 | 152 | 31 | 4035 | - | 240 |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 227 | 255 | 1390512 | 32101 | 7727 | 895 | 65437 | 3287 | 2315 |
|  | Firms operated for the entire year | 183 | 211 | 1329080 | 30250 | 7575 | 864 | 61402 | 3287 | 2075 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 51 | 51 | 5491 | 1620 | 356 | 83 | 2618 | 79 | 82 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 21 | 21 | 7514 | 813 | 228 | 38 | 1636 | 73 | 29 |
|  | Firms with sales of \$500,000 $\text { to } \$ 999,999$ | 21 | 21 | 15251 | 1551 | 347 | 50 | 3245 | 163 | 33 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 35 | 36 | 58702 | 4483 | 970 | 198 | 9144 | 433 | 511 |
|  | Firms with sales of $\$ 2,500,000$ to \$4 999.999 | 22 | 22 | - |  |  |  |  |  |  |
|  | to $\$ 4,999,999$. <br> Firms with sales of $\$ 5,000,000$ | 22 | 22 | D | D | D | b | D | D | D |
|  | to \$9,999,999 ............... | 16 | 16 | 105217 | 3515 | 931 | 132 | 6700 | 1034 | 638 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 8 | 25 | 137796 | 5443 | 1422 | 86 | 10670 | 624 | 224 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 4 | 4 | 132550 | 1356 | 284 | 21 | 2773 | 440 | - |
|  | \$50,000,000 to \$99,999,999. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 2 | 12 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 44 | 44 | 61432 | 1851 | 152 | 31 | 4035 | - | 240 |
| 4219301 | Iron \& steel scrap processors \& dealers <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 68 | 77 | 775486 | 13625 | 3790 | 419 | 31238 | 1266 | 824 |
|  | Firms operated for the entire year . ........................... . Firms with sales less than | 61 | 70 | 763658 | 13406 | 3763 | 417 | 30615 | 1266 | 824 |
|  |  | 13 | 13 | 1893 | 366 | 91 | 17 | 705 | 50 | 52 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 7 | 7 | 2203 | 334 | 101 | 14 | 736 | 73 | 29 |
|  | Firms with sales of \$500,000 to \$999,999 | 6 | 6 | 4078 | 466 | 110 | 20 | 985 | 127 | - |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 13 | 13 | 21249 | 1436 | 329 | 52 | 3510 | 237 | 318 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 8 | 8 | 31677 | 1396 | 355 | 35 | 2578 | 339 | 425 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 |  |  |  |  |  |  |  |  |  |
|  |  | 7 | 7 | 41802 | 1630 | 514 | 83 | 2439 | - | - |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 |  |  |  |  |  |  |  |  |  |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. <br> Firms with sales of $\$ 50,000,000$ to \$99,999,999 . <br> Firms with sales of | 3 | 3 | D | D | D | a | D | D | D |
|  |  | - | - | - | - | - | - | - | - | - |
|  |  | 2 | 11 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ |  |  |  |  |  |  |  |  |  |
|  |  |  |  | 11828 | 219 | 27 | 2 | 623 | - | - |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 112 | 129 | 407181 | 11787 | 2342 | 285 | 22332 | 1859 | 1304 |
|  | Firms operated for the entire year | 82 | 99 | 361776 | 10468 | 2264 | 261 | 19670 | 1859 | 1064 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots \ldots$. | 26 | 26 | 2583 | 900 | 198 | 45 | 1403 | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 8 | 8 | 3050 | 191 | 50 | 13 | 371 | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 10 | 10 | 7669 | 833 | 172 | 22 | 1813 | 8 | 12 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 16 | 17 | 26734 | 1771 | 361 | 51 | 3476 | 193 | 190 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 10 | 10 | 34220 | 1185 | 169 | 21 | 2454 | - | - |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 4 | 4 | 28380 | 1030 | 249 | 38 | 2201 | 1034 | 638 |
|  | Firms with sales of ${ }^{\text {\$10,000,000 to \$ } 24,999,999 .}$ | 5 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of | - |  | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year | 30 | 30 | 45405 | 1319 | 78 | 24 | 2662 | - | 240 |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 450 | 451 | 904350 | 37942 | 8646 | 998 | 79046 | 10225 | 10366 |
|  | Firms operated for the entire year | 374 | 375 | 833294 | 36135 | 8341 | 955 | 74766 | 10225 | 10362 |
|  | Firms with sales less than \$250,000 | 94 | 94 | 11418 | 2728 | 662 | 146 | 5712 | 138 | 191 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 49 | 49 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 55 | 55 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 80 | 80 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ........... | 57 | 57 | D | D | D | c | D | D | D |
|  | to \$9,999,999 ............. | 19 | 19 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 18 | 19 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 76 | 76 | 71056 | 1807 | 305 | 43 | 4280 | - | 4 |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 450 | 451 | 904350 | 37942 | 8646 | 998 | 79046 | 10225 | 10366 |
|  | Firms operated for the entire year | 374 | 375 | 833294 | 36135 | 8341 | 955 | 74766 | 10225 | 10362 |
|  | Firms with sales less than \$250,000 | 94 | 94 | 11418 | 2728 | 662 | 146 | 5712 | 138 | 191 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 49 | 49 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 55 | 55 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 80 | 80 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ |  |  |  |  |  | c |  |  |  |
|  | to $\$ 4,999,999 \ldots \ldots \ldots$ | 57 | 57 | D | D | D | c | D | D | D |
|  | to \$9,999,999 ............. | 19 | 19 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 18 | 19 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  | a |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 2 | 2 | D | D | D | a | D | D | D |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | _ | - | - | _ | - | - | - | - |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 76 | 76 | 71056 | 1807 | 305 | 43 | 4280 | - | 4 |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 428 | 429 | D | D | D | f | D | D | D |
|  | Firms operated for the entire year | 356 | 357 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 89 | 89 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 47 | 47 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 ........... Firms with | 54 | 54 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 77 | 77 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 52 | 52 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 18 | 18 | D | D | D | b | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 17 | 18 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999, 999 |  | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 72 | 72 | D | D | D | b | D | D | D |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 22 | 22 | D | D | D | b | D | D | D |
|  | Firms operated for the entire year | 18 | 18 | D | D | D | b | D | D | D |
|  | Firms with sales less than \$250,000 | 5 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............. | 5 | 5 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . . . . . . .$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$10,000,000 to \$24,999,999 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year | 4 | 4 | D | D | D | a | D | D | D |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1364 | 1379 | 3700167 | 118715 | 26462 | 3545 | 243319 | 4924 | 4196 |
|  | Firms operated for the entire year | 1020 | 1035 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 277 | 277 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 128 | 128 | 46381 | 6428 | 1479 | 234 | 15270 | 261 | 265 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 137 | 139 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 196 | 196 | 319973 | 16695 | 3766 | 546 |  | 1110 | 923 |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 129 | 131 | 458214 | 13415 | 3089 | 353 | 27095 | 162 | 177 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 78 | 80 | 525698 | 14450 | 3158 | 339 | 30969 | 19 | 39 |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 54 | 62 | D | D | D | f | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 13 | 13 | D | D | D | c | D | D | D |
|  | - | 7 | 8 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  | D | D | D | e | D | D | D |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 344 | 344 | D | D | D |  | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 509 | 514 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 397 | 402 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 .................... | 127 | 127 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 47 | 47 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 56 | 56 | D | D | D | c | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 65 | 65 | D | D | D | c | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 40 | 41 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 32 | 33 | D | D | D | c | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 21 | 23 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of | 4 |  | D | D | D | b | D |  |  |
|  | \$50,000,000 to \$99,999,999. | 5 | 6 | D | D | D | e | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \text {. } \end{aligned}$ | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 112 | 112 | D | D | D | b | D | D | D |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 140 | 140 | 321738 | 11830 | 3438 | 416 | 28590 | 511 | 615 |
|  | Firms operated for the entire year | 102 | 102 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 | 26 | 26 | 3922 | 565 | 146 | 35 | 1202 | 17 | 17 |
|  | Firms with sales of \$ 250,000 | 12 | 12 | 4146 | 565 | 146 | 35 | 1202 | 17 | 17 |
|  |  | 12 | 12 | 4146 | 493 | 117 | 23 | 1056 | 9 | 17 |
|  | to \$999,999............... | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 10 | 10 | 33414 | 637 | 126 | 18 | 1572 | 1 | 1 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 11 | 11 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 5 | 5 | D | D | D | b | D | D | D |
|  | Firss with sales of $\$ 25,000,00$ to $\$ 49,999,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | _ | _ | - | - | _ | - | - |
|  | Firms not operated for the entire year $\qquad$ | 38 | 38 | D | D | D | b | D | D | D |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 124 | 124 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 86 | 86 | D | D | D | e | D | D | D |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots . . . . . .$. | 24 | 24 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 11 | 11 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 17 | 17 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 7 | 7 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ | 7 | 7 | D | D | D | a | D | D | D |
|  | to \$9,999,999 . . . . . . . . . . | 8 | 8 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$ $\$ 50,000,000$ to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 38 | 38 | D | D | D | b | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 <br> employees for pay period including (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms . | 15006 | 15813 | '210 280732 | 3860234 | 881785 | 121102 | 7159777 | 146688 | 171062 |
|  | Firms operated for the entire year | 12722 | 13504 | 203107771 | 3706868 | 851519 | 115774 | 6848797 | 146294 | 162836 |
|  | $\$ 250,000 \ldots \ldots \ldots . . . .$ | 1959 | 1959 | 251615 | 59707 | 14219 | 3019 | 111330 | 1637 | 1463 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots \ldots . . . . .$. | 1092 | 1093 | 390837 | 48594 | 11131 | 2141 | 104884 | 1941 | 2028 |
|  | Firs with sales of \$500,000 | 1344 | 1347 | 966306 | 87160 | 20527 | 3409 | 182974 | 5423 | 5233 |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 2241 | 2250 | 3621313 | 192730 | 44354 | 6716 | 401718 | 11347 | 11597 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 1714 | 1736 | 6015018 | 204968 | 45834 | 6529 | 413044 | 13265 | 13736 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 1615 | 1649 | 11290846 | 292567 | 67033 | 9438 | 565827 | 11705 | 14844 |
|  | Firms with sales of $\cdots \cdots \cdots$ $\$ 10,000,000$ to $\$ 24,999,999$. | 1550 | 1632 | 23892952 | 489661 | 113537 | 16753 | 936706 | 19402 | 26187 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 661 | 746 | 22657437 | 433930 | 97408 | 12102 | 789082 | 19117 | 20255 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 305 | 397 | 20157273 | 343865 | 75638 | 8210 | 609986 | 11880 | 13601 |
|  | Firms with sales of $\$ 100,000,000$ or more | 241 | 695 | 113864174 | 1553686 | 361838 | 47457 | 2733246 | 50577 | 53892 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 2284 | 2309 | 7172961 | 153366 | 30266 | 5328 | 310980 | 394 | 8226 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 1521 | 1566 | 7602771 | 242505 | 56581 | 5335 | 452024 | 17175 | 18681 |
|  | Firms operated for the entire year | 1349 | 1394 | 7348733 | 235110 | 54952 | 5176 | 436726 | 17166 | 18679 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 275 | 275 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499 999 | 153 | 153 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 500,000$ |  |  |  |  |  |  |  |  |  |
|  | to $\$ 999,999 \ldots \ldots \ldots \ldots$ | 211 | 211 | 151815 | 15185 | 3454 | 539 | 31086 | 564 | 592 |
|  | to \$2,499,999 ............. | 249 | 252 | 411318 | 32832 | 7728 | 873 | 65218 | 1554 | 2077 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999 \ldots \ldots . . . .$. | 142 | 148 | 497943 | 24840 | 5342 | 542 | 44737 | 1414 | 1177 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 154 | 161 | 1082274 | 33654 | 7635 | 605 | 58969 | 888 | 1327 |
|  | Firms with sales of |  |  | 1 |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 106 | 123 | 1604809 | 36351 | 8635 | 610 | 68177 | 841 | 656 |
|  | Firss,000,000 to \$49,999,999. | 41 | 52 | 1514879 | 37014 | 8863 | 564 | 69460 | 34 | 21 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | F50,000,000 to \$99,999,999 . | 14 | 15 | 857058 | 18343 | 3822 | 235 | 28425 | - | - |
|  | $\$ 100,000,000$ or more ...... | 4 | 4 | 1138547 | 20723 | 5748 | 514 | 39519 | 11598 | 12442 |
|  | Firms not operated for the entire year $\qquad$ | 172 | 172 | 254038 | 7395 | 1629 | 159 | 15298 | 9 | 2 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 177 | 177 | 1378150 | 33353 | 7722 | 616 | 69098 | 12457 | 13426 |
|  | Firms operated for the entire year | 154 | 154 | 1317314 | 32487 | 7675 | 603 | 66069 | 12457 | 13426 |
|  | Firms with sales less than <br> \$250,000 | 27 | 27 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 35 | 35 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 11 | 11 | 78111 | 2424 | 460 | 29 | 3843 | - | 40 |
|  | Firms with sales of $\ldots \ldots \ldots$ |  |  |  |  |  | 29 |  | - |  |
|  | \$10,000,000 to \$24,999,999. | 16 | 16 | 230556 | 3764 | 949 | 42 | 9335 | 28 | 29 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 6 | 6 | 233321 | 4841 | 1054 | 64 | 12632 | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  |  | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 23 | 23 | $60836$ | $866$ | 47 | 13 | 3029 | - | - |

[^263]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 658 | 660 | 2927495 | 76803 | 17588 | 1606 | 167770 | 3932 | 4655 |
|  | Firms operated for the entire year | 586 | 588 | 2789388 | 74054 | 17039 | 1550 | 161206 | 3932 | 4399 |
|  | Firms with sales less than $\$ 250,000 \ldots \ldots \ldots \ldots . .$. | 66 | 66 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 36 | 36 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 66 | 66 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 145 | 145 | 231700 | 11513 | 2493 | 338 | 25519 | 928 | 1098 |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 111 | 111 | 383708 | 10197 | 2462 | 259 | 23156 | 1394 | 1617 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 93 | 93 | 627372 | 13058 | 3220 | 269 | 25853 | 282 | 238 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 48 | 50 | 711703 | 15039 | 3861 | 208 | 31343 | 539 | 703 |
|  | \$25,000,000 to \$49,999,999 . | 17 | 17 | D | D | D | c | D | D | D |
|  | Firms with sale of | 4 | 4 | 236850 | 7173 | 1275 | 79 | 15577 | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | - |  | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 72 | 72 | 138107 | 2749 | 549 | 56 | 6564 | - | 256 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1195 | 1203 | 4735312 | 147928 | 31213 | 3132 | 289901 | 6423 | 7722 |
|  | Firms operated for the entire year | 959 | 967 | D | D | D | h | D | D | D |
|  | Firms with sales less than |  |  | D | D | D | h | D | D | D |
|  | \$250,000 $\ldots \ldots \ldots \ldots \ldots \ldots$. | 131 | 131 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 . . . . . . .$. | 87 | 87 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$999,999 ............. | 120 | 120 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$. $\$ 1,000$ $\text { to } \$ 2,499,999$ | 245 | 245 | 393577 | 16417 | 3578 | 505 | 37030 | 1037 | 1400 |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 163 | 166 | 552532 | 15960 | 3763 | 383 | 34786 | 94 | 107 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999, 999 | 117 | 120 | D | D | D | f | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . | 69 | 70 | D | D | D | e | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 21 | 22 | 693836 | 19309 | 5743 | 285 | 34071 | 286 | 389 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | Firms with saoles \$9, | 4 | 4 | D | D | D | c | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 236 | 236 | D | D | D | c | D | D | D |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1195 | 1203 | 4735312 | 147928 | 31213 | 3132 | 289901 | 6423 | 7722 |
|  | Firms operated for the entire year | 959 | 967 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 | 131 | 131 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ <br> to $\$ 499,999$ | 87 | 87 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 120 | 120 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 245 | 245 | 393577 | 16417 | 3578 | 505 | 37030 | 1037 | 1400 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 163 | 166 | 552532 | 15960 | 3763 | 383 | 34786 | 94 | 107 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 117 | 120 | D | D | D | f | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 69 | 70 | D | D | D | e | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 21 | 22 | 693836 | 19309 | 5743 | 285 | 34071 | 286 | 389 |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 4 | 4 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 236 | 236 | D | D | D | c | D | D | D |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




[^264]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42241 | General-line grocery whsle <br> All firms | 507 | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Firms operated for the entire year | 420 | 654 | 51260047 | 830753 | 193794 | 27690 | 1414132 | 19548 | 20161 |
|  | Firms with sales less than $\$ 250,000$ |  | 654 | 51260047 | 830 | 193 794 | 27 | 1 | 1954 | 2 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 15 | 15 | 5402 | 169 | 40 | 16 | 333 | 28 | 20 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 18 | 18 | 14474 | 343 | 77 | 24 | 660 | 114 | 110 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 46 | 46 | 74521 | 2319 | 551 | 104 | 4483 | 63 | 61 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 58 | 58 | 208560 | 4088 | 823 | 163 | 7921 | 791 | 876 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . . .$. | 58 | 59 | 386701 | 7120 | 1585 | 244 | 13059 | - | - |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 83 | 85 | 1331645 | 25451 | 6034 | 804 | 44401 | 49 | 50 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 45 | 50 | 1588492 | 40181 | 9323 | 1282 | 64451 | - | - |
|  | Firms with sales of | 38 | 47 | 2822697 | 51760 | 12057 |  | 686 |  |  |
|  | Firms with sales of |  |  |  |  |  |  | 82 |  |  |
|  | \$100,000,000 or more . | 59 | 276 | 44827555 | 699322 | 163304 | 23593 | 1196138 | 18503 | 19044 |
|  | Firms not operated for the entire year | 87 | 94 | 1487715 | 27447 | 7018 | 907 | 43999 | - | - |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 507 | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Firms operated for the entire year | 420 | 654 | 51260047 | 830753 | 193794 | 27690 | 1414132 | 19548 | 20161 |
|  | Firms with sales less than \$250,000 | 42 | 65 | 51260047 | 830753 | - | 27.60 | - | 10 | 20 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 15 | 15 | 5402 | 169 | 40 | 16 | 333 | 28 | 20 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 18 | 18 | 14474 | 343 | 77 | 24 | 660 | 114 | 110 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 46 | 46 | 74521 | 2319 | 551 | 104 | 4483 | 63 | 61 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 58 | 58 | 208560 | 4088 | 823 | 163 | 7921 | 791 | 876 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 58 | 59 | 386701 | 7120 | 1585 | 244 | 13059 | - | - |
|  | Firms with sales of |  |  | 386 |  |  | 244 |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 83 | 85 | 1331645 | 25451 | 6034 | 804 | 44401 | 49 | 50 |
|  | \$25,000,000 to \$49,999,999. | 45 | 50 | 1588492 | 40181 | 9323 | 1282 | 64451 | - | - |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 38 | 47 | 2822697 | 51760 | 12057 | 1460 | 82686 | - | - |
|  | \$100,000,000 or more ... | 59 | 276 | 44827555 | 699322 | 163304 | 23593 | 1196138 | 18503 | 19044 |
|  | Firms not operated for the entire year $\qquad$ | 87 | 94 | 1487715 | 27447 | 7018 | 907 | 43999 | - | - |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 507 | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Firms operated for the entire year | 420 | 654 | 51260047 | 830753 | 193794 | 27690 | 1414132 | 19548 | 20161 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | - |  |  | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 15 | 15 | 5402 | 169 | 40 | 16 | 333 | 28 | 20 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 18 | 18 | 14474 | 343 | 77 | 24 | 660 | 114 | 110 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ......... | 46 | 46 | 74521 | 2319 | 551 | 104 | 4483 | 63 | 61 |
|  | to $\$ 4,999,999$. | 58 | 58 | 208560 | 4088 | 823 | 163 | 7921 | 791 | 876 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots . . .$. | 58 | 59 | 386701 | 7120 | 1585 | 244 | 13059 | - | - |
|  | Firms with sales of |  | 5 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 83 | 85 | 1331645 | 25451 | 6034 | 804 | 44401 | 49 | 50 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 45 | 50 | 1588492 | 40181 | 9323 | 1282 | 64451 | - |  |
|  | Firms with sales of |  | 50 | 1588492 | 40181 |  |  |  | - |  |
|  | \$50,000,000 to \$99,999,999. | 38 | 47 | 2822697 | 51760 | 12057 | 1460 | 82686 | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 59 | 276 | 44827555 | 699322 | 163304 | 23593 | 1196138 | 18503 | 19044 |
|  | Firms not operated for the entire year $\qquad$ | 87 | 94 | 1487715 | 27447 | 7018 | 907 | $43999$ | - |  |

[^265]Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses (\$1,000) | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42242 | Packaged frozen food whsle All firms $\qquad$ | 623 | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 2959 |
|  | Firms operated for the entire year | 577 | 631 | 16601876 | 270243 | 61581 | 7088 | 468026 | 2632 | 2944 |
|  | Firms with sales less than $\$ 250,000 \ldots . . . . . . . . . . . .$. | 5 | 5 | 965 | 61 | 17 | 6 | 139 | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 17 | 17 | 6226 | 241 | 60 | 19 | 560 | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 34 | 34 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 72 | 72 | D | D | D | c | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 78 | 79 | 278299 | 5372 | 1291 | 219 | 10374 | 611 | 471 |
|  | Firms with sales of $\$ 5,000,000$ <br> to $\$ 9,999,999 \ldots \ldots . . . . .$. | 86 | 87 | 597155 | 11949 | 2851 | 344 | 20917 | 115 | 156 |
|  | \$10,000,000 to \$24,999,999. | 119 | 121 | 1940043 | 30448 | 6745 | 880 | 57360 | 289 | 940 |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 78 | 88 | 2737031 | 48827 | 10668 | 1179 | 81676 | 195 | 236 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$550,000,000 to \$99,999,999. | 50 | 64 | 3228105 | 51684 | 12286 | 1321 | 88530 | - | - |
|  | \$100,000,000 or more ...... | 38 | 64 | 7664389 | 117441 | 26647 | 2899 | 199676 | 1396 | 1099 |
|  | Firms not operated for the entire year $\qquad$ | 46 | 48 | 280980 | 4837 | 2467 | 280 | 8438 | - | 15 |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 623 | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 2959 |
|  | Firms operated for the entire year .......................... | 577 | 631 | 16601876 | 270243 | 61581 | 7088 | 468026 | 2632 | 2944 |
|  | Firms with sales less than \$250,000 ..................... . | 5 | 5 | 965 | 61 | 17 | 6 | 139 | - | - |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 17 | 17 | 6226 | 241 | 60 | 19 | 560 | - |  |
|  | Firms with sales of \$500,000 to $\$ 999$ | 34 | 34 | D |  |  |  |  |  |  |
|  | to $\$ 999,999 \ldots \ldots \ldots$ | 34 | 34 | D | D | D | b | D | D | D |
|  | to \$2,499,999 ............. | 72 | 72 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$.............. | 78 | 79 | 278299 | 5372 | 1291 | 219 | 10374 | 611 | 471 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 86 | 87 | 597155 | 11949 | 2851 | 344 | 20917 | 115 | 156 |
|  | Firms with sales of |  | 8 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 119 | 121 | 1940043 | 30448 | 6745 | 880 | 57360 | 289 | 940 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 78 | 88 | 2737031 | 48827 | 10668 | 1179 | 81676 | 195 | 236 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 50 | 64 | 3228105 | 51684 | 12286 | 1321 | 88530 | - | - |
|  | \$100,000,000 or more ...... | 38 | 64 | 7664389 | 117441 | 26647 | 2899 | 199676 | 1396 | 1099 |
|  | Firms not operated for the entire year $\qquad$ | 46 | 48 | 280980 | 4837 | 2467 | 280 | 8438 | - | 15 |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 181 | 181 | 1474278 | 30193 | 7844 | 737 | 61064 | 700 | 799 |
|  | Firms operated for the entire year | 161 | 161 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | 27 | 27 | 2972 | 981 | 225 | 46 | 1505 | 15 | 7 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 18 | 18 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999 .............. | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999$ | 27 | 27 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$............... | 15 | 15 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 14 | 14 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 23 | 23 | D | D | D | c | D | D | D |
|  | \$25,000,000 to \$49,999,999 . | 8 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 4 | 4 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 20 | 20 | D | D | D | b | D | D | D |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422430 | Dairy products, (except dried or canned) whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 181 | 181 | 1474278 | 30193 | 7844 | 737 | 61064 | 700 | 799 |
|  | Firms operated for the entire year | 161 | 161 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 | 27 | 27 | 2972 | 981 | 225 | 46 | 1505 | 15 | 7 |
|  | Firms with sales of \$250,000 to $\$ 499,999$. | 18 | 18 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 27 | 27 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . . . . . .$. | 15 | 15 | D | D | D | b | D | D | D |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 14 | 14 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 . | 23 | 23 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 8 | 8 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 4 | 4 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 20 | 20 | D | D | D | b | D | D | D |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms operated for the entire year | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales less than |  |  |  |  |  |  |  |  |  |
|  | $\$ 250,000 \text {. }$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . . . . . .$. | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of \$500,000 <br> to \$999,999 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499, 999 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  |  | - | - | - | - | - | - | - | - |  |
|  | to \$9,999,999 ............. | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of |  | - |  | D | - | a | D | D |  |
|  | $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - |  |
|  | $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 179 | 179 | D | D | D | f | D | D | D |
|  | Firms operated for the entire year | 159 | 159 | D | D | D | f | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 26 | 26 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 18 | 18 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999 \ldots \ldots \ldots . . . . .$. | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 27 | 27 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 15 | 15 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ | 15 | 15 | D | D | D | b | D | D | D |
|  | to \$9,999,999 ............ | 14 | 14 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 23 | 23 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 7 | 7 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  | D | D | b | D | D |  |
|  | \$50,000,000 to \$99,999,999. | 4 | 4 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year | 20 | 20 | D | D | D | b | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 112 | 113 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 100 | 101 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$250,000 to \$499,999 | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 12 | 12 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of \$5,000,000 | 24 | 24 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  | D |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999 . Firms with sales of | 17 | 17 | D | D | D | b | D | D | D |
|  | \$25,000 0000 to \$49,999,999. | 11 | 12 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more $\ldots .$. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 12 | 12 | D | D | D | a | D | D | D |
| 422440 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 112 | 113 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 100 | 101 | D | D | D | e | D | D | D |
|  | Firms with sales less than ${ }^{\text {l }}$. |  |  |  | D |  | e |  |  |  |
|  | $\xrightarrow{\$ 250,000} \ldots \ldots \ldots \ldots \ldots .$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999 \ldots . . . . . . . . . . .$. | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 12 | 12 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ... $\$ \ldots \ldots \ldots .$. | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 . . . . . . .$. | 24 | 24 | D | D | D | b | D | D | D |
|  | Firms with sales of | 17 | 17 | D | D | D | b | D | D |  |
|  | Firms with sales of | 17 | 17 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 11 | 12 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999 . | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 12 | 12 | D | D | D | a | D | D | D |
| 4224401 | Live poultry whsle <br> All firms | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms operated for the entire year | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499, 999 | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ | - | - | - | - | - | - | - | - | - |
|  | to $\$ 999,999 \ldots \ldots \ldots \ldots$ | - | - | - | - | - | - | - | - | - |
|  | to \$2,499,999 ......... | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 . | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | - | - | _ | - | - | - | - | - | - |
|  | Firms with sales of $\cdots \cdots \cdots$ | - |  |  | - |  |  |  | - |  |
|  | \$10,000,000 to \$24,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of |  | - |  | - | - |  |  | - |  |
|  | $\$ 50,000,000$ to \$99,999,999 . | - | - | - | - | - | - | - | - | - |
|  | $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 2 | 2 | D | D | D | a | D | D | D |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




[^266]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42246 | Fish \& seafood whsle <br> All firms $\qquad$ | 108 | 108 | 832985 | 16294 | 3402 | 444 | 30039 | 472 | 1129 |
|  | Firms operated for the entire year | 86 | 86 | 788302 | 15514 | 3207 | 427 | 28531 | 472 | 1129 |
|  | Firms with sales less than \$250,000 | 10 | 10 | 1188 | 216 | 50 | 13 | 491 | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 10 | 10 | 3515 | 404 | 99 | 17 | 874 | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 10 | 10 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 15 | 15 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$. . . . . . . . . . . . . | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 6 | 6 | 95932 | 1129 | 301 | 24 | 1837 | - | _ |
|  | Firms with sales of | 6 | 6 |  |  | D | b |  |  |  |
|  | \$25,000,000 to \$49,999,999. Firms with sales of | 6 | 6 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | b | D | D | D |
|  | $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 22 | 22 | 44683 | 780 | 195 | 17 | 1508 | - | - |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 108 | 108 | 832985 | 16294 | 3402 | 444 | 30039 | 472 | 1129 |
|  | Firms operated for the entire year | 86 | 86 | 788302 | 15514 | 3207 | 427 | 28531 | 472 | 1129 |
|  | Firms with sales less than \$250,000 | 10 | 10 | 1188 | 216 | 50 | 13 | 491 | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 10 | 10 | 3515 | 404 | 99 | 17 | 874 | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 10 | 10 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 15 | 15 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of \$5,000,000 |  | 13 |  | D | D | b | D | D | D |
|  | to \$9,999,999 ............ | 13 | 13 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999 . | 6 | 6 | 95932 | 1129 | 301 | 24 | 1837 | - | - |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 2 | 2 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 22 | 22 | 44683 | 780 | 195 | 17 | 1508 | - | - |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 289 | 298 | 4154013 | 64989 | 15916 | 1641 | 116647 | 2917 | 3444 |
|  | Firms operated for the entire year | 254 | 262 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 24 | 24 | 2825 | 627 | 172 | 36 | 1262 | 1 | 1 |
|  | Firms with sales of $\$ 250,000$ |  |  |  |  |  |  | 1165 | 10 |  |
|  | to $\$ 499,999$ <br> Firms with sales of $\$ 500,000$ | 13 | 13 | 4451 | 574 | 115 | 31 | 1165 | 16 | 16 |
|  | to \$999,999 . . . . . . . . . . . . | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999 \ldots \ldots . . . . . . . .$. | 36 | 36 | 57459 | 2499 | 588 | 94 | 4720 | 97 | 271 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 31 | 32 | 105134 | 3139 | 752 | 96 | 6191 | 72 | 66 |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 36 | 36 | 236303 | 5688 | 1348 | 146 | 11840 | 143 | 154 |
|  | \$10,000,000 to \$24,999,999. | 49 | 49 | 741574 | 11434 | 2731 | 284 | 20523 | 614 | 1096 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 24 | 24 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. |  |  | 861910 | 10091 | 2117 | 261 | 17301 |  | 953 |
|  | \$100,000,000 or more ...... | 6 | 9 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 35 | 36 | $\mathrm{D}$ | D | D | b | D | D | D |

[^267]Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422470 | Meat \& meat product whsle All firms $\qquad$ | 289 | 298 | 4154013 | 64989 | 15916 | 1641 | 116647 | 2917 | 3444 |
|  | Firms operated for the entire year | 254 | 262 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 24 | 24 |  | 627 | 172 | 36 | 1262 | 1 | 1 |
|  | Firms with sales of \$250,000 to \$499,999 | 13 | 13 |  | 574 | 115 | 31 | 1165 | 16 | 16 |
|  | Firms with sales of \$500,000 to \$999,999 | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to $\$ 2,499,999 \ldots \ldots . . . . . . .$. | 36 | 36 | 57459 | 2499 | 588 | 94 | 4720 | 97 | 271 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999 \ldots \ldots . . . . .$. | 31 | 32 | 105134 | 3139 | 752 | 96 | 6191 | 72 | 66 |
|  | Firms with sales of $\$ 5,000,000$ $\text { to } \$ 9,999,999 . . . . . . . . . . . . . . .$ | 36 | 36 | 236303 | 5688 | 1348 | 146 | 11840 | 143 | 154 |
|  | \$10,000,000 to \$24,999,999. | 49 | 49 | 741574 | 11434 | 2731 | 284 | 20523 | 614 | 1096 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 24 | 24 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 12 | 16 | 861910 | 10091 | 2117 | 261 | 17301 | 1028 | 953 |
|  | Firms with sales of \$100,000,000 or more $\qquad$ | 6 | 9 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 35 | 36 | D | D | D | b | D | D | D |
| 42248 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 628 | 647 | 5923035 | 180830 | 41516 | 4960 | 370545 | 6688 | 7855 |
|  | Firms operated for the entire year | 495 | 514 | 5503016 | 168075 | 39318 | 4651 | 338829 | 6476 | 7601 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 40 | 40 | 5591 | 1188 | 265 | 53 | 2314 | 1 | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 20 | 20 | 7317 | 884 | 204 | 40 | 2050 | 20 | 25 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 42 | 42 | 30688 | 4242 | 1004 | 133 | 8160 | 30 | 62 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 97 | 97 | 164255 | 9632 | 2092 | 335 | 20378 | 94 | 53 |
|  | Firms with sales of \$ $2,500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$4,999,999 ............ | 92 | 96 | 329895 | 15720 | 3382 | 563 | 33407 | 391 | 431 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 72 | 72 | 516910 | 18116 | 4574 | 475 | 39930 | 989 | 1261 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . | 78 | 83 | 1227974 | 38813 | 8614 | 1246 | 78049 | 2908 | 3487 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 33 | 42 | 1152393 | 31243 | 7777 | 673 | 63358 | 968 | 896 |
|  | \$50,000,000 to \$99,999,999. | 14 | 15 | D | D | D | e | D | D | D |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 100,000,000 \text { or more } \ldots . . . \end{aligned}$ | 7 | 7 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 133 | 133 | 420019 | 12755 | 2198 | 309 | 31716 | 212 | 254 |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 628 | 647 | 5923035 | 180830 | 41516 | 4960 | 370545 | 6688 | 7855 |
|  | Firms operated for the entire year | 495 | 514 | 5503016 | 168075 | 39318 | 4651 | 338829 | 6476 | 7601 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 40 | 40 | 5591 | 1188 | 265 | 53 | 2314 | 1 | - |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 20 | 20 | 7317 | 884 | 204 | 40 | 2050 | 20 | 25 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 42 | 42 | 30688 | 4242 | 1004 | 133 | 8160 | 30 | 62 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 97 | 97 | 164255 | 9632 | 2092 | 335 | 20378 | 94 | 53 |
|  | Firms with sales of \$2,500,000 to \$4,999,999 | 92 | 96 | 329895 | 15720 | 3382 | 563 | 33407 | 391 | 431 |
|  | Firms with sales of \$5,000,000 | 02 | 72 | 516910 |  |  |  |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . | 72 | 72 | 516910 | 18116 | 4574 | 475 | 39930 | 989 | 1261 |
|  |  | 78 | 83 | 1227974 | 38813 | 8614 | 1246 | 78049 | 2908 | 3487 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 33 | 42 | 1152393 | 31243 | 7777 | 673 | 63358 | 968 | 896 |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 14 | 15 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 7 | 7 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 133 | 133 | 420019 | 12755 | 2198 | 309 | 31716 | 212 | 254 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses (\$1,000) | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224902 | Bread \& baked goods whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 351 | 351 | 1690138 | 46252 | 10524 | 1377 | 81240 | 309 | 354 |
|  | Firms operated for the entire year | 316 | 316 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 65 | 65 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999.................. | 104 | 104 | D | D | D | c | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$. | 41 | 41 | 26479 | 2480 | 553 | 107 | 4360 | 53 | 68 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 . Firms with sales of $\$ 2,500,000$ | 38 | 38 | 54985 | 4541 | 1017 | 146 | 8903 | 3 | 77 |
|  | Firms with sales of $12,500, \ldots .$. . to $\$ 4,999,999$ | 17 | 17 | 56297 | 1780 | 394 | 70 | 2948 | 27 | 25 |
|  | $\text { to } \$ 9,999,999 \text {. . . . . . . . . . . . }$ | 20 | 20 | 136453 | 3356 | 777 | 67 | 5963 | - | - |
|  | \$10,000,000 to \$24,999,999. | 16 | 16 | 228762 | 4610 | 1034 | 120 | 8766 | - | - |
|  | Firms with sales of <br> \$25,000,000 to \$49,999,999 . | 11 | 11 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 35 | 35 | D | D | D | b | D | D | D |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 90 | 90 | 423591 | 9289 | 1942 | 280 | 16377 | 65 | 66 |
|  | Firms operated for the entire year | 75 | 75 | 419515 | 9048 | 1814 | 264 | 15957 | 65 | 66 |
|  | Firms with sales less than \$250,000 .................... | 22 | 22 | 3204 | 665 | 162 | 45 | 1310 | 2 | 1 |
|  | Firms with sales of \$250,000 to \$499,999 | 12 | 12 | 4370 | 552 | 135 | 24 | 1146 | 10 | 10 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 8 | 8 | 6098 | 549 | 113 | 22 | 914 | 53 | 55 |
|  | Firms with sales of \$1,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$2,499,999 ........... | 22 | 22 | 34949 |  | 375 | 57 | 4043 | - |  |
|  | to $\$ 4,999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | $\text { to } \$ 9,999,999 \ldots . . . . . . . . .$ | 4 | 4 | 34046 | 919 | 134 | 19 | 1568 | - | - |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 2 | 2 | D | D |  | b |  |  |  |
|  | Firms with sales of | 2 | 2 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - |  |
|  | \$100,000,000 or more ...... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 15 | 15 | 4076 | 241 | 128 | 16 | 420 | - | - |
| 4224904 | Canned goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 222 | 238 | 6882311 | 126819 | 27953 | 3166 | 217916 | 4580 | 6395 |
|  | Firms operated for the entire year | 194 | 210 | D | D | D | h | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 21 | 21 | 2879 | 718 | 176 | 37 | 1446 | - | - |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 11 | 11 | 3856 | 1017 | 175 | 22 | 1953 | - | - |
|  | Firms with sales of \$500,000 to \$999,999 | 15 | 15 | 9659 | 1019 | 253 | 39 | 1966 | - | - |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 30 | 30 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 18 | 18 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 24 | 25 | D | D | D | b | D | D | D |
|  | Firms with sales of |  | 34 |  |  |  |  |  |  |  |
|  | Firms with sales of |  | 34 |  |  |  | 211 |  |  |  |
|  | \$25,000,000 to \$49,999,999. | 18 | 23 | 610233 | 9832 | 2357 | 243 | 17243 | 215 | 37 |
|  | \$50,000,000 to \$99,999,999. | 11 | 11 | 733494 | 10831 | 2571 | 211 | 28961 | 2388 | 2990 |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 13 | 22 | 4621128 | 80500 | 18602 | 2135 | 125521 | - | - |
|  | Firms not operated for the entire year $\qquad$ | 28 | 28 | D | D | D | b | D | D | D |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224905 | Food \& beverage basic materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 131 | 139 | 2320600 | 43807 | 9758 | 1120 | 77455 | 190 | 330 |
|  | Firms operated for the entire year | 128 | 136 | 2317412 | 43686 | 9736 | 1116 | 77145 | 190 | 320 |
|  | Firms with sales less than \$250,000 .................... | 16 | 16 | 2023 | 629 | 127 | 24 | 1028 | 3 | 2 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 9 | 9 | 3030 | 456 | 112 | 13 | 842 | 4 | 5 |
|  | Firms with sales of \$500,000 to \$999,999 | 7 | 7 | 4163 | 316 | 92 | 19 | 1034 | - | 35 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 17 | 17 | 30190 | 1689 | 349 | 39 | 3612 | 18 | 23 |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 17 | 19 | 63809 | 3099 | 613 | 59 | 5138 | - | - |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots . . . . . . . . . . . . . .$. | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of | 2 | 3 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 22 | 23 | 340760 | 5613 | 1022 | 107 | 9315 | - | - |
|  | \$25,000,000 to \$49,999,999. | 11 | 13 | D | D | D | b | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 4 | 7 | 1095671 | 19003 | 4926 | 636 | 35329 | - | - |
|  | Firms not operated for the entire year | 3 | 3 | 3188 | 121 | 22 | 4 | 310 | - | 10 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 515 | 588 | D | D | D | i | D | D | D |
|  | Firms operated for the entire year | 453 | 526 | D | D | D | i | D | D | D |
|  | Firms with sales less than \$250,000 | 84 | 84 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 26 | 26 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ |  |  | D | D | D | b | D | D | D |
|  | to \$999,999............... | 47 | 47 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ | 79 | 79 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 49 | 49 | D | D | D | c | D | D | D |
|  | Firms with sales of \$5,000,000 |  |  |  |  |  |  |  |  |  |
|  | to \$9,999,999 .............. | 43 | 44 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 60 | 60 | D | D | D | e | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . | 28 | 30 | D | D | D | e | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 13 | 15 | D | D | D | e | D | D | D |
|  | \$100,000,000 or more ...... | 24 | 92 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 62 | 62 | D | D | D | e | D | D | D |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1390 | 1494 | 33902691 | 209654 | 49221 | 23425 | 489969 | 13057 | 25131 |
|  | Firms operated for the entire year | 1122 | 1215 | 32286303 | 192755 | 45152 | 21363 | 442801 | 13050 | 17658 |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 42 | 42 | 5541 | 1430 | 326 | 123 | 2382 | - |  |
|  | Firms with sales of \$250,000 <br> to $\$ 499,999$ | 35 | 35 | 12945 | 1126 | 216 | 95 | 2365 | 6 | 7 |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 56 | 56 | 40977 | 2306 | 582 | 318 | 5828 | 142 | 134 |
|  | $\begin{aligned} & \text { Firms with sales of } \$ 1,000,000 \\ & \text { to } \$ 2,499,999 \ldots \ldots \ldots \ldots \end{aligned}$ | 127 | 128 | 210743 | 5957 | 1485 | 802 | 15037 | 999 | 910 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$........... | 145 | 146 |  | 9399 | 2243 | 1428 | 21912 | 1136 | 1543 |
|  | Firms with sales of \$5,000,000 |  |  |  | 9 | 224 | 1 | 21 |  |  |
|  | to \$9,999,999 ............ | 204 | 208 | 1512122 | 21585 | 5222 | 3273 | 49984 | 1029 | 1854 |
|  | \$10,000,000 to \$24,999,999. | 305 | 316 | 4847672 | 53746 | 12318 | 7530 | 119063 | 3128 | 4411 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 128 | 135 | 4478262 | 38785 | 9356 | 4144 | 91315 | 2332 | 3422 |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999. | 55 | 70 | 3690570 | 26814 | 6562 | 1935 | 66732 | 1180 | 1599 |
|  |  | 25 | 79 | 16968252 | 31607 | 6842 | 1715 | 68183 | 3098 | 3778 |
|  | Firms not operated for the entire year | 268 | 279 | 1616388 | 16899 | 4069 | 2062 | 47168 | 7 | 7473 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.




[^268]Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.




See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 726 | 736 | 2738133 | 94796 | 19873 | 1946 | 173654 | 18065 | 20490 |
|  | Firms operated for the entire year | 642 | 652 | 2631997 | 92018 | 19334 | 1882 | 168329 | 18060 | 20471 |
|  | Firms with sales less than \$250,000 ................... | 162 | 162 | 20674 | 4981 | 1214 | 223 | 8723 | 102 | 120 |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$ | 65 | 65 | 22832 | 3279 | 744 | 132 | 7009 | 249 | 300 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 75 | 75 | 51286 | 4766 | 1193 | 169 | 10176 | 553 | 571 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 146 | 147 | 229187 | 15710 | 3571 | 373 | 30006 | 1067 | 1157 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 78 | 79 | 276473 | 9100 | 1838 | 193 | 17691 | 826 | 970 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots . . . . . .$. | 61 | 61 | 410262 | 13036 | 2881 | 213 | 23348 | 1162 | 1581 |
|  | $\begin{aligned} & \text { Firms with sales of } \\ & \$ 10,000,000 \text { to } \$ 24,999,999 \text {. } \end{aligned}$ | 33 | 34 | 498588 | 14272 | 3306 | 231 | 28307 | 3742 | 4737 |
|  | Firms with sales of $\$ 25,000,000$ to \$49,999,999. | 15 | 21 | 464707 | 17015 | 3003 | 189 | 26879 | 7013 | 8010 |
|  | Firms with sales of $\$ 50,000,000$ to \$99,999,999 . | 5 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 84 | 84 | 106136 | 2778 | 539 | 64 | 5325 | 5 | 19 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 9 | 11 | 71241 | 2852 | 489 | 48 | 4830 | - | - |
|  | Firms operated for the entire year | 6 | 8 | 67783 | 2717 | 426 | 43 | 4550 | - | - |
|  | Firms with sales less than $\$ 250,000 \text {....................... }$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 500,000$ to \$999,999 . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of \$5,000,000 | 2 | 2 | D | D | D | a | D | D | D |
|  | to \$9,999,999 <br> Firms with sales of | - | - | - | - | - | - | - | - | - |
|  | \$10,000,000 to \$24,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 1 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 3 | 3 | 3458 | 135 | 63 | 5 | 280 | - | - |
| 4226902 | Other chemical \& allied products whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 717 | 725 | 2666892 | 91944 | 19384 | 1898 | 168824 | 18065 | 20490 |
|  | Firms operated for the entire year Firms with sales less than \$250,000 | 636 | 644 | 2564214 | 89301 | 18908 | 1839 | 163779 | 18060 |  |
|  |  | 161 | 161 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 250,000$ to $\$ 499,999$. | 65 | 65 | 22832 | 3279 | 744 | 132 | 7009 | 249 | 300 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 75 | 75 | 51286 | 4766 | 1193 | 169 | 10176 | 553 | 571 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 145 | 146 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 76 | 77 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 61 | 61 | 410262 | 13036 | 2881 | 213 | 23348 | 1162 | 1581 |
|  | Firms with sales of \$10,000,000 to \$24,999,999 . |  | 61 |  |  |  |  |  |  |  |
|  |  | 32 | 33 | D | D | D | c | D | D | D |
|  | Firms with sales of \$25,000,000 to \$49,999,999 . | 14 | 18 | D | D | D | c | D | D | D |
|  | Firms with sales of \$50,000,000 to \$99,999,999 . |  |  |  |  |  |  |  |  |  |
|  |  | 5 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 81 | 81 | 102678 | $2643$ | $476$ | 59 | $5045$ | 5 | 19 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 246 | 256 | r11953 186 | 97236 | 20671 | 2655 | 184534 | 1191 | 1178 |
|  | Firms operated for the entire year | 225 | 235 | D | D | D | h | D | D | D |
|  | Firms with sales less than \$250,000 .................... | 53 | 53 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999. | 24 | 25 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 40 | 40 | 64932 | 2320 | 540 | 95 | 4777 | 412 | 454 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 26 | 26 | 94552 | 2690 | 860 | 85 | 5523 | 108 | 87 |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 8 | 9 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 20 | 20 | 285553 | 5219 | 1465 | 158 | 9676 | - | - |
|  | Firms with sales of $\$ 25,000,000$ | 9 | 9 | D | D | D | b | D | D | D |
|  | Firms with sales of | $\bigcirc$ | - |  | D | D | b | D | D |  |
|  | \$50,000,000 to \$99,999,999. | 8 | 8 | D | D | D | b | D | D | D |
|  | \$100,000,000 or more ...... | 16 | 24 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 21 | 21 | D | D | D | a | D | D | D |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 68 | 69 | 331386 | 12025 | 3033 | 266 | 33642 | 527 | 548 |
|  | Firms operated for the entire year | 62 | 63 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 | 6 | 63 6 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 |  |  |  |  |  |  |  |  |  |
|  | to \$499,999.............. | 8 | 8 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999,999$. | 10 | 10 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 16 | 16 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ <br> to \$4,999,999 | 13 | 13 | 49924 | 852 | 239 | 54 | 1939 | 46 | 48 |
|  | Firms with sales of \$5,000,000 | 2 | 3 |  | D | D | b |  |  |  |
|  | to \$9,999,999 . . . . . . . . . . ${ }^{\text {Firms }}$ with sales of | 2 | 3 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to \$49,999,999 . | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more ...... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 6 | 6 | D | D | D | a | D | D | D |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 68 | 69 | 331386 | 12025 | 3033 | 266 | 33642 | 527 | 548 |
|  | Firms operated for the entire year | 62 | 63 | D | D | D | e | D | D | D |
|  | Firms with sales less than \$250,000 | 6 | 6 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 8 | 8 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 10 | 10 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 16 | 16 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 13 | 13 | 49924 | 852 | 239 | 54 | 1939 | 46 | 48 |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999,999$ | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\cdots \cdots \cdots$ | 2 | 5 |  | D | D | b | D | D |  |
|  | \$10,000,000 to \$24,999,999. | 5 |  | D | D |  |  |  |  | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of |  | 1 | D |  |  | b |  | D | D |
|  | \$100,000,000 or more ...... | 1 |  |  | D | D |  | D |  |  |
|  | Firms not operated for the entire year | 6 | $6$ | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . . | - | _ | _ | - | - | _ | - | - | - |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | _ | - | - | - | - | - | - |  |  |
|  | Hirms with sales of $\$ 500,0000$ | - | - | - | - | - | - | - | - |  |
|  | to $\$ 999,999 \ldots . .$. Firms with sales of $\$ 1,000,000$ | - | - | - | - | - | - | - | - | - |
|  | to \$2,499,999 ............ | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots . \ldots . .$. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of $\cdots \cdots \cdots$ |  |  | - | - | - | - | - | - |  |
|  | \$10,000,000 to \$24,999,999. | - | - | - | - | - | - | - | - | - |
|  | \$25,000,000 to \$49,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | - | - | - | - | - | - | - | - |  |
|  | Firms with sales of | _ | - | _ | - | - | - | - | - |  |
|  | Firms not operated for the entire year |  | - | - | - | - | - | - | - | - |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 179 | 187 | r11 621800 | 85211 | 17638 | 2389 | 150892 | 664 | 630 |
|  | Firms operated for the entire year | 164 | 172 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 48 | 48 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 14 | 14 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to \$999,999 | 13 | 13 | 9737 | 1443 | 345 | 33 | 2261 | - | 6 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 24 | 24 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ | 13 | 13 | 44628 | 1838 | 621 | 31 |  |  |  |
|  | to $\$ 4,999,999$ <br> Firms with sales of \$5,000,000 | 13 | 13 | 44628 | 1838 | 621 | 31 | 3584 | 62 | 39 |
|  | $\text { to } \$ 9,999,999$ | 6 | 6 | 38027 | 759 | 154 | 19 | 1309 | - | - |
|  | \$10,000,000 to \$24,999,999. | 15 | 15 | D | D | D | c | D | D | D |
|  | Firms with sales of | 9 | 9 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 7 | 7 | 516259 | 11152 | 1074 | 48 | 19715 | - | - |
|  | Firms with sales of ${ }^{\text {a }}$, |  |  |  |  |  |  |  |  | - |
|  | \$100,000,000 or more .... | 15 | 23 | 10443269 | 56845 | 12626 | 1929 | 101423 | 314 | 323 |
|  | Firms not operated for the entire year | 15 | 15 | D | D | D | a | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms . ........... | 179 | 187 | r11 621800 | 85211 | 17638 | 2389 | 150892 | 664 | 630 |
|  | Firms operated for the entire year | 164 | 172 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 48 | 48 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 14 | 14 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 13 | 13 | 9737 | 1443 | 345 | 33 | 2261 | - | 6 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 24 | 24 |  | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ | 24 | 24 | - | D |  |  |  |  |  |
|  | to \$4,999,999 .............. | 13 | 13 | 44628 | 1838 | 621 | 31 | 3584 | 62 | 39 |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 6 | 6 | 38027 | 759 | 154 | 19 | 1309 | - | - |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 15 | 15 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  | b |  |  |  |
|  | $\$ 25,000,000$ to $\$ 49,999,999$. Firms with sales of | 9 | 9 | D | D | D | b | D | D | D |
|  | - | 7 | 7 | 516259 | 11152 | 1074 | 48 | 19715 | - | - |
|  | Firms with sales of | 7 | 7 | 516259 | 11 | 1074 | 48 | 19715 | - | - |
|  | \$100,000,000 or more ...... | 15 | 23 | 10443269 | 56845 | 12626 | 1929 | 101423 | 314 | 323 |
|  | Firms not operated for the entire year $\qquad$ | 15 |  | D | D | D | a | D | D | D |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS | Sales sizes of firms by type of operation and kind of business | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 210 | 213 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year ........................... | 188 | 191 | D | D | D | g | D | D | D |
|  | Firms with sales less than \$250,000 | 34 | 34 | D | D | D | b | D | D | D |
|  | Firms with sales of \$250,000 to $\$ 499,999$ | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with sales of \$500,000 to $\$ 999,999$ | 19 | 19 | D | D | D | b | D | D | D |
|  | Firms with sales of \$1,000,000 to \$2,499,999 | 34 | 34 | D | D | D | c | D | D | D |
|  | Firms with sales of \$2,500,000 to $\$ 4,999,999$ | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 24 | 24 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 18 | 21 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 11 | 11 | D | D | D | c | D |  |  |
|  | Firms with sales of of 999,999 . | 11 | 11 | D | D | D | c | D | D | D |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 9 | 9 | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 3 | 3 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 22 | 22 | D | D | D | a | D | D | D |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 37 | 40 | D | D | D | c | D | D | D |
|  | Firms operated for the entire year | 33 | 36 | D | D | D | c | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 33 11 | 36 11 | D | D | D | c | D | D | D |
|  | Firms with sales of \$250,000 <br> to \$499,999. | 11 3 | 11 3 | D | D | D | a | D | D | D |
|  | Firms with sales of \$500,000 |  |  |  |  |  |  |  |  |  |
|  | to \$999,999............... | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | - | - | _ | _ | _ | _ | _ | - |  |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 4 | 7 | D | D | D | c | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 4 | 4 | D | D | D | a | D | D | D |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 37 | 40 | D | D | D | c | D | D | D |
|  | Firms operated for the entire year | 33 | 36 | D | D | D | c | D | D | D |
|  | Firms with sales less than \$250,000 . . . . . . . . . . . . . . . . | 11 | 11 | D | D | D | a | D | D | D |
|  | Firms with sales of \$250,000 to \$499,999 | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ <br> to \$2,499,999 | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with sales of \$2,500,000 |  |  | D | D |  | b | D |  |  |
|  | to \$4,999,999 .............. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of \$5,000,000 to \$9,999,999 | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with sales of <br> \$10,000,000 to \$24,999,999 . | 4 | 7 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  | D |  |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . Firms with sales of | 1 | 1 | D | D | D | a | D | D | D |
|  | \$50,000,000 to \$99,999,999. | 1 | 1 | D | D | D | b | D | D | D |
|  | $\$ 100,000,000$ or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 4 | 4 | D | D | D | a | D | D | D |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories (\$1,000) | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42282 | Wine \& distilled alcoholic beverage whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 173 | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Firms operated for the entire year | 155 | 155 | 1938474 | 57952 | 13561 | 1213 | 98325 | 1446 | 2450 |
|  | Firms with sales less than \$250,000 | 23 | 23 | 3229 | 912 | 228 | 43 | 1914 | 85 | 88 |
|  | Firms with sales of \$250,000 to \$499,999 | 20 | 20 | 6652 | 1260 | 258 | 28 | 2700 | 34 | 40 |
|  | Firms with sales of \$500,000 to \$999,999 | 13 | 13 | 9064 | 643 | 152 | 25 | 1585 | 101 | 293 |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 30 | 30 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ <br> to $\$ 4,999,999$ | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of \$5,000,000 $\text { to } \$ 9,999,999$ | 21 | 21 | D | D | D | b | D | D | D |
|  | \$10,000,000 to \$24,999,999. | 14 | 14 | 211276 | 7955 | 1617 | 96 | 13668 | 199 | 318 |
|  | Firms with sales of \$25,000,000 to \$49,999,999. | 10 | 10 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$50,000,000 to \$99,999,999 . Firms with sales of | 8 | 8 | D | D | D | c | D | D | D |
|  | \$100,000,000 or more ...... | 3 | 3 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 18 | 18 | 16797 | 876 | 70 | 16 | 1869 | - | 23 |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 173 | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Firms operated for the entire year | 155 | 155 | 1938474 | 57952 | 13561 | 1213 | 98325 | 1446 | 2450 |
|  | Firms with sales less than \$250,000 | 23 | 23 | 3229 | 912 | 228 | 43 | 1914 | 85 | 88 |
|  | Firms with sales of \$250,000 to \$499,999 | 20 | 20 | 6652 | 1260 | 258 | 28 | 2700 | 34 | 40 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 13 | 13 | 9064 | 643 | 152 | 25 | 1585 | 101 | 293 |
|  | Firms with sales of $\$ 1,000,000$ to $\$ 2,499,999$ | 30 | 30 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999$ | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of $\ldots \ldots \ldots$ |  | 21 | D | D | D | b | D | D | D |
|  | $\$ 10,000,000$ to \$24,999,999 . Firms with sales of | 14 | 14 | 211276 | 7955 | 1617 | 96 | 13668 | 199 | 318 |
|  | \$25,000,000 to \$49,999,999 . | 10 | 10 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | 3 | 3 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 18 | 18 | 16797 | 876 | 70 | 16 | 1869 | - | 23 |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 173 | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Firms operated for the entire year. | 155 | 155 | 1938474 | 57952 | 13561 | 1213 | 98325 | 1446 | 2450 |
|  | Firms with sales less than \$250,000 ..................... . | 23 | 23 | 3229 | 912 | 228 | 43 | 1914 | 85 | 88 |
|  | Firms with sales of \$250,000 to \$499,999 | 20 | 20 | 6652 | 1260 | 258 | 28 | 2700 | 34 | 40 |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 13 | 13 | 9064 | 643 | 152 | 25 | 1585 | 101 | 293 |
|  | Firms with sales of $\$ 1,000,000$ <br> to $\$ 2,499,999$ | 30 | 30 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to \$4,999,999 | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9.999 .999$ | 21 | 21 | D | D | D | b | D | D | D |
|  | Firms with sales of ${ }^{\text {con }}$. ${ }^{\text {a }}$ |  | 21 |  |  |  | b |  |  | D |
|  | \$10,000,000 to \$24,999,999. | 14 | 14 | 211276 | 7955 | 1617 | 96 | 13668 | 199 | 318 |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 10 | 10 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with sales of |  |  |  |  |  | c |  |  |  |
|  | \$100,000,000 or more ...... | 3 | 3 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 18 | 18 | 16797 | 876 | 70 | 16 | 1869 | - | 23 |

See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




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See footnotes at end of table.

Table 4. Sales Size of Firms: 1997-Con.




Table 4. Sales Size of Firms: 1997-Con.



| NAICS code | Sales sizes of firms by type of operation and kind of business | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229901 | Art goods whsle-Con. <br> All firms | 575 | 591 | 1517846 | 69437 | 15307 | 1896 | 156505 | 1122 | 1072 |
|  | Firms operated for the entire year ............................. | 465 | 481 | 1362585 | 66371 | 14991 | 1841 | 149312 | 1122 | 1072 |
|  | Firms with sales less than \$250,000 ................... | 120 | 120 | 14391 | 3161 | 708 | 169 | 6399 | 95 | 100 |
|  | Firms with sales of $\$ 250,000$ to \$499,999. | 62 | 62 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ to \$999,999 | 75 | 76 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 1,000,000$ to \$2,499,999 | 82 | 84 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 . . .$. | 50 | 50 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to $\$ 9,999,999 \ldots \ldots . .$. | 41 | 42 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 10,000,000$ to $\$ 24,999,999$. | 28 | 34 | D | D | D | e | D | D | D |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$. | 4 | 10 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$ | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of |  |  |  |  |  |  |  |  |  |
|  | \$100,000,000 or more ...... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 110 | 110 | 155261 | 3066 | 316 | 55 | 7193 | - | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 398 | 398 | 785925 | 36541 | 7747 | 988 | 67179 | 1235 | 1634 |
|  | Firms operated for the entire year | 290 | 290 | D | D | D | f | D | D | D |
|  | Firms with sales less than $\$ 250,000$ | 115 | 115 | 13727 | 3952 | 899 | 179 | 6888 | 60 | 72 |
|  | Firms with sales of $\$ 250,000$ to \$499 999 | 48 | 48 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 500,000$ |  |  |  |  |  |  |  |  |  |
|  | to \$999,999............. | 26 | 26 | D | D | D | b | D | D | D |
|  | to \$2,499,999 ............. | 41 | 41 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999 \ldots \ldots \ldots .$. | 27 | 27 | D | D | D | c | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 17 | 17 | D | D | D | b | D | D | D |
|  | Firms with sales of $\ldots \ldots \ldots$ | 17 | 17 |  |  |  |  |  |  |  |
|  | \$10,000,000 to \$24,999,999. | 12 | 12 | D | D | D | b | D | D | D |
|  | \$25,000,000 to \$49,999,999. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 50,000,000$ to $\$ 99,999,999$. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | D | D |
|  | Firms not operated for the entire year $\qquad$ | 108 | 108 | D | D | D | c | D | D | D |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 40 | 40 | 54043 | 2311 | 419 | 50 | 4934 | 38 | 39 |
|  | Firms operated for the entire year | 26 | 26 | 42218 | 1877 | 412 | 46 | 3922 | 38 | 39 |
|  | Firms with sales less than \$250,000. | 10 | 10 | 1561 | 298 | 63 | 13 | 763 | 30 | 33 |
|  | Firms with sales of $\$ 250,000$ to \$499,999 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 500,000$ to $\$ 999999$ | 5 | 5 | 3141 | 253 | 51 | 7 | 588 | 7 | 5 |
|  | Firms with sales of $\mathbf{\$ 1 , 0 0 0 , 0 0 0}$ |  |  |  |  | 51 | 7 |  | 7 | 5 |
|  | to \$2,499,999 ............. | 3 | 3 | 5314 | 161 | 40 | 7 | 329 | 1 | 1 |
|  | Firms with sales of $\$ 2,500,000$ to $\$ 4,999,999$ | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with sales of $\$ 5,000,000$ to \$9,999,999 | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with sales of |  |  |  |  |  | a | D |  |  |
|  | \$10,000,000 to \$24,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 25,000,000$ to $\$ 49,999,999$ | - | - |  | - | - |  |  |  |  |
|  | \$25,000,000 to \$49,999,999 . <br> Firms with sales of | - | - | - | - | - | - | - | - | - |
|  | \$50,000,000 to \$99,999,999. | - | - | - | - | - | - | - | - | - |
|  | Firms with sales of $\$ 100,000,000$ or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 14 | 14 | 11825 | 434 | 7 | 4 | 1012 | - | - |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |  |

Table 4. Sales Size of Firms: 1997-Con.


[^269]Table 5. Employment Size of Firms: 1997



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE <br> All firms <br> Firms operated for the entire year <br> Firms with less than 5 employees. <br> Firms with 5 to 9 employees <br> Firms with 10 to 19 employees. <br> Firms with 20 to 49 employees. <br> Firms with 50 to 99 employees. <br> Firms with 100 employess or more. <br> Firms not operated for the entire year |  |  |  |  |  |  |  |  |  |
|  |  | 364547 | r453 470 | '4 059657778 | r214 915405 | '51 072571 | '5 796557 | 443572909 | 254668624 | 272240419 |
|  |  | 315208 | 403569 | 3998773783 | 211293305 | 50260100 | 5678359 | 435402459 | 253152203 | 265255766 |
|  |  | 156015 | 156534 | 226344063 | 10939952 | 2391876 | 330328 | 24464947 | 10184112 | 10617728 |
|  |  | 66214 | 67963 | 231425743 | 14302265 | 3170177 | 436526 | 29819189 | 13966188 | 14547322 |
|  |  | 45877 | 50863 | 287388079 | 20823466 | 4654160 | 617194 | 41896496 | 21571056 | 22787309 |
|  |  | 30924 | 42943 | 439369457 | 32200703 | 7294077 | 924282 | 63875706 | 35939825 | 37731998 |
|  |  | 9338 | 19572 | 308402547 | 22472882 | 5196062 | 638091 | 45327251 | 27813606 | 29456227 |
|  |  | 6840 | 65694 | 2505843894 | 110554037 | 27553748 | 2731938 | 230018870 | 143677416 | 150115182 |
|  |  | 49339 | 49901 | 60883995 | 3622100 | 812471 | 118198 | 8170450 | 1516421 | 6984653 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |  |
|  | All firms | 232878 | 290629 | '2 279717376 | r133 236997 | '31 746275 | '3 398261 | 266145569 | 162459247 | 173780143 |
|  | Firms operated for the entire year | 203372 | 260803 | 2151870188 | 131019992 | 31247859 | 3331765 | 261624614 | 161571172 | 169468728 |
|  | employees. . . . . . . | 100107 | 100496 | 132711447 | 7197078 | 1565891 | 214473 | 15621941 | 6783541 | 7045172 |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 44105 | 45305 | 135143687 | 9806900 | 2174135 | 291130 | 19719663 | 9357109 | 9743972 |
|  | employees. | 30092 | 33359 | 166385107 | 14210158 | 3175918 | 403938 | 27404396 | 15025432 | 15885476 |
|  | Firms with 20 to 49 employees. | 19454 | 27790 | 231286738 | 21372394 | 4833763 | 579342 | 40696364 | 24719227 | 26243426 |
|  | employees....... | 5650 | 12865 | 173875041 | 14369280 | 3333772 | 384647 | 27689466 | 19421475 | 20498429 |
|  | Firms with 100 employess or more. | 3964 | 40988 | 1312468168 | 64064182 | 16164380 | 1458235 | 130492784 | 86264388 | 90052253 |
|  | Firms not operated for the entire year | 29506 | 29826 | 27847188 | 2217005 | 498416 | 66496 | 4520955 | 888075 | 4311415 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 24258 | '29 328 | r533 352124 | '11458634 | '2717906 | '375 731 | 25885694 | 22154986 | 22912616 |
|  | Firms operated for the entire year | 21053 | 26089 | 530448753 | 11275767 | 2676047 | 368037 | 25500415 | 22028769 | 22406071 |
|  | Firms with less than 5 employees. | 10318 |  | 13765229 | 569925 | 127221 | 22248 | 1341050 | 814991 | 849066 |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 4635 | 4722 | 12936386 | 786012 | 182998 | 30603 | 1658318 | 988703 | 1020438 |
|  | employees | 3046 | 3307 | 12860966 | 1102169 | 250589 | 40660 | 2186649 | 1346399 | 1379912 |
|  | employees....... | 1929 | 2678 | 24001529 | 1791149 | 407701 | 59131 | 3386627 | 2578673 | 2673006 |
|  | Firms with 50 to 99 employees.................. | 668 | 1393 | 24755577 | 1467382 | 340107 | 46238 | 2650420 | 2540182 | 2691543 |
|  | Firms with 100 employess or more. | 457 | 3654 | 442129066 | 5559130 | 1367431 | 169157 | 14277351 | 13759821 | 13792106 |
|  | Firms not operated for the entire year $\qquad$ | 3205 | 3239 | 2903371 | 182867 | 41859 | 7694 | 385279 | 126217 | 506545 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6543 | 7664 | ${ }^{1} 428356355$ | r4 638901 | r1 112419 | 150947 | 11918759 | 11029961 | 11354906 |
|  | Firms operated for the entire year | 5628 | 6742 | 426591373 | 4573330 | 1095276 | 148050 | 11779514 | 10958013 | 11129538 |
|  | Firms with less than 5 employees. | 2741 | 2744 | 6027057 | 155865 | 34365 | 5559 | 440575 | 396700 | 415555 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 946 | 956 | 4515399 | 177550 | 40195 | 6222 | 428326 | 355486 | 371661 |
|  | employees | 677 | 703 | 4681308 | 260921 | 59131 | 9163 | 540137 | 466176 | 480672 |
|  | Firms with 20 to 49 employees. | 723 | 817 | 13527350 | 717317 | 164507 | 23067 | 1287180 | 1214227 | 1266336 |
|  | Firms with 50 to 99 employees. | 331 | 473 | 14442686 | 749010 | 169884 | 23217 | 1281795 | 1474087 | 1556235 |
|  | Firms with 100 employess or more. | 210 | 1049 | 383397573 | 2512667 | 627194 | 80822 | 7801501 | 7051337 | 7039079 |
|  | Firms not operated for the entire year | 915 | 922 | 1764982 | 65571 | 17143 | 2897 | 139245 |  | 225368 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | firms ............. | 6543 | 7664 | ${ }^{1} 428356355$ | '4638901 | r1 112419 | 150947 | 11918759 | 11029961 | 11354906 |
|  | Firms operated for the entire year <br> Firms with less than 5 employees. <br> Firms with 5 to 9 employees <br> Firms with 10 to 19 employees. Firms with 20 to 49 employees. | 5628 | 6742 | 426591373 | 4573330 | 1095276 | 148050 | 11779514 | 10958013 | 11129538 |
|  |  | 2741 | 2744 | 6027057 | 155865 | 34365 | 5559 | 440575 | 396700 | 415555 |
|  |  | 946 | 956 | 4515399 | 177550 | 40195 | 6222 | 428326 | 355486 | 371661 |
|  |  | 677 | 703 | 4681308 | 260921 | 59131 | 9163 | 540137 | 466176 | 480672 |
|  |  | 723 | 817 | 13527350 | 717317 | 164507 | 23067 | 1287180 | 1214227 | 1266336 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year-Con. <br> Firms with 100 employess or more. $\qquad$ | 7 | 36 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 57 | 57 | 97961 | 7011 | 1432 | 164 | 13093 | 3248 | 18967 |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1763 | 2261 | 28150000 | 2015097 | 473874 | 57744 | 3263227 | 3636691 | 3839766 |
|  | Firms operated for the entire year ........................... | 1584 | 2076 | 27751129 | 1985857 | 465344 | 56430 | 3217082 | 3603448 | 3755764 |
|  | Firms with less than 5 employees. | 433 | 434 | 583595 | 28034 | 5932 | 919 | 66049 | 53280 | 58085 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 216 | 221 | 765350 | 44342 | 9793 | 1424 | 88959 | 92345 | 95019 |
|  | employees. | 226 | 234 | 1065837 | 98563 | 22186 | 3141 | 181188 | 163772 | 173147 |
|  | employees. | 399 | 451 | 5169705 | 431376 | 98829 | 12937 | 719680 | 741905 | 777963 |
|  | Firms with 50 to 99 employees. | 194 | 300 | 5890454 | 476978 | 109582 | 13520 | 749767 | 811591 | 853934 |
|  |  | 116 | 436 | 14276188 | 906564 | 219022 | 24489 | 1411439 | 1740555 | 1797616 |
|  | Firms not operated for the entire year | 179 | 185 | 398871 | 29240 | 8530 | 1314 | 46145 | 33243 | 84002 |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 9564 | r12 620 | r83 214728 | r5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Firms operated for the entire year ............................ | 8154 | 11189 | 82318344 | 4977875 | 1176364 | 152832 | 10174022 | 9252215 | 9393979 |
|  | Firms with less than 5 employees | 3878 | 3890 | 6539297 | 265427 | 58498 | 8288 | 547628 | 264597 | 273331 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1750 | 1807 | 6822021 | 349412 | 83050 | 11626 | 692460 | 416955 | 430377 |
|  | employees <br> Firms with 20 to 49 | 1272 | 1432 | 6054114 | 505549 | 113792 | 17073 | 988364 | 653975 | 661634 |
|  | employees................ | 793 | 1265 | 10960099 | 763214 | 172883 | 24193 | 1504683 | 1132868 | 1171144 |
|  | Firms with 50 to 99 employees. | 250 | 664 | 8660863 | 543028 | 129275 | 17153 | 1023323 | 836342 | 884619 |
|  | more. | 211 | 2131 | 43281950 | 2551245 | 618866 | 74499 | 5417564 | 5947478 | 5972874 |
|  | Firms not operated for the entire year $\qquad$ | 1410 | 1431 | 896384 | 87189 | 17720 | 3206 | 178361 | 40655 | 203014 |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 9564 | r12 620 | r83 214728 | r5 065064 | r1 194084 | r156 038 | 10352383 | 9292870 | 9596993 |
|  | Firms operated for the entire year. Firms with less than 5 | 8154 | 11189 | 82318344 | 4977875 | 1176364 | 152832 | 10174022 | 9252215 | 9393979 |
|  | irms with less than 5 employees | 3878 | 3890 | 6539297 | 265427 | 58498 | 8288 | 547628 | 264597 | 273331 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1750 | 1807 | 6822021 | 349412 | 83050 | 11626 | 692460 | 416955 | 430377 |
|  | employees. <br> Firms with 20 to 49 | 1272 | 1432 | 6054114 | 505549 | 113792 | 17073 | 988364 | 653975 | 661634 |
|  | employees. <br> Firms with 50 to 99 | 793 | 1265 | 10960099 | 763214 | 172883 | 24193 | 1504683 | 1132868 | 1171144 |
|  | employees............... | 250 | 664 | 8660863 | 543028 | 129275 | 17153 | 1023323 | 836342 | 884619 |
|  | Firms with 100 employess or more. $\qquad$ | 211 | 2131 | 43281950 | 2551245 | 618866 | 74499 | 5417564 | 5947478 | 5972874 |
|  | Firms not operated for the entire year | 1410 | 1431 | 896384 | 87189 | 17720 | 3206 | 178361 | 40655 | 203014 |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  | $3782062$ |
|  | All firms | 3762 | r5 095 | '30 313120 | '2 002699 | '463 650 | r67 362 | 4263504 | 3664092 |  |
|  | Firms operated for the entire year <br> Firms with less than 5 employees. <br> Firms with 5 to 9 employees <br> Firms with 10 to 19 <br> employees. <br> Firms with 20 to 49 <br> employees. <br> Firms with 50 to 99 employees. | 3311 | 4639 | 29848929 | 1966633 | 456490 | 66276 | 4189871 | 3642551 | 3684180 |
|  |  | $\begin{array}{r} 1391 \\ 736 \end{array}$ | $\begin{array}{r} 1395 \\ 750 \end{array}$ | $\begin{aligned} & 1710886 \\ & 2926854 \end{aligned}$ | $\begin{array}{r} 88872 \\ 146983 \end{array}$ | $\begin{aligned} & 19326 \\ & 34559 \end{aligned}$ | $\begin{aligned} & 3039 \\ & 4910 \end{aligned}$ | $\begin{aligned} & 194080 \\ & 303820 \end{aligned}$ | $\begin{aligned} & 112183 \\ & 225850 \end{aligned}$ | $\begin{aligned} & 114841 \\ & 232339 \end{aligned}$ |
|  |  | 560 | 620 | 2457236 | 216710 | 47688 | 7499 | 442740 | 335699 | 339133 |
|  |  | 371 | 570 | 5775650 | 357170 | 82717 | 11606 | 733556 | 611682 | 644551 |
|  |  | 148 | 378 | 3720129 | 299941 | 70653 | 10026 | 592664 | 476214 | 503392 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year-Con. <br> Firms with 100 employess or more. $\qquad$ | 105 | 926 | 13258174 | 856957 | 201547 | 29196 | 1923011 | 1880923 | 1849924 |
|  | Firms not operated for the entire year $\qquad$ | 451 | 456 | 464191 | 36066 | 7160 | 1086 | 73633 | 21541 | 97882 |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5423 | 6942 | 51468506 | 2905299 | 693404 | 84003 | 5811842 | 5501479 | 5674111 |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 4526 | 6019 | 51002055 | 2854849 | 682248 | 81733 | 5709903 | 5476387 | 5565346 |
|  | employees............... | 2311 | 2322 | 4699356 | 168050 | 37230 | 4923 | 336386 | 148495 | 154523 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 956 | 999 | 3996761 | 192989 | 46309 | 6336 | 373372 | 207743 | 217775 |
|  | employees............... | 655 | 770 | 3461741 | 262170 | 59319 | 8745 | 500120 | 296566 | 298129 |
|  | employees. Firms with 50 to 99 | 390 | 610 | 5330460 | 375020 | 85333 | 11651 | 728766 | 515324 | 521504 |
|  | employees | 105 | 281 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 109 | 1037 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 897 | 923 | 466451 | 50450 | 11156 | 2270 | 101939 | 25092 | 108765 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 508 | 583 | 1433102 | 157066 | 37030 | 4673 | 277037 | 127299 | 140820 |
|  | Firms operated for the entire year. Firms with less than 5 | 436 | 508 | 1377855 | 149880 | 35401 | 4468 | 263451 | 124824 | 129567 |
|  | Firms with less than 5 employees.............. | 202 | 202 | 153473 | 10600 | 2419 | 384 | 22205 | 7341 | 7498 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 84 | 89 | 176931 | 16175 | 3707 | 551 | 31521 | 10726 | 11493 |
|  | employees. | 87 | 97 | 459621 | 40113 | 10144 | 1210 | 75690 | 35826 | 37980 |
|  | employees <br> Firms with 50 to 99 | 50 | 79 | 329432 | 49679 | 11231 | 1396 | 84496 | 36573 | 37471 |
|  | employees. | 12 | 35 | D | D | D | $f$ | D | D | D |
|  | Firms with 100 employess or more. | 1 | 6 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 72 | 75 | 55247 | 7186 | 1629 | 205 | 13586 | 2475 | 11253 |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 1406 | 1939 | 16508934 | 782893 | 183257 | 22939 | 1640693 | 1087205 | 1166572 |
|  | Firms operated for the entire year... | 1231 | 1760 | 16418467 | 774985 | 181194 | 22581 | 1623197 | 1082417 | 1141460 |
|  | Firms with less than 5 employees. | 506 | 507 | 432610 | 27935 | 6109 |  | 63072 | 28493 | 29661 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 261 | 268 | 531881 | 48754 | 10189 | 1716 | 99343 | 52458 | 52090 |
|  | employees............... | 216 | 236 | 968973 | 88024 | 19200 | 2949 | 177768 | 104141 | 109380 |
|  | Firms with 20 to 49 employees. | 173 | 284 | 1476464 | 157849 | 35557 | 5229 | 319999 | 201744 | 207971 |
|  | Firms with 50 to 99 employees. | 47 | 155 | 1414067 | 107279 | 25135 | 3256 | 211849 | 212521 | 223643 |
|  | Firms with 100 employess or more. | 28 | 310 | 11594472 | 345144 | 85004 | 8370 | 751166 | 483060 | 518715 |
|  | Firms not operated for the entire year $\qquad$ | 175 | 179 | 90467 | 7908 | 2063 | 358 | 17496 | 4788 | 25112 |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1406 | 1939 | 16508934 | 782893 | 183257 | 22939 | 1640693 | 1087205 | 1166572 |
|  | Firms operated for the entire year .. Firms with less than 5 | 1231 | 1760 | 16418467 | 774985 | 181194 | 22581 | 1623197 | 1082417 | 1141460 |
|  | employees............... | 506 | 507 | 432610 | 27935 | 6109 | 1061 | 63072 | 28493 | 29661 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 261 | 268 | 531881 | $48754$ | $10189$ | 1716 | 99343 | 52458 | 52090 |
|  | employees <br> Firms with 20 to 49 | 216 | 236 | 968973 | 88024 | 19200 | 2949 | 177768 | 104141 | 109380 |
|  | employees | 173 | 284 | 1476464 | 157849 | 35557 | 5229 | 319999 | 201744 | 207971 |
|  | Firms with 50 to 99 employees. | 47 | 155 | 1414067 | 107279 | 25135 | 3256 | 211849 | 212521 | 223643 |
|  | Firms with 100 employess or more. | 28 | 310 | 11594472 | 345144 | 85004 | 8370 | 751166 | 483060 | 518715 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421130 | Tire \& tube whsle-Con. <br> Firms not operated for the entire year | 175 | 179 | 90467 | 7908 | 2063 | 358 | 17496 | 4788 | 25112 |
| 42114 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6877 | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Firms operated for the entire year Firms with less than 5 | 6166 | 6392 | 5067811 | 946435 | 221876 | 44395 | 1918705 | 717393 | 731587 |
|  | employees............... | 3224 | 3227 | 799060 | 123319 | 28797 | 7428 | 295571 | 129114 | 134697 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1701 | 1714 | 1120913 | 214432 | 50589 | 11187 | 447070 | 174108 | 176740 |
|  | employees................. | 912 | 958 | 1278354 | 260554 | 61683 | 11895 | 507907 | 165729 | 171377 |
|  | employees....... | 269 | 338 | 956911 | 192415 | 44985 | 7576 | 361586 | 109744 | 114041 |
|  | Firms with 50 to 99 employees. | 42 | 72 | 413229 | 74951 | 17217 | 2853 | 136150 | 55062 | 63531 |
|  | Firms with 100 employess or more. | 18 | 83 | 499344 | 80764 | 18605 | 3456 | 170421 | 83636 | 71201 |
|  | Firms not operated for the entire year $\qquad$ | 711 | 713 | 204296 | 25341 | 6270 | 1412 | 55154 | 27557 | 62558 |
| 421140 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6877 | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Firms operated for the entire year .......................... | 6166 | 6392 | 5067811 | 946435 | 221876 | 44395 | 1918705 | 717393 | 731587 |
|  | Firms with less than 5 employees. | 3224 | 3227 | 799060 | 123319 | 28797 | 7428 | 295571 | 129114 | 134697 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1701 | 1714 | 1120913 | 214432 | 50589 | 11187 | 447070 | 174108 | 176740 |
|  | employees. | 912 | 958 | 1278354 | 260554 | 61683 | 11895 | 507907 | 165729 | 171377 |
|  | Firms with 20 to 49 employees. | 269 | 338 | 956911 | 192415 | 44985 | 7576 | 361586 | 109744 | 114041 |
|  | Firms with 50 to 99 employees. | 42 | 72 | 413229 | 74951 | 17217 | 2853 | 136150 | 55062 | 63531 |
|  | Firms with 100 employess or more. | 18 | 83 | 499344 | 80764 | 18605 | 3456 | 170421 | 83636 | 71201 |
|  | Firms not operated for the entire year $\qquad$ | 711 | 713 | 204296 | 25341 | 6270 | 1412 | 55154 | 27557 | 62558 |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 13831 | 15246 | 75006478 | 5316976 | 1225440 | 157465 | 11697560 | 5472358 | 6007773 |
|  | Firms operated for the entire year ........................... | 11998 | 13405 | 73546771 | 5204909 | 1204495 | 153847 | 11454954 | 5439720 | 5754786 |
|  | Firms with less than 5 employees. | 6636 | 6661 | 10818141 | 458528 | 100241 | 13534 | 1090653 | 397824 | 414876 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2273 | 2327 | 6622931 | 473071 | 104908 | 14944 | 1053761 | 448908 | 475874 |
|  | employees. | 1489 | 1617 | 7590429 | 640483 | 145796 | 20205 | 1357236 | 656333 | 685229 |
|  | Firms with 20 to 49 employees. | 1043 | 1309 | 10962533 | 1042498 | 240166 | 31411 | 2188528 | 1098762 | 1156178 |
|  | Firms with 50 to 99 employees. | 336 | 602 | 7696866 | 805162 | 187508 | 23309 | 1626809 | 921153 | 942344 |
|  | Firms with 100 employess or more. $\qquad$ | 221 | 889 | 29855871 | 1785167 | 425876 | 50444 | 4137967 | 1916740 | 2080285 |
|  | Firms not operated for the entire year $\qquad$ | 1833 | 1841 | 1459707 | 112067 | 20945 | 3618 | 242606 | 32638 | 252987 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 6059 | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Firms operated for the entire year | 5275 | 5912 | 31213439 | 2359810 | 544777 | 64236 | 4820234 | 1689657 | 1774273 |
|  | Firms with less than 5 employees. | 2967 | 2978 | 5435601 | 212939 | 47302 | 5935 | 471603 | 136487 | 140556 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 948 | 973 | 2998594 | 211176 | 46982 | 6205 | 453715 | 152491 | 159933 |
|  | employees | 645 | 694 | 3048303 | 284312 | 66039 | 8780 | 574590 | 233074 | 241370 |
|  | Firms with 20 to 49 employees. | 468 | 614 | 4947326 | 487405 | 113442 | 14087 | 953515 | 380225 | 409732 |
|  | Firms with 50 to 99 employees. | 155 | 256 | 3392473 | 381144 | 88187 | 10745 | 704071 | 286697 | 290095 |
|  | Firms with 100 employess or more. $\square$ | 92 | 397 | 11391142 | 782834 | 182825 | 18484 | 1662740 | 500683 | 532587 |
|  | Firms not operated for the entire year $\qquad$ | 784 | 785 | 685144 | 55513 | 11154 | 1694 | 111333 | 15801 | 92657 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 (number) | Operating expenses ${ }^{1}$ (\$1,000) | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6059 | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Firms operated for the entire year ............................. Firms with less than 5 | 5275 | 5912 | 31213439 | 2359810 | 544777 | 64236 | 4820234 | 1689657 | 1774273 |
|  | employees............... | 2967 | 2978 | 5435601 | 212939 | 47302 | 5935 | 471603 | 136487 | 140556 |
|  | Firms with 5 to 9 employees .. | 948 | 973 | 2998594 | 211176 | 46982 | 6205 | 453715 | 152491 | 159933 |
|  | employees | 645 | 694 | 3048303 | 284312 | 66039 | 8780 | 574590 | 233074 | 241370 |
|  | Firms with 20 to 49 employees. | 468 | 614 | 4947326 | 487405 | 113442 | 14087 | 953515 | 380225 | 409732 |
|  | Firms with 50 to 99 employees. | 155 | 256 | 3392473 | 381144 | 88187 | 10745 | 704071 | 286697 | 290095 |
|  | Firms with 100 employess or more. | 92 | 397 | 11391142 | 782834 | 182825 | 18484 | 1662740 | 500683 | 532587 |
|  | Firms not operated for the entire year $\qquad$ | 784 | 785 | 685144 | 55513 | 11154 | 1694 | 111333 | 15801 | 92657 |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3123 | 3304 | 12079496 | 698636 | 166690 | 23346 | 1597351 | 918762 | 995971 |
|  | Firms operated for the entire year | 2701 | 2881 | 11729214 | 682313 | 163473 | 22729 | 1558113 | 909887 | 945687 |
|  | Firms with less than 5 employees. | 1741 | 1744 | 3908392 | 122502 | 27572 | 3374 | 289704 | 100857 | 104443 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 449 | 456 | 1430633 | 92170 | 19874 | 2940 | 224749 | 113469 | 118630 |
|  | employees | 270 | 288 | 1372704 | 109861 | 26897 | 3624 | 258775 | 159340 | 165533 |
|  | Firms with 20 to 49 | 168 | 234 | 2204270 | 141325 | 35517 | 4995 | 332487 | 221765 | 241873 |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees....... | 50 | 75 | 1052474 | 87588 | 21855 | 3712 | 195556 | 155049 | 147451 |
|  | Firms with 100 employess or more. | 23 | 84 | 1760741 | 128867 | 31758 | 4084 | 256842 | 159407 | 167757 |
|  | Firms not operated for the entire year $\qquad$ | 422 | 423 | 350282 | 16323 | 3217 | 617 | 39238 | 8875 | 50284 |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2940 | 3393 | 19819087 | 1716687 | 389241 | 42584 | 3334216 | 786696 | 870959 |
|  | Firms operated for the entire year | 2577 | 3030 | 19483743 | 1677424 | 381281 | 41503 | 3261908 | 779370 | 828586 |
|  | Firms with less than 5 employees | 1226 |  | 1527209 | 90437 | 19730 | 2561 |  |  | 36113 |
|  | Firms with 5 to 9 employees .. | 499 | 517 | 1567961 | 119006 | 27108 | 3265 | 228966 | 39022 | 41303 |
|  | Firms with 10 to 19 employees. | 376 | 406 | 1680833 | 174921 | 39291 | 5166 | 316919 | 74729 | 77275 |
|  | Firms with 20 to 49 employees....... | 301 | 381 | 2837200 | 347855 | 78411 | 9138 | 632111 | 166118 | 176472 |
|  | Firms with 50 to 99 employees. | 106 | 183 | 2379533 | 294831 | 66600 | 7088 | 511102 | 136585 | 147723 |
|  | Firms with 100 employess or more. $\qquad$ | 69 | 309 | 9491007 | 650374 | 150141 | 14285 | 1390911 | 327286 | 349700 |
|  | Firms not operated for the entire year $\qquad$ | 363 | 363 | 335344 | 39263 | 7960 | 1081 | 72308 | 7326 | 42373 |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 7787 | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Firms operated for the entire year | 6738 | 7493 | 42333332 | 2845099 | 659718 | 89611 | 6634720 | 3750063 | 3980513 |
|  | Firms with less than 5 employees. | 3674 | 3687 | 5394146 | 246297 | 53058 | 7610 | 620702 | 262494 | 275516 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1329 | 1359 | 3629229 | 262538 | 58109 | 8764 | 601688 | 298078 | 318005 |
|  | employees................ | 847 | 926 | 4569856 | 358089 | 80077 | 11477 | 786625 | 425026 | 445954 |
|  | Firms with 20 to 49 employees. | 576 | 710 | 6028053 | 555190 | 126863 | 17344 | 1236352 | 718086 | 746028 |
|  | Firms with 50 to 99 employees. | 184 | 329 | 4305780 | 427512 | 100305 | 12730 | 929353 | 637148 | 653401 |
|  | Firms with 100 employess or more. | 128 | 482 | 18406268 | 995473 | 241306 | 31686 | 2460000 | 1409231 | 1541609 |
|  | Firms not operated for the entire year | 1049 | 1056 | 774563 | 56554 | 9791 | 1924 | 131273 | 16837 | 160330 |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | \| All firms ....... | 7787 | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |

[^270]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421220 | Home furnishings whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ............................. | 6738 | 7493 | 42333332 | 2845099 | 659718 | 89611 | 6634720 | 3750063 | 3980513 |
|  | Firms with less than 5 <br> employees | 3674 | 3687 | 5394146 | 246297 | 53058 | 7610 | 620702 | 262494 | 275516 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1329 | 1359 | 3629229 | 262538 | 58109 | 8764 | 601688 | 298078 | 318005 |
|  | employees................ | 847 | 926 | 4569856 | 358089 | 80077 | 11477 | 786625 | 425026 | 445954 |
|  | Firms with 20 to 49 employees. | 576 | 710 | 6028053 | 555190 | 126863 | 17344 | 1236352 | 718086 | 746028 |
|  | Firms with 50 to 99 employees.................... | 184 | 329 | 4305780 | 427512 | 100305 | 12730 | 929353 | 637148 | 653401 |
|  | Firms with 100 employess or more. | 128 | 482 | 18406268 | 995473 | 241306 | 31686 | 2460000 | 1409231 | 1541609 |
|  | Firms not operated for the entire year $\qquad$ | 1049 | 1056 | 774563 | 56554 | 9791 | 1924 | 131273 | 16837 | 160330 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1285 | 1332 | 6744886 | 478488 | 108490 | 16343 | 1269407 | 859253 | 887509 |
|  | Firms operated for the entire year | 1132 | 1179 | 6606734 | 472161 | 107229 | 16126 | 1254360 | 857000 | 867051 |
|  | Firms with less than 5 employees. |  | 650 | 1223603 | 47106 | 9706 | 1403 | 122573 | 52895 | 56459 |
|  | Firms with 5 to 9 employees .. | 219 | 222 | 867429 | 44950 | 10370 | 1435 | 111108 | 57816 | 60845 |
|  | employees. | 135 | 139 | 1286830 | 62034 | 13354 | 1793 | 158392 | 97366 | 102045 |
|  | Firms with 20 to 49 employees................... | 79 | 97 | 867978 | 77997 | 18393 | 2404 | 223618 | 162777 | 149188 |
|  | Firms with 50 to 99 employees. | 30 | 44 | 718527 | 76733 | 18288 | 2006 | 178961 | 146031 | 143586 |
|  | Firms with 100 employess or more. $\qquad$ | 22 | 27 | 1642367 | 163341 | 37118 | 7085 | 459708 | 340115 | 354928 |
|  | Firms not operated for the entire year $\qquad$ | 153 | 153 | 138152 | 6327 | 1261 | 217 | 15047 | 2253 | 20458 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1744 | 1876 | 11337298 | 658252 | 152175 | 20019 | 1440515 | 704761 | 805239 |
|  | Firms operated for the entire year | 1530 | 1660 | 11199387 | 648666 | 150084 | 19567 | 1418348 | 702036 | 785325 |
|  | Firms with less than 5 employees | 836 | 838 | 1516811 | 61001 | 13071 | 1738 | 142832 | 50143 | 50965 |
|  | Firms with 5 to 9 employees... Firms with 10 to 19 | 299 | 302 | 760797 | 58356 | 12736 | 1988 | 124579 | 52694 | 58938 |
|  | employees.............. | 197 | 219 | 1071873 | 81353 | 17656 | 2652 | 162646 | 86783 | 88029 |
|  | Firms with 20 to 49 employees. | 126 | 148 | 1777845 | 125469 | 28957 | 3785 | 281938 | 117889 | 125973 |
|  | Firms with 50 to 99 employees. | 38 | 60 | 1069136 | 77950 | 18322 | 2616 | 160373 | 132698 | 134825 |
|  | Firms with 100 employess or more. | 34 | 93 | 5002925 | 244537 | 59342 | 6788 | 545980 | 261829 | 326595 |
|  | Firms not operated for the entire year | 214 | 216 | 137911 | 9586 | 2091 | 452 | 22167 | 2725 | 19914 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2114 | 2591 | 16467044 | 1044511 | 245571 | 30315 | 2202428 | 1211094 | 1340545 |
|  | Firms operated for the entire year | 1816 | 2290 | 16203219 | 1020063 | 242730 | 29745 | 2148377 | 1207466 | 1262569 |
|  | Firms with less than 5 employees. | 889 | 891 | 1106321 | 59407 | 13135 | 1867 | 143913 | 70450 | 74111 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 355 | 371 | 820063 | 73781 | 16299 | 2360 | 163104 | 89919 | 95313 |
|  | employees | 262 | 297 | 1167991 | 117088 | 26674 | 3578 | 248985 | 130988 | 137305 |
|  | Firms with 20 to 49 employees. | 191 | 265 | 2104449 | 199687 | 45271 | 5689 | 404377 | 252721 | 268505 |
|  | Firms with 50 to 99 employees. | 74 | 181 | 1797300 | 194795 | 44708 | 5285 | 395168 | 263815 | 279773 |
|  | Firms with 100 employess or more. | 45 | 285 | 9207095 | 375305 | 96643 | 10966 | 792830 | 399573 | 407562 |
|  | Firms not operated for the entire year $\qquad$ | 298 | 301 | 263825 | 24448 | 2841 | 570 | 54051 | 3628 | 77976 |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2659 | 2750 | 8558667 | 720402 | 163273 | 24858 | 1853643 | 991792 | 1107550 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establishments (number) (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212204 | Other home furnishings whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 2274 | 2364 | 8323992 | 704209 | 159675 | 24173 | 1813635 | 983561 | 1065568 |
|  | Firms with less than 5 employees. | 1307 | 1313 | 1591964 | 79616 | 17341 | 2612 | 213309 | 89446 | 94139 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 458 | 465 | 1186476 | 85959 | 18814 | 2993 | 204231 | 98654 | 104099 |
|  | Firms with 10 to 19 employees. | 254 | 270 | 1042303 | 98835 | 22346 | 3457 | 218421 | 110671 | 119226 |
|  | Firms with 20 to 49 employees. | 184 | 206 | 1455299 | 159838 | 35752 | 5585 | 343518 | 188620 | 205429 |
|  | Firms with 50 to 99 employees. | 45 | 56 | 853781 | 88019 | 20609 | 3027 | 213756 | 104278 | 105190 |
|  | Firms with 100 employess or more. | 26 | 54 | 2194169 | 191942 | 44813 | 6499 | 620400 | 391892 | 437485 |
|  | Firms not operated for the entire year $\qquad$ | 385 | 386 | 234675 | 16193 | 3598 | 685 | 40008 | 8231 | 41982 |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 11118 | 14267 | 89175875 | 5296176 | 1227622 | 155535 | 10717929 | 6367862 | 6764054 |
|  | Firms operated for the entire year. | 9296 | 12441 | 87829345 | 5196392 | 1208360 | 152240 | 10513530 | 6335050 | 6585306 |
|  | Firms with less than 5 employees. | 4487 | 4513 | 7693150 | 328178 | 68961 | 9394 | 699117 | 252989 | 259018 |
|  | Firms with 5 to 9 employees | 1901 | 1957 | 7115452 | 409762 | 87119 | 12517 | 830570 | 418315 | 442054 |
|  | employees. | 1360 | 1503 | 8565612 | 610554 | 136622 | 18454 | 1213669 | 657085 | 696708 |
|  | Firms with 20 to 49 employees. | 1021 | 1403 | 14185248 | 1028157 | 228727 | 30367 | 2028972 | 1225069 | 1293762 |
|  | Firms with 50 to 99 employees............. | 313 | 676 | 9326895 | 712289 | 164644 | 21182 | 1370414 | 828521 | 863759 |
|  | Firms with 100 employess or more. | 214 | 2389 | 40942988 | 2107452 | 522287 | 60326 | 4370788 | 2953071 | 3030005 |
|  | Firms not operated for the entire year | 1822 | 1826 | 1346530 | 99784 | 19262 | 3295 | 204399 | 32812 | 178748 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5531 | 6767 | 60455924 | 3126436 | 736657 | 88905 | 6133048 | 4373481 | 4600369 |
|  | Firms operated for the entire year | 4780 | 6014 | 59777982 | 3087004 | 729103 | 87547 | 6055141 | 4354384 | 4521530 |
|  | Firms with less than 5 employees. | 2159 | 2169 | 4944735 | 168353 | 36427 | 4538 | $349110$ | 147793 | $150960$ |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 939 | 962 | 4753803 | 216727 | 46101 | 6190 | 417695 | 259603 | 278228 |
|  | employees............. | 743 | 801 | 5940909 | 344494 | 77559 | 10168 | 670002 | 421676 | 451760 |
|  | Firms with 20 to 49 employees. | 625 | 776 | 9866567 | 625654 | 139422 | 18641 | 1200262 | 890305 | 943576 |
|  | Firms with 50 to 99 employees.................. | 190 | 329 | 5964898 | 419575 | 99468 | 12877 | 787317 | 541643 | 577333 |
|  | Firms with 100 employess or more. $\qquad$ | 124 | 977 | 28307070 | 1312201 | 330126 | 35133 | 2630755 | 2093364 | 2119673 |
|  | Firms not operated for the entire year | 751 | 753 | 677942 | 39432 | 7554 | 1358 | 77907 | 19097 | 78839 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5531 | 6767 | 60455924 | 3126436 | 736657 | 88905 | 6133048 | 4373481 | 4600369 |
|  | Firms operated for the entire year ........................... <br> Firms with less than 5 | 4780 | 6014 | 59777982 | 3087004 | 729103 | 87547 | 6055141 | 4354384 | 4521530 |
|  | employees................ | 2159 | 2169 | 4944735 | 168353 | 36427 | 4538 | 349110 | 147793 | 150960 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 939 | 962 | 4753803 | 216727 | 46101 | 6190 | 417695 | 259603 | 278228 |
|  | employees. <br> Firms with 20 to $4 . . . . . . .$. | 743 | 801 | 5940909 | 344494 | 77559 | 10168 | 670002 | 421676 | 451760 |
|  | Firms with 20 to 49 employees. | 625 | 776 | 9866567 | 625654 | 139422 | 18641 | 1200262 | 890305 | 943576 |
|  | Firms with 50 to 99 employees | 190 | 329 | 5964898 | 419575 | 99468 | 12877 | 787317 | 541643 | 577333 |
|  | Firms with 100 employess or more. | 124 | 977 | 28307070 | 1312201 | 330126 | 35133 | 2630755 | 2093364 | 2119673 |
|  | Firms not operated for the entire year | 751 | 753 | 677942 | 39432 | 7554 | 1358 | 77907 | 19097 | 78839 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1504 | 1627 | 17143755 | 529208 | 131340 | 12611 | 991480 | 614336 | 636263 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213101 | Lumber without yard whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year Firms with less than 5 | 1333 | 1456 | 16955683 | 521586 | 129899 | 12367 | 976232 | 610936 | 624887 |
|  | employees................ | 803 | 808 | 2282202 | 66158 | 14596 | 1651 | 137973 | 48105 | 49688 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 270 | 285 | 2246349 | 75467 | 16218 | 1780 | 143070 | 79671 | 80654 |
|  | employees | 130 | 143 | 2280336 | 72971 | 16468 | 1768 | 133541 | 86150 | 94617 |
|  | Firms with 20 to 49 employees. | 96 | 113 | 2304973 | 94511 | 23218 | 2741 | 188900 | 120893 | 130884 |
|  | Firms with 50 to 99 employees. | 26 | 36 | 1814081 | 64130 | 16969 | 1716 | 116668 | 77109 | 81120 |
|  | Firms with 100 employess or more. | 8 | 71 | 6027742 | 148349 | 42430 | 2711 | 256080 | 199008 | 187924 |
|  | Firms not operated for the entire year $\qquad$ | 171 | 171 | 188072 | 7622 | 1441 | 244 | 15248 | 3400 | 11376 |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 1328 | 1599 | 15464304 | 890605 | 203841 | 27481 | 1801201 | 1603086 | 1728437 |
|  | Firms operated for the entire year | 1172 | 1443 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. |  | 297 |  |  |  | f | D | D | D |
|  | Firms with 5 to 9 employees .. | 225 | 225 | 819640 | 46826 | 9520 | 1487 | 95720 | 98326 | 104545 |
|  | Firms with 10 to 19 employees. | 265 | 279 | 1853148 | 116317 | 26687 | 3601 | 239374 | 193696 | 204202 |
|  | Firms with 20 to 49 employees. | 263 | 314 | 4176050 | 260884 | 55278 | 7983 | 496858 | 460003 | 493645 |
|  | Firms with 50 to 99 employees. | 85 | 143 |  | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 39 | 185 | 4916168 | 255377 | 61765 | 7643 | 551750 | 495686 | 527886 |
|  | Firms not operated for the entire year $\qquad$ | 156 | 156 | D | D | D | e | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2779 | 3541 | 27847865 | 1706623 | 401476 | 48813 | 3340367 | 2156059 | 2235669 |
|  | Firms operated for the entire year | 2354 | 3114 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 1074 | 1080 |  |  |  |  | D | D | D |
|  | Firms with $5 \ldots 0$ tomployees .. | 458 | 466 | 1868089 | 98379 | 21257 | 3009 | 185918 | 86213 | 96503 |
|  | employees. ............... | 364 | 392 | 1986863 | 163077 | 36299 | 5003 | 317169 | 162335 | 175528 |
|  | Firms with 20 to 49 employees. | 285 | 356 | 4041275 | 290744 | 66144 | 8467 | 558351 | 353677 | 370634 |
|  | Firms with 50 to 99 employees. | 91 | 173 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 82 | 647 | 14877167 | 844396 | 207300 | 23252 | 1696060 | 1279049 | 1287531 |
|  | Firms not operated for the entire year $\qquad$ | 425 | 427 | D | D | D | f | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2126 | 3026 | 10711750 | 761681 | 168106 | 23753 | 1692184 | 775319 | 846315 |
|  | Firms operated for the entire year | 1695 | 2595 | 10478064 | 736535 | 164192 | 23035 | 1636747 | 770516 | 806982 |
|  | Firms with less than 5 employees. | 812 | 821 | 705356 | 54822 | 10392 | 1738 | 131832 | 49868 | 51657 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 374 | 390 | 906694 | 77154 | 15801 | 2489 | 177601 | 75895 | 79599 |
|  | employees. | 268 | 315 | 1017414 | 115658 | 24571 | 3639 | 252414 | 111963 | 121167 |
|  | Firms with 20 to 49 employees. | 171 | 292 | 1784475 | 174669 | 37095 | 4893 | 379020 | 151238 | 162315 |
|  | Firms with 50 to 99 employees. | 46 | 163 | 1374510 | 107481 | 23978 | 3059 | 223484 | 116460 | 110133 |
|  | Firms with 100 employess or more. | 24 | 614 | 4689615 | 206751 | 52355 | 7217 | 472396 | 265092 | 282111 |
|  | Firms not operated for the entire year $\qquad$ | 431 | 431 | 233686 | 25146 | 3914 | 718 | 55437 | 4803 | 39333 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2126 | 3026 | 10711750 | 761681 | 168106 | 23753 | 1692184 | 775319 | 846315 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421320 | Brick, stone, \& related construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 1695 | 2595 | 10478064 | 736535 | 164192 | 23035 | 1636747 | 770516 | 806982 |
|  | Firms with less than 5 employees. | 812 | 821 | 705356 | 54822 | 10392 | 1738 | 131832 | 49868 | 51657 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 374 | 390 | 906694 | 77154 | 15801 | 2489 | 177601 | 75895 | 79599 |
|  | employees | 268 | 315 | 1017414 | 115658 | 24571 | 3639 | 252414 | 111963 | 121167 |
|  | Firms with 20 to 49 employees. | 171 | 292 | 1784475 | 174669 | 37095 | 4893 | 379020 | 151238 | 162315 |
|  | Firms with 50 to 99 employees. | 46 | 163 | 1374510 | 107481 | 23978 | 3059 | 223484 | 116460 | 110133 |
|  | Firms with 100 employess or more. | 24 | 614 | 4689615 | 206751 | 52355 | 7217 | 472396 | 265092 | 282111 |
|  | Firms not operated for the entire year $\qquad$ | 431 | 431 | 233686 | 25146 | 3914 | 718 | 55437 | 4803 | 39333 |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 716 | 1184 | 3546360 | 284096 | 66310 | 9941 | 619783 | 333266 | 357316 |
|  | Firms operated for the entire year .......................... | 571 | 1039 | 3466913 | 277740 | 65446 | 9778 | 604225 | 330511 | 344130 |
|  | employees. | 290 | 291 | 203008 | 18212 | 3836 | 613 | 40183 | 16801 | 17210 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 115 | 117 | 246261 | 23934 | 4962 | 777 | 51816 | 24898 | 25836 |
|  | employees | 87 | 105 | 290076 | 40244 | 8423 | 1165 | 76421 | 42243 | 44887 |
|  | Firms with 20 to 49 employees. | 57 | 97 | 432605 | 53463 | 11472 | 1622 | 109525 | 50400 | 52973 |
|  | Firms with 50 to 99 employees................ | 10 | 28 | 204025 | 20766 | 5399 | 669 | 47092 | 15874 | 15339 |
|  | Firms with 100 employess or more. | 12 | 401 | 2090938 | 121121 | 31354 | 4932 | 279188 | 180295 | 187885 |
|  | Firms not operated for the entire year $\qquad$ | 145 | 145 | 79447 | 6356 | 864 | 163 | 15558 | 2755 | 13186 |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 879 | 1012 | 2001239 | 239974 | 49004 | 7775 | 539309 | 188511 | 212072 |
|  | Firms operated for the entire year | 685 | 818 | 1896134 | 226072 | 46743 | 7368 | 509649 | 187138 | 195795 |
|  | Firms with ess than 5 employees. | 309 | 312 | 1805026 | 20209 | 3687 | 656 | 48390 | 18560 | 19889 |
|  | Firms with 5 to 9 employees .. | 168 | 177 | 386313 | 32481 | 6359 | 1114 | 75133 | 32471 | 34466 |
|  | employees....... | 119 | 138 | 387651 | 49203 | 10775 | 1628 | 119546 | 32851 | 36071 |
|  | Firms with 20 to 49 employees.................. | 63 | 83 | 361098 | 58469 | 11884 | 1838 | 117820 | 41056 | 44271 |
|  | Firms with 50 to 99 employees. | 21 | 78 | 358762 | 42738 | 9147 | 1368 | 91387 | 42137 | 39997 |
|  | Firms with 100 employess or more. | 5 | 30 | 197284 | 22972 | 4891 | 764 | 57373 | 20063 | 21101 |
|  | Firms not operated for the entire year $\qquad$ | 194 | 194 | 105105 | 13902 | 2261 | 407 | 29660 | 1373 | 16277 |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 569 | 830 | 5164151 | 237611 | 52792 | 6037 | 533092 | 253542 | 276927 |
|  | Firms operated for the entire year | 476 | 737 | 5114408 | 232646 | 51986 | 5887 | 522691 | 252765 | 266952 |
|  | Firms with less than 5 employees. | 229 | 235 | 322664 | 17634 | 3136 | 500 | 46027 | 16152 | 16485 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 106 | 114 | 347667 | 24244 | 5375 | 713 | 58947 | 22532 | 24229 |
|  | employees................ | 65 | 77 | 377151 | 28198 | 5872 | 863 | 68814 | 40218 | 43263 |
|  | Firms with 20 to 49 employees. | 55 | 129 | 1104148 | 67634 | 14593 | 1576 | 158755 | 69086 | 75875 |
|  | Firms with 50 to 99 employees. | 13 | 38 | 662895 | 38765 | 8266 | 871 | 69371 | 47177 | 41444 |
|  | Firms with 100 employess or more | 8 | 144 | 2299883 | 56171 | 14744 | 1364 | 120777 | 57600 | 65656 |
|  | Firms not operated for the entire year | 93 | 93 | 49743 | 4965 | 806 | 150 | 10401 | 777 | 9975 |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  |  | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42133 | Roofing, siding, \& insulation material whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 897 | 1399 | 9629273 | 588609 | 131153 | 16016 | 1270001 | 589523 | 623649 |
|  | Firms with less than 5 employees. | 475 | 478 | 956114 | 36735 | 7929 | 913 | 76560 | 14313 | 14735 |
|  | Firms with 5 to 9 employees... Firms with 10 to 19 | 163 | 167 | 654932 | 38742 | 8473 | 1082 | 80161 | 27403 | 27687 |
|  | employees............... | 113 | 125 | 858156 | 60136 | 13010 | 1475 | 122997 | 55154 | 56097 |
|  | employees....... | 81 | 147 | 1447668 | 87212 | 19232 | 2434 | 182838 | 89194 | 91431 |
|  | Firms with 50 to 99 employees. | 37 | 100 | 1384637 | 96875 | 21203 | 2612 | 192912 | 104360 | 107309 |
|  | Firms with 100 employess or more. | 28 | 382 | 4327766 | 268909 | 61306 | 7500 | 614533 | 299099 | 326390 |
|  | Firms not operated for the entire year | 184 | 185 | 182272 | 13217 | 2403 | 386 | 28094 | 6017 | 27575 |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Firms operated for the entire year ........................... | 897 | 1399 | 9629273 | 588609 | 131153 | 16016 | 1270001 | 589523 | 623649 |
|  | Firms with less than 5 employees. | 475 | 478 | 956114 | 36735 | 7929 | 913 | 76560 | 14313 | 14735 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 163 | 167 | 654932 | 38742 | 8473 | 1082 | 80161 | 27403 | 27687 |
|  | employees. | 113 | 125 | 858156 | 60136 | 13010 | 1475 | 122997 | 55154 | 56097 |
|  | employees....... | 81 | 147 | 1447668 | 87212 | 19232 | 2434 | 182838 | 89194 | 91431 |
|  | Firms with 50 to 99 employees | 37 | 100 | 1384637 | 96875 | 21203 | 2612 | 192912 | 104360 | 107309 |
|  | Firms with 100 employess or more. | 28 | 382 | 4327766 | 268909 | 61306 | 7500 | 614533 | 299099 | 326390 |
|  | Firms not operated for the entire year | 184 | 185 | 182272 | 13217 | 2403 | 386 | 28094 | 6017 | 27575 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1081 | 1584 | 9811545 | 601826 | 133556 | 16402 | 1298095 | 595540 | 651224 |
|  | Firms operated for the entire year | 897 | 1399 | 9629273 | 588609 | 131153 | 16016 | 1270001 | 589523 | 623649 |
|  | Firms with less than 5 employees. | 475 | 478 | 956114 | 36735 | 7929 | 913 | 76560 | 14313 | 14735 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 163 | 167 | 654932 | 38742 | 8473 | 1082 | 80161 | 27403 | 27687 |
|  | employees | 113 | 125 | 858156 | 60136 | 13010 | 1475 | 122997 | 55154 | 56097 |
|  | Firms with 20 to 49 employees. | 81 | 147 | 1447668 | 87212 | 19232 | 2434 | 182838 | 89194 | 91431 |
|  | Firms with 50 to 99 employees. | 37 | 100 | 1384637 | 96875 | 21203 | 2612 | 192912 | 104360 | 107309 |
|  | Firms with 100 employess or more. | 28 | 382 | 4327766 | 268909 | 61306 | 7500 | 614533 | 299099 | 326390 |
|  | Firms not operated for the entire year | 184 | 185 | 182272 | 13217 | 2403 | 386 | 28094 | 6017 | 27575 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2459 | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |
|  | Firms operated for the entire year | 1999 | 2429 | 7940222 | 783736 | 183888 | 25638 | 1550833 | 620590 | 632300 |
|  | Firms with less than 5 employees. | 1057 | 1062 | 1123844 | 69798 | 14576 | 2247 | 146162 | 42514 | 43221 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 434 | 445 | 838941 | 79135 | 17236 | 2816 | 159163 | 57701 | 58980 |
|  | employees. <br> Firms with 20 to 49 | 250 | 277 | 861193 | 99177 | 23109 | 3353 | 186250 | 79347 | 77430 |
|  | employees | 168 | 244 | 1682381 | 165878 | 39176 | 5149 | 325465 | 126745 | 128381 |
|  | Firms with 50 to 99 employees. | 54 | 132 | 1135021 | 123755 | 29276 | 3736 | 240245 | 124285 | 128159 |
|  | Firms with 100 employess or more. | 36 | 269 | 2298842 | 245993 | 60515 | 8337 | 493548 | 189998 | 196129 |
|  | Firms not operated for the entire year | 460 | 461 | 256434 | 22497 | 5415 | 837 | 43769 | 2932 | 33846 |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2459 | 2890 | 8196656 | 806233 | 189303 | 26475 | 1594602 | 623522 | 666146 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payyorll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421390 | Other construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 1999 | 2429 | 7940222 | 783736 | 183888 | 25638 | 1550833 | 620590 | 632300 |
|  | Firms with less than 5 employees. | 1057 | 1062 | 1123844 | 69798 | 14576 | 2247 | 146162 | 42514 | 43221 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 434 | 445 | 838941 | 79135 | 17236 | 2816 | 159163 | 57701 | 58980 |
|  | employees | 250 | 277 | 861193 | 99177 | 23109 | 3353 | 186250 | 79347 | 77430 |
|  | Firms with 20 to 49 employees. | 168 | 244 | 1682381 | 165878 | 39176 | 5149 | 325465 | 126745 | 128381 |
|  | Firms with 50 to 99 employees. Firms wit 100 empo... | 54 | 132 | 1135021 | 123755 | 29276 | 3736 | 240245 | 124285 | 128159 |
|  | more........................ | 36 | 269 | 2298842 | 245993 | 60515 | 8337 | 493548 | 189998 | 196129 |
|  | Firms not operated for the entire year $\qquad$ | 460 | 461 | 256434 | 22497 | 5415 | 837 | 43769 | 2932 | 33846 |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 547 | 669 | 1950805 | 235834 | 57069 | 8197 | 456813 | 130217 | 134854 |
|  | Firms operated for the entire year .......................... | 462 | 583 | 1922080 | 230968 | 54860 | 7927 | 448243 | 129085 | 130548 |
|  | employees | 222 | 223 | 240150 |  | 3098 | 478 |  |  |  |
|  | Firms with 5 to 9 employees... Firms with 10 to 19 | 103 | 103 | 158342 | 18359 | 3768 | 657 | 34771 | 8052 | 8545 |
|  | employees. | 66 | 78 | 359777 | 25091 | 6055 | 898 | 45276 | 19174 | 15825 |
|  | employees....... | 48 | 73 | 342669 | 44268 | 11121 | 1405 | 81114 | 22537 | 22527 |
|  | Firms with 50 to 99 employees................... | 12 | 18 | 158545 | 21757 | 5225 | 755 | 37765 | 14529 | 15921 |
|  | Firms with 100 employess or more. | 11 | 88 | 662597 | 107740 | 25593 | 3734 | 220957 | 59435 | 62148 |
|  | Firms not operated for the entire year $\qquad$ | 85 | 86 | 28725 | 4866 | 2209 | 270 | 8570 | 1132 | 4306 |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1915 | 2221 | 6245851 | 570399 | 132234 | 18278 | 1137789 | 493305 | 531292 |
|  | Firms operated for the entire year | 1540 | 1846 | 6018142 | 552768 | 129028 | 17711 | 1102590 | 491505 | 501752 |
|  | Firms with less than 5 employees. | 835 | 839 | 883694 | 56045 | 11478 | 1769 | 117802 | 37156 | 37639 |
|  | Firms with 5 to 9 employees .. | 331 | 342 | 680599 | 60776 | 13468 | 2159 | 124392 | 49649 | 50435 |
|  | employees. | 186 | 209 | 720041 | 75569 | 17570 | 2477 | 144287 | 60173 | 61605 |
|  | Firms with 20 to 49 employees. | 120 | 166 | 1136231 | 121549 | 27896 | 3760 | 244522 | 105930 | 107638 |
|  | Firms with 50 to 99 employees. | 42 | 114 | 976476 | 101998 | 24051 | 2981 | 202480 | 109756 | 112238 |
|  | Firms with 100 employess or more. | 26 | 176 | 1621101 | 136831 | 34565 | 4565 | 269107 | 128841 | 132197 |
|  | Firms not operated for the entire year $\qquad$ | 375 | 375 | 227709 | 17631 | 3206 | 567 | 35199 | 1800 | 29540 |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 36848 | 45351 | 367383550 | 33292437 | 8317953 | 716113 | 62642404 | 24912094 | 27009852 |
|  | Firms operated for the entire year Firms with less than 5 | 31642 | 40092 | 361545846 | 32706116 | 8178260 | 702019 | 61505319 | 24747056 | 26289440 |
|  | employees................ | 15325 | 15394 | 14791030 | 1171057 | 253344 | 32787 | 2419639 | 648914 | 674957 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 6809 | 6975 | 16088346 | 1610733 | 354662 | 45156 | 3104593 | 907994 | 962745 |
|  | employees <br> Firms with 20 to 49 | 4711 | 5153 | 22831401 | 2387736 | 534934 | 63111 | 4422845 | 1499031 | 1573156 |
|  | employees. | 3087 | 4031 | 34016021 | 3706311 | 841370 | 91970 | 6822298 | 2575828 | 2762466 |
|  | Firms with 50 to 99 employees $\qquad$ Firms with 100 employess or | 951 | 1664 | 23961592 | 2719393 | 637599 | 64540 | 5000036 | 1982518 | 2146046 |
|  | Firms with 100 employess or more. $\qquad$ | 759 | 6875 | 249857456 | 21110886 | 5556351 | 404455 | 39735908 | 17132771 | 18170070 |
|  | Firms not operated for the entire year $\qquad$ | 5206 | 5259 | 5837704 | 586321 | 139693 | 14094 | 1137085 | 165038 | 720412 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1126 | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42141 | Photographic equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ........................... | 999 | 1252 | 16582745 | 920463 | 216087 | 21002 | 2151838 | 1197720 | 1211186 |
|  | employees. | 448 | 449 | 448143 | 33766 | 6909 | 964 | 74360 | 27733 | 29726 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 212 | 217 | 628194 | 48902 | 10881 | 1441 | 105399 | 56118 | 58572 |
|  | Firms with 10 to 19 employees. | 145 | 167 | 761625 | 78513 | 15866 | 2004 | 161612 | 75944 | 79386 |
|  | Firms with 20 to 49 employees. | 118 | 151 | 1281530 | 132458 | 30214 | 3543 | 264273 | 153039 | 160240 |
|  | Firms with 50 to 99 | 46 | 80 | 1487986 | 137091 | 33977 | 3204 | 274948 | 162030 | 169424 |
|  | Firms with 100 employess or more. | 30 | 188 | 11975267 | 489733 | 118240 | 9846 | 1271246 | 722856 | 713838 |
|  | Firms not operated for the entire year $\qquad$ | 127 | 127 | 96306 | 9402 | 1113 | 193 | 18520 | 2413 | 11169 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1126 | 1379 | 16679051 | 929865 | 217200 | 21195 | 2170358 | 1200133 | 1222355 |
|  | Firms operated for the entire year | 999 | 1252 | 16582745 | 920463 | 216087 | 21002 | 2151838 | 1197720 | 1211186 |
|  | Firms with less than 5 employees. | 448 | 449 | 448143 | 33766 | 6909 | 964 | 74360 | 27733 | 29726 |
|  | Firms with 5 to 9 employees | 212 | 217 | 628194 | 48902 | 10881 | 1441 | 105399 | 56118 | 58572 |
|  | employees. | 145 | 167 | 761625 | 78513 | 15866 | 2004 | 161612 | 75944 | 79386 |
|  | Firms with 20 to 49 employees. | 118 | 151 | 1281530 | 132458 | 30214 | 3543 | 264273 | 153039 | 160240 |
|  | Firms with 50 to 99 employees. | 46 | 80 | 1487986 | 137091 | 33977 | 3204 | 274948 | 162030 | 169424 |
|  | Firms with 100 employess or more. | 30 | 188 | 11975267 | 489733 | 118240 | 9846 | 1271246 | 722856 | 713838 |
|  | Firms not operated for the entire year | 127 | 127 | 96306 | 9402 | 1113 | 193 | 18520 | 2413 | 11169 |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5123 | ${ }^{7} 319$ | '36 646598 | '5 421076 | r1376 025 | r143 381 | 9434843 | 2583465 | 2702445 |
|  | Firms operated for the entire year | 4531 | 6720 | 36383980 | 5379490 | 1364328 | 141684 | 9364212 | 2572402 | 2660068 |
|  | Firms with less than 5 employees. |  |  | 800153 | $114663$ | $25345$ |  | 219391 | 54385 | 56351 |
|  | Firms with 5 to 9 employees .. | 1139 | 1167 | 1280293 | 207583 | 47632 | 7618 | 368314 | 95084 | 98522 |
|  | Firms with 10 to 19 employees. | 769 | 838 | 2101687 | 304085 | 71983 | 10391 | 517195 | 156228 | 161405 |
|  | Firms with 20 to 49 employees........... | 497 | 674 | 2424192 | 480873 | 111251 | 14758 | 800154 | 240568 | 255045 |
|  | Firms with 50 to 99 employees. | 143 | 316 | 1600899 | 358357 | 81325 | 9776 | 583742 | 192561 | 206534 |
|  | Firms with 100 employess or more. | 87 | 1814 | 28176756 | 3913929 | 1026792 | 94731 | 6875416 | 1833576 | 1882211 |
|  | Firms not operated for the entire year | 592 | 599 | 262618 | 41586 | 11697 | 1697 | 70631 | 11063 | 42377 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5123 | ${ }^{7} 319$ | '36 646598 | '5 421076 | r1376 025 | '143 381 | 9434843 | 2583465 | 2702445 |
|  | Firms operated for the entire year . | 4531 | 6720 | 36383980 | 5379490 | 1364328 | 141684 | 9364212 | 2572402 | 2660068 |
|  | Firms with less than 5 employees. | 1896 | 1911 | 800153 | 114663 | 25345 | 4410 | 219391 | 54385 | 56351 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1139 | 1167 | 1280293 | 207583 | 47632 | 7618 | 368314 | 95084 | 98522 |
|  | employees | 769 | 838 | 2101687 | 304085 | 71983 | 10391 | 517195 | 156228 | 161405 |
|  | Firms with 20 to 49 employees. | 497 | 674 | 2424192 | 480873 | 111251 | 14758 | 800154 | 240568 | 255045 |
|  | Firms with 50 to 99 employees................... | 143 | 316 | 1600899 | 358357 | 81325 | 9776 | 583742 | 192561 | 206534 |
|  | Firms with 100 employess or more. | 87 | 1814 | 28176756 | 3913929 | 1026792 | 94731 | 6875416 | 1833576 | 1882211 |
|  | Firms not operated for the entire year | 592 | 599 | 262618 | 41586 | 11697 | 1697 | 70631 | 11063 | 42377 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 13443 | 16929 | 221447412 | 17305512 | 4426859 | 317662 | 31216252 | 12835855 | 13983239 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42143 | Computer \& computer peripheral equipment \& software whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year .......................... Firms with less than 5 | 11211 | 14673 | 217826126 | 16947813 | 4344321 | 310827 | 30529499 | 12741427 | 13558253 |
|  | employees............... | 5161 | 5190 | 6586246 | 436496 | 92993 | 11134 | 859778 | 245206 | 251912 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2373 | 2451 | 7802166 | 632775 | 135751 | 15805 | 1173761 | 323552 | 345408 |
|  | employees. | 1751 | 1911 | 11938612 | 989509 | 216919 | 23324 | 1788051 | 584585 | 620120 |
|  | Firms with 20 to 49 employees. | 1234 | 1639 | 20154981 | 1724052 | 387441 | 37088 | 3105209 | 1149356 | 1215985 |
|  | Firms with 50 to 99 employees. | 364 | 616 | 13991413 | 1191571 | 275537 | 24631 | 2069024 | 753773 | 817278 |
|  | Firms with 100 employess or more. | 328 | 2866 | 157352708 | 11973410 | 3235680 | 198845 | 21533676 | 9684955 | 10307550 |
|  | Firms not operated for the entire year | 2232 | 2256 | 3621286 | 357699 | 82538 | 6835 | 686753 | 94428 | 424986 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 13443 | 16929 | 221447412 | 17305512 | 4426859 | 317662 | 31216252 | 12835855 | 13983239 |
|  | Firms operated for the entire year ........................... | 11211 | 14673 | 217826126 | 16947813 | 4344321 | 310827 | 30529499 | 12741427 | 13558253 |
|  | Firms with less than 5 employees. | 5161 | 5190 | 6586246 | 436496 | 92993 | 11134 | 859778 | 245206 | 251912 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2373 | 2451 | 7802166 | 632775 | 135751 | 15805 | 1173761 | 323552 | 345408 |
|  | employees. | 1751 | 1911 | 11938612 | 989509 | 216919 | 23324 | 1788051 | 584585 | 620120 |
|  | Firms with 20 to 49 employees. | 1234 | 1639 | 20154981 | 1724052 | 387441 | 37088 | 3105209 | 1149356 | 1215985 |
|  | Firms with 50 to 99 employees.................. | 364 | 616 | 13991413 | 1191571 | 275537 | 24631 | 2069024 | 753773 | 817278 |
|  | Firms with 100 employess or more. | 328 | 2866 | 157352708 | 11973410 | 3235680 | 198845 | 21533676 | 9684955 | 10307550 |
|  | Firms not operated for the entire year $\qquad$ | 2232 | 2256 | 3621286 | 357699 | 82538 | 6835 | 686753 | 94428 | 424986 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 10959 | 14080 | 209760805 | 15450012 | 3995317 | 282335 | 27843140 | 12344695 | 13428595 |
|  | Firms operated for the entire year | 9173 | 12273 | 206426621 | 15145586 | 3925128 | 276689 | 27258224 | 12253073 | 13036430 |
|  | Firms with less than 5 employees | 4118 | 4144 | 5867628 | 335415 | 71192 | 8931 |  | 228907 | 234653 |
|  | Firms with 5 to 9 employees .. | 1978 | 2036 | $6973156$ | 509224 | 109891 | 13178 | 952003 | 306699 | 325841 |
|  | employees. | 1471 | 1592 | 10860409 | 810139 | 176597 | 19594 | 1477242 | 553842 | 588501 |
|  | Firms with 20 to 49 employees. | 1039 | 1344 | 18256480 | 1385915 | 312290 | 31004 | 2520423 | 1086302 | 1129350 |
|  | Firms with 50 to 99 employees. | 297 | 489 | 12668049 | 936614 | 214252 | 20231 | 1648552 | 714931 | 777732 |
|  | Firms with 100 employess or more. $\qquad$ | 270 | 2668 | 151800899 | 11168279 | 3040906 | 183751 | 19991622 | 9362392 | 9980353 |
|  | Firms not operated for the entire year $\qquad$ | 1786 | 1807 | 3334184 | 304426 | 70189 | 5646 | 584916 | 91622 | 392165 |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 4700 | 5657 | 115317362 | 4275564 | 1035136 | 91857 | 9030685 | 8708957 | 9594264 |
|  | Firms operated for the entire year ........................ Firms with less than 5 | 3906 | 4846 | 113352308 | 4148170 | 1006648 | 89208 | 8760185 | 8637309 | 9336758 |
|  | employees.............. | 1761 | 1777 | 3693381 | 146356 | 31213 | 3838 | 311563 | 134228 | 139601 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 809 | 843 | 3887453 | 197305 | 43502 | 5383 | 399610 | 154953 | 173871 |
|  | employees. <br> Firms with 20 to 49 | 614 | 673 | 6986679 | 325411 | 70958 | 8239 | 654025 | 332940 | 369332 |
|  | employees | 459 | 562 | 11329327 | 578711 | 133379 | 13762 | 1186100 | 709251 | 746945 |
|  | Firms with 50 to 99 employees | 129 | 202 | 7146308 | 356828 | 83426 | 8860 | 694871 | 412984 | 459475 |
|  | Firms with 100 employess or more. | 134 | 789 | 80309160 | 2543559 | 644170 | 49126 | 5514016 | 6892953 | 7447534 |
|  | Firms not operated for the entire year | 794 | 811 | 1965054 | 127394 | 28488 | 2649 | 270500 | 71648 | 257506 |

[^271]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |  |
|  | All firms | 6314 | 8423 | 94443443 | 11174448 | 2960181 | 190478 | 18812455 | 3635738 | 3834331 |
|  | Firms operated for the entire year | 5317 | 7421 | 93057106 | 10994576 | 2918121 | 187463 | 18491505 | 3615494 | 3697471 |
|  | Firms with less than 5 employees. | 2367 | 2380 | 2213972 | 191531 | 40520 | 5122 | 362068 | 96722 | 97225 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1183 | 1221 | 3177353 | 316403 | 67618 | 7890 | 560664 | 154737 | 154986 |
|  | Firms with 10 to 19 employees. | 861 | 921 | 4110377 | 489283 | 106678 | 11424 | 832092 | 225906 | 224894 |
|  | Firms with 20 to 49 employees. | 589 | 777 | 7190092 | 820793 | 182133 | 17475 | 1356978 | 397003 | 403146 |
|  | employees. | 172 | 322 | 5821734 | 612510 | 138862 | 11744 | 1004357 | 302969 | 315231 |
|  | Firms with 100 employess or more. | 145 | 1800 | 70543578 | 8564056 | 2382310 | 133808 | 14375346 | 2438157 | 2501989 |
|  | Firms not operated for the entire year $\qquad$ | 997 | 1002 | 1386337 | 179872 | 42060 | 3015 | 320950 | 20244 | 136860 |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2516 | 2849 | 11686607 | 1855500 | 431542 | 35327 | 3373112 | 491160 | 554644 |
|  | Firms operated for the entire year | 2069 | 2398 | 11399226 | 1802208 | 419174 | 34136 | 3271237 | 488354 | 521823 |
|  | Firms with less than 5 employees | 1052 | 1059 | 731304 | 102542 | 22180 | 2220 | 194057 | 16717 | 17645 |
|  | Firms with 5 to 9 employees .. | 396 | 412 | 841135 | 124333 | 26169 | 2639 | 222872 | 16853 | 19567 |
|  | Firms with 10 to 19 employees. | 288 | 331 | 1182440 | 187473 | 41857 | 3855 | 325031 | 32379 | 33478 |
|  | Firms with employees........ | 206 | 314 | 1995980 | 361251 | 78645 | 6340 | 628808 | 80147 | 104259 |
|  | Firms with 50 to 99 employees. | 69 | 132 | 1403009 | 269452 | 64208 | 4497 | 455790 | 35195 | 33659 |
|  | Firms with 100 employess or more. $\qquad$ | 58 | 150 | 5245358 | 757157 | 186115 | 14585 | 1444679 | 307063 | 313215 |
|  | Firms not operated for the entire year $\qquad$ | 447 | 451 | 287381 | 53292 | 12368 | 1191 | 101875 | 2806 | 32821 |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5016 | r5 380 | r15 914735 | r1754 684 | '402 801 | r52 186 | 3381852 | 1197539 | 1291756 |
|  | Firms operated for the entire year | 4457 | 4813 | 15557883 | 1722910 | 395239 | 50999 | 3318582 | 1189117 | 1251761 |
|  | Firms with less than 5 employees. |  | 2109 | 1855302 | 134593 | 29656 | 4668 | 298856 | 80048 | 82219 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1054 | 1073 | 2402712 | 218420 | 48510 | 6958 | 436299 | 122074 | 130372 |
|  | Firms with 10 to 19 employees. | 730 | 781 | 2693290 | 317013 | 72195 | 9729 | 612926 | 207043 | 211191 |
|  | Firms with 20 to 49 employees. | 413 | 500 | 3004687 | 417767 | 94626 | 11961 | 776495 | 303272 | 327099 |
|  | Firms with 50 to 99 employees. | 107 | 182 | 2033967 | 270387 | 65629 | 7168 | 497173 | 209138 | 219958 |
|  | Firms with 100 employess or more. | 52 | 168 | 3567925 | 364730 | 84623 | 10515 | 696833 | 267542 | 280922 |
|  | Firms not operated for the entire year $\qquad$ | 559 | 567 | 356852 | 31774 | 7562 | 1187 | 63270 | 8422 | 39995 |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5016 | r5 380 | r15 914735 | r1754 684 | '402 801 | '52 186 | 3381852 | 1197539 | 1291756 |
|  | Firms operated for the entire year | 4457 | 4813 | 15557883 | 1722910 | 395239 | 50999 | 3318582 | 1189117 | 1251761 |
|  | Firms with less than 5 employees. |  |  |  |  |  |  | $298856$ |  |  |
|  | Firms with 5 to 9 employees .. | 1054 | 1073 | 2402712 | 218420 | 48510 | 6958 | 436299 | 122074 | 130372 |
|  | Firms with 10 to 19 employees. | 730 | 781 | 2693290 | 317013 | 72195 | 9729 | 612926 | 207043 | 211191 |
|  | Firms with 20 to 49 employees. | 413 | 500 | 3004687 | 417767 | 94626 | 11961 | 776495 | 303272 | 327099 |
|  | Firms with 50 to 99 employees. | 107 | 182 | 2033967 | 270387 | 65629 | 7168 | 497173 | 209138 | 219958 |
|  | Firms with 100 employess or more. | 52 | 168 | 3567925 | 364730 | 84623 | 10515 | 696833 | 267542 | 280922 |
|  | Firms not operated for the entire year | 559 | 567 | 356852 | 31774 | 7562 | 1187 | 63270 | 8422 | 39995 |

[^272]Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payyoll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7466 | 8721 | 54484063 | 5125079 | 1243720 | 106502 | 10645826 | 4681500 | 5232071 |
|  | Firms operated for the entire year | 6280 | 7523 | 53178779 | 5005420 | 1215206 | 103438 | 10394623 | 4642289 | 5060550 |
|  | Firms with less than 5 employees. | 3638 | 3651 | 3449748 | 308263 | 67291 | 7273 | 646308 | 142515 | 149908 |
|  | Firms with 5 to 9 employees .. | 1157 | 1175 | 2531330 | 310425 | 67667 | 7574 | 625520 | 173724 | 183041 |
|  | Firms with 10 to 19 employees. | 722 | 785 | 3362646 | 424269 | 95916 | 9701 | 793440 | 238378 | 261820 |
|  | Firms with 20 to 49 employees. | 458 | 607 | 4169930 | 555948 | 127971 | 13548 | 1058525 | 419374 | 461560 |
|  | Firms with 50 to 99 employees | 155 | 224 | 3142994 | 448749 | 109916 | 10601 | 911498 | 395786 | 422579 |
|  | Firms with 100 employess or more. $\qquad$ | 150 | 1081 | 36522131 | 2957766 | 746445 | 54741 | 6359332 | 3272512 | 3581642 |
|  | Firms not operated for the entire year $\qquad$ | 1186 | 1198 | 1305284 | 119659 | 28514 | 3064 | 251203 | 39211 | 171521 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 811 | 1061 | 4307648 | 621086 | 143089 | 15070 | 1205801 | 478501 | 517827 |
|  | Firms operated for the entire year | 717 | 967 | 4284608 | 618040 | 142296 | 14962 | 1199406 | 477710 | 512870 |
|  | Firms with less than 5 employees. | 389 | 389 | 235052 | 25212 | 5404 | 814 | 54609 | 17376 | 17612 |
|  | Firms with 5 to 9 employees .. | 145 | 146 | 243806 | 31470 | 6969 | 969 | 67310 | 24964 | 26006 |
|  | Firms with 10 to 19 employees. | 88 | 90 | 253173 | 39622 | 9111 | 1158 | 81315 | 39747 | 38924 |
|  | Firms with 20 to 49 employees. | 53 | 64 | 462869 | 60713 | 14081 | 1469 | 122278 | 39972 | 43950 |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees............... | 19 | 36 | 391079 | 60730 | 14658 | 1451 | 132119 | 60271 | 61730 |
|  | more.................. | 23 | 242 | 2698629 | 400293 | 92073 | 9101 | 741775 | 295380 | 324648 |
|  | Firms not operated for the entire year | 94 | 94 | 23040 | 3046 | 793 | 108 | 6395 | 791 | 4957 |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1545 | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |
|  | Firms operated for the entire year | 1364 | 1600 | 6740928 | 855221 | 203508 | 27811 | 1884298 | 752416 | 801979 |
|  | Firms with less than 5 employees | 648 | 649 | $570840$ | 43115 | 9183 | 1284 | 107545 | 32544 | 35653 |
|  | Firms with 5 to 9 employees .. | 240 | 240 | 372154 | 46164 | 11069 | 1579 | 98989 | 43054 | 46467 |
|  | employees................ | 197 | 218 | 643518 | 86530 | 19184 | 2663 | 181887 | 86714 | 90360 |
|  | Firms with 20 to 49 employees. | 157 | 179 | 1113652 | 154278 | 33182 | 4858 | 324549 | 130937 | 141450 |
|  | Firms with 50 to 99 employees. | 67 | 90 | 842973 | 139234 | 31994 | 4483 | 293709 | 117267 | 120544 |
|  | Firms with 100 employess or more. | 55 | 224 | 3197791 | 385900 | 98896 | 12944 | 877619 | 341900 | 367505 |
|  | Firms not operated for the entire year | 181 | 181 | 124337 | 12587 | 3023 | 449 | 27965 | 5494 | 26710 |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1545 | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |
|  | Firms operated for the entire year | 1364 | 1600 | 6740928 | 855221 | 203508 | 27811 | 1884298 | 752416 | 801979 |
|  | Firms with less than 5 employees. | 648 | 649 | 570840 | 43115 | 9183 | 1284 | 107545 | 32544 | 35653 |
|  | Firms with 5 to 9 employees .. | 240 | 240 | 372154 | 46164 | 11069 | 1579 | 98989 | 43054 | 46467 |
|  | Firms with 10 to 19 employees. | 197 | 218 | 643518 | 86530 | 19184 | 2663 | 181887 | 86714 | 90360 |
|  | Firms with 20 to 49 employees. | 157 | 179 | 1113652 | 154278 | 33182 | 4858 | 324549 | 130937 | 141450 |
|  | Firms with 50 to 99 employees. | 67 | 90 | 842973 | 139234 | 31994 | 4483 | 293709 | 117267 | 120544 |
|  | Firms with 100 employess or more. | 55 | 224 | 3197791 | 385900 | 98896 | 12944 | 877619 | 341900 | 367505 |
|  | Firms not operated for the entire year | 181 | 181 | 124337 | 12587 | 3023 | 449 | 27965 | 5494 | 26710 |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 2447 | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42149 | Other professional equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 2203 | 2535 | 10931344 | 1246683 | 293560 | 30993 | 2635568 | 1162588 | 1207301 |
|  | Firms with less than 5 employees. | 1070 | 1077 | 887572 | 77345 | 17170 | 2300 | 164413 | 50996 | 53545 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 507 | 531 | 960809 | 122274 | 27866 | 3342 | 245294 | 74005 | 79114 |
|  | Firms with 10 to 19 employees. | 332 | 381 | 1235911 | 163720 | 37615 | 4471 | 316404 | 121428 | 121313 |
|  | Firms with 20 to 49 employees | 182 | 254 | 1598063 | 208328 | 49160 | 5517 | 417892 | 159083 | 176784 |
|  | Firms with 50 to 99 employees. | 67 | 107 | 1173471 | 179055 | 41914 | 4480 | 354336 | 134910 | 153724 |
|  | Firms with 100 employess or more. | 45 | 185 | 5075518 | 495961 | 119835 | 10883 | 1137229 | 622166 | 622821 |
|  | Firms not operated for the entire year | 244 | 246 | 107434 | 20644 | 8168 | 864 | 39641 | 14603 | 24169 |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2447 | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  | Firms operated for the entire year | 2203 | 2535 | 10931344 | 1246683 | 293560 | 30993 | 2635568 | 1162588 | 1207301 |
|  | employees................ | 1070 | 1077 | 887572 | 77345 | 17170 | 2300 | 164413 | 50996 | 53545 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 507 | 531 | 960809 | 122274 | 27866 | 3342 | 245294 | 74005 | 79114 |
|  | employees. | 332 | 381 | 1235911 | 163720 | 37615 | 4471 | 316404 | 121428 | 121313 |
|  | Firms with 20 to 49 employees | 182 | 254 | 1598063 | 208328 | 49160 | 5517 | 417892 | 159083 | 176784 |
|  | Firms with 50 to 99 employees.................. | 67 | 107 | 1173471 | 179055 | 41914 | 4480 | 354336 | 134910 | 153724 |
|  | Firms with 100 employess or more. | 45 | 185 | 5075518 | 495961 | 119835 | 10883 | 1137229 | 622166 | 622821 |
|  | Firms not operated for the entire year $\qquad$ | 244 | 246 | 107434 | 20644 | 8168 | 864 | 39641 | 14603 | 24169 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 435 | 456 | 1495661 | 175321 | 39860 | 5811 | 383381 | 147111 | 164528 |
|  | Firms operated for the entire year | 398 | 419 | 1485179 | 174018 | 39702 | 5768 | 380620 | 146600 | 161189 |
|  | Firms with less than 5 employees. | 203 | 203 | 136906 | 11695 | 2568 | 428 | 26402 | 8543 | 9043 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 71 | 72 | 130835 | 15837 | 3843 | 466 | 33855 | 10761 | 11166 |
|  | employees | 67 | 72 | 211861 | 28150 | 7500 | 955 | 58647 | 21876 | 22050 |
|  | Firms with 20 to 49 employees. | 37 | 40 | 266448 | 31474 | 6903 | 1147 | 69487 | 33268 | 37512 |
|  | Firms with 50 to 99 employees. | 8 | 10 | 139059 | 16452 | 3703 | 543 | 44602 | 13880 | 15139 |
|  | Firms with 100 employess or more. | 12 | 22 | 600070 | 70410 | 15185 | 2229 | 147627 | 58272 | 66279 |
|  | Firms not operated for the entire year | 37 | 37 | 10482 | 1303 | 158 | 43 | 2761 | 511 | 3339 |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 2015 | 2325 | 9543117 | 1092006 | 261868 | 26046 | 2291828 | 1030080 | 1066942 |
|  | Firms operated for the entire year. | 1808 | 2116 | 9446165 | 1072665 | 253858 | 25225 | 2254948 | 1015988 | 1046112 |
|  | Firms with less than 5 employees. | 867 | 874 | 750666 | 65650 | 14602 | 1872 | 138011 | 42453 | 44502 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 436 | 459 | 829974 | 106437 | 24023 | 2876 | 211439 | 63244 | 67948 |
|  | employees | 266 | 310 | 1028162 | 135942 | 30202 | 3528 | 259218 | 100054 | 99781 |
|  | Firms with 20 to 49 employees. | 146 | 215 | 1344036 | 178266 | 42607 | 4408 | 351647 | 125815 | 139272 |
|  | Firms with 50 to 99 employees. | 61 | 98 | 1075444 | 167770 | 39355 | 4069 | 319638 | 126654 | 143892 |
|  | Firms with 100 employess or more. $\qquad$ | 32 | 160 | 4417883 | 418600 | 103069 | 8472 | 974995 | 557768 | 550717 |
|  | Firms not operated for the entire year | 207 | 209 | 96952 | 19341 | 8010 | 821 | 36880 | 14092 | 20830 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




[^273]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms | 4648 | 6412 | 69014037 | 4683412 | 1078180 | 123914 | 9551100 | 10372132 | 10921109 |
|  | Firms operated for the entire |  |  |  |  |  |  |  |  |  |
|  | year <br> Firms with less than 5 | 4319 | 6053 | 68527870 | 4645647 | 1068898 | 122618 | 9474878 | 10333859 | 10775469 |
|  | Firms with less than 5 employees. | 1238 | 1245 | 1946904 | 119693 | 24368 | 3036 | 260776 | 217895 | 226035 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 960 | 979 | 3226061 | 253938 | 54572 | 6558 | 500959 | 390062 | 443136 |
|  | Firms with 10 to 19 employees. | 893 | 959 | 6232300 | 457262 | 98064 | 12106 | 912320 | 872232 | 916775 |
|  | Firms with 20 to 49 employees. | 745 | 984 | 10778374 | 873183 | 195365 | 22780 | 1690911 | 1602951 | 1689594 |
|  | Firms with 50 to 99 employees. | 282 | 568 | 11524800 | 727776 | 170666 | 19090 | 1490905 | 1513634 | 1582048 |
|  | Firms with 100 employess or more. | 201 | 1318 | 34819431 | 2213795 | 525863 | 59048 | 4619007 | 5737085 | 5917881 |
|  | Firms not operated for the entire year | 329 | 359 | 486167 | 37765 | 9282 | 1296 | 76222 | 38273 | 145640 |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2701 | 3025 | 37482169 | 654689 | 150830 | 15020 | 1306287 | - | - |
|  | Firms operated for the entire year | 2371 | 2695 | 36824497 | 635869 | 147466 | 14600 | 1266532 | - | - |
|  | Firms with less than 5 employees. | 1707 | 1721 | 5844871 | 156492 | 34569 | 3313 | 305850 | _ | _ |
|  | Firms with 5 to 9 employees <br> Firms with 10 to 19 | 374 | 402 | 4047841 | 115009 | 24854 | 2359 | 216629 | - | - |
|  | employees............... | 169 | 207 | 3631539 | 88453 | 20373 | 2163 | 175377 | - | - |
|  | Firms with ${ }^{\text {employees. . }}$. . . . . . | 86 | 140 | 4489710 | 92899 | 21635 | 2455 | 197451 | - | - |
|  | Firms with 50 to 99 employees. | 18 | 84 | 5723536 | 50380 | 13931 |  | 94222 | - |  |
|  | Firms with 100 employess or |  |  | 5723536 |  | 13931 | 1128 | 94222 |  | - |
|  | more.. | 17 | 141 | 13087000 | 132636 | 32104 | 3182 | 277003 | - | - |
|  | Firms not operated for the entire year | 330 | 330 | 657672 | 18820 | 3364 | 420 | 39755 | - | - |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms | 1972 | 2390 | 29199357 | 1299498 | 306400 | 30016 | 2675237 | 2749138 | 3004848 |
|  | Firms operated for the entire year | 1779 | 2196 | 28893674 | 1284424 | 301858 | 29494 | 2643011 | 2681342 | 2986180 |
|  | Firms with less than 5 employees. |  | 899 | $2594570$ | 81390 |  | 1920 | 166616 |  |  |
|  | Firms with 5 to 9 employees .. | 390 | 402 | 2575298 | 97955 | 21547 | 2599 | 204190 | 199551 | 207852 |
|  | Firms with 10 to 19 employees. | 231 | 254 | 3150467 | 118261 | 27079 | 3062 | 244116 | 266052 | 315895 |
|  | Firms with 20 to 49 employees. | 156 | 216 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 55 | 142 | 3405113 | 171051 | 37120 | 3775 | 371168 | 397800 | 433728 |
|  | Firms with 100 employess or more | 52 | 283 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 193 | 194 | 305683 | 15074 | 4542 | 522 | 32226 | 67796 | 18668 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1212 | 1556 | 22107893 | 1122138 | 260461 | 26446 | 2343182 | 2749138 | 3004848 |
|  | Firms operated for the entire year ............................ | 1125 | 1468 | 21954958 | 1111768 | 256564 | 26032 | 2320349 | 2681342 | 2986180 |
|  | Firms with less than 5 employees. | 409 | 411 | 1029418 | 38388 | 8115 | 973 | 81189 | 72316 | 73810 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 280 | 281 | 1462019 | 66909 | 14586 | 1901 | 147594 | 199935 | 208069 |
|  | Firms with 10 to 19 employees | 193 | 203 | 2323051 | 100815 | 22796 | 2552 | 213318 | 267204 | 317261 |
|  | Firms with 20 to 49 employees. | 139 | 193 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 54 | 132 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 50 | 248 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 87 | 88 | 152935 | 10370 | 3897 | 414 | 22833 | 67796 | 18668 |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 780 | 834 | 7091464 | 177360 | 45939 | 3570 | 332055 | - | - |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4215202 | Other mineral \& ore whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year-Con. <br> Firms with 20 to 49 employees | 22 | 34 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 11 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year | 30 | 30 | 24802 | 1708 | 427 | 21 | 3856 | 4 | 2549 |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 27648 | 38234 | 357691888 | 22524717 | 5483454 | 475766 | 43723893 | 19795782 | 21462916 |
|  | Firms operated for the entire year | 24330 | 34808 | 352279591 | 22122198 | 5384934 | 465831 | 42937063 | 19678733 | 20830932 |
|  | Firms with less than 5 employees. | 11616 | 11699 | 20410481 | 972157 | 211265 | 25512 | 1987407 | 585461 | 617359 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 5581 | 5859 | 25960152 | 1457234 | 322396 | 36565 | 2777712 | 928389 | 981015 |
|  | employees............... | 3675 | 4256 | 33065888 | 2103060 | 468942 | 49177 | 3918834 | 1449816 | 1536434 |
|  | Firms with 20 to 49 employees | 2298 | 3513 | 40661960 | 2910127 | 658782 | 67990 | 5490121 | 2560584 | 2675153 |
|  | Firms with 50 to 99 employees. | 661 | 1539 | 28300620 | 1893568 | 443855 | 45158 | 3840865 | 2284782 | 2486230 |
|  | Firms with 100 employess or more. | 499 | 7942 | 203880490 | 12786052 | 3279694 | 241429 | 24922124 | 11869701 | 12534741 |
|  | Firms not operated for the entire year | 3318 | 3426 | 5412297 | 402519 | 98520 | 9935 | 786830 | 117049 | 631984 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 9618 | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Firms operated for the entire year | 8604 | 12394 | 84597125 | 5935452 | 1408095 | 142371 | 10869527 | 5651620 | 5862867 |
|  | Firms with less than 5 employees. | 4115 | 4150 | 6905742 | 335693 | 73069 | 9032 | 652232 | 172223 | 176900 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2030 | 2130 | 8627077 | 525628 | 116067 | 13272 | 985928 | 300945 | 323821 |
|  | employees. | 1286 | 1487 | 10138905 | 696898 | 156293 | 17157 | 1264758 | 452689 | 475039 |
|  | Firms with 20 to 49 employees. | 812 | 1323 | 12777097 | 1009194 | 232520 | 23994 | 1849272 | 848586 | 890987 |
|  | Firms with 50 to 99 employees. | 211 | 507 | 9509252 | 598871 | 140695 | 14556 | 1229263 | 709884 | 768064 |
|  | Firms with 100 employess or more. | 150 | 2797 | 36639052 | 2769168 | 689451 | 64360 | 4888074 | 3167293 | 3228056 |
|  | Firms not operated for the entire year $\qquad$ | 1014 | 1037 | 1263894 | 92935 | 18572 | 2214 | 169011 | 24020 | 167109 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 9618 | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Firms operated for the entire year | 8604 | 12394 | 84597125 | 5935452 | 1408095 | 142371 | 10869527 | 5651620 | 5862867 |
|  | Firms with less than 5 employees. | 4115 | 4150 | 6905742 | 335693 | 73069 | 9032 | 652232 | 172223 | 176900 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2030 | 2130 | 8627077 | 525628 | 116067 | 13272 | 985928 | 300945 | 323821 |
|  | employees. <br> Firms with 20 to 49 | 1286 | 1487 | 10138905 | 696898 | 156293 | 17157 | 1264758 | 452689 | 475039 |
|  | employees. | 812 | 1323 | 12777097 | 1009194 | 232520 | 23994 | 1849272 | 848586 | 890987 |
|  | Firms with 50 to 99 employees. | 211 | 507 | 9509252 | 598871 | 140695 | 14556 | 1229263 | 709884 | 768064 |
|  | Firms with 100 employess or more. $\qquad$ | 150 | 2797 | 36639052 | 2769168 | 689451 | 64360 | 4888074 | 3167293 | 3228056 |
|  | Firms not operated for the entire year $\qquad$ | 1014 | 1037 | 1263894 | 92935 | 18572 | 2214 | 169011 | 24020 | 167109 |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3295 | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 2908 | 3507 | 53926864 | 2054925 | 476388 | 50249 | 6002359 | 3907057 | 4126214 |
|  | Firms with less than $5 \ldots \ldots . .$. | 1357 | 1363 | 2854881 | 104051 | 23206 | 3042 | 245666 | 122144 | 128587 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 |  |  | 3599372 | 148365 | 34218 | 4352 | 328804 | 198331 | 212928 |
|  | employees............... Firms with 20 to 49 | 445 | 492 | 3837836 | 220209 | 49001 | 5885 | 486449 | 313389 | 329781 |
|  | employees. | 289 | 423 | 5797081 | 313808 | 73877 | 8704 | 761315 | 553583 | 574617 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42162 | Electrical appliance, television \& radio set whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year-Con. <br> Firms with 50 to 99 employees................... . Firms with 100 employess or more. $\qquad$ | 94 63 | 198 354 | 4669113 33168581 | 248430 1020062 | 59403 236683 | 6341 21925 | 640971 3539154 | 558565 2161045 | 599197 2281104 |
|  | Firms not operated for the entire year $\qquad$ | 387 | 388 | 757083 | 24822 | 4624 | 673 | 71361 | 46197 | 139380 |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 3295 | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Firms operated for the entire year ............................ Firms with less than 5 | 2908 | 3507 | 53926864 | 2054925 | 476388 | 50249 | 6002359 | 3907057 | 4126214 |
|  | employees................ | 1357 | 1363 | 2854881 | 104051 | 23206 | 3042 | 245666 | 122144 | 128587 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 660 | 677 | 3599372 | 148365 | 34218 | 4352 | 328804 | 198331 | 212928 |
|  | employees. $\qquad$ <br> Firms with 20 to 49 | 445 | 492 | 3837836 | 220209 | 49001 | 5885 | 486449 | 313389 | 329781 |
|  | employees............ | 289 | 423 | 5797081 | 313808 | 73877 | 8704 | 761315 | 553583 | 574617 |
|  | employees. | 94 | 198 | 4669113 | 248430 | 59403 | 6341 | 640971 | 558565 | 599197 |
|  | Firms with 100 employess or more. | 63 | 354 | 33168581 | 1020062 | 236683 | 21925 | 3539154 | 2161045 | 2281104 |
|  | Firms not operated for the entire year $\qquad$ | 387 | 388 | 757083 | 24822 | 4624 | 673 | 71361 | 46197 | 139380 |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 14890 | 20908 | 217146922 | 14416583 | 3575775 | 280259 | 26611635 | 10166888 | 11167346 |
|  | Firms operated for the entire year . ............................ Firms with less than 5 | 12960 | 18891 | 213681651 | 14123541 | 3498983 | 273096 | 26052052 | 10119551 | 10835926 |
|  | employees............... | 6180 | 6226 | 10765046 | 537182 | 116144 | 13518 | 1098222 | 295606 | 315910 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2923 | 3085 | 13886630 | 790902 | 173889 | 19158 | 1478581 | 440371 | 455704 |
|  | employees................ | 1966 | 2305 | 19173655 | 1196900 | 266472 | 26435 | 2188013 | 694875 | 742650 |
|  | Firms with 20 to 49 employees. | 1225 | 1886 | 24207135 | 1636412 | 364940 | 36170 | 2977736 | 1219895 | 1275408 |
|  | employees. | 365 | 775 | 14319026 | 1081033 | 251860 | 24922 | 2073494 | 1106931 | 1201717 |
|  | more | 301 | 4614 | 131330159 | 8881112 | 2325678 | 152893 | 16236006 | 6361873 | 6844537 |
|  | Firms not operated for the entire year | 1930 | 2017 | 3465271 | 293042 | 76792 | 7163 | 559583 | 47337 | 331420 |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 14890 | 20908 | 217146922 | 14416583 | 3575775 | 280259 | 26611635 | 10166888 | 11167346 |
|  | Firms operated for the entire year . ............................ Firms with less than 5 | 12960 | 18891 | 213681651 | 14123541 | 3498983 | 273096 | 26052052 | 10119551 | 10835926 |
|  | employees............... | 6180 | 6226 | 10765046 | 537182 | 116144 | 13518 | 1098222 | 295606 | 315910 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2923 | 3085 | 13886630 | 790902 | 173889 | 19158 | 1478581 | 440371 | 455704 |
|  | employees. | 1966 | 2305 | 19173655 | 1196900 | 266472 | 26435 | 2188013 | 694875 | 742650 |
|  | Firms with 20 to 49 employees. | 1225 | 1886 | 24207135 | 1636412 | 364940 | 36170 | 2977736 | 1219895 | 1275408 |
|  | Firms with 50 to 99 employees. <br> Firms with 100 <br> employess or | 365 | 775 | 14319026 | 1081033 | 251860 | 24922 | 2073494 | 1106931 | 1201717 |
|  | more | 301 | 4614 | 131330159 | 8881112 | 2325678 | 152893 | 16236006 | 6361873 | 6844537 |
|  | Firms not operated for the entire year $\qquad$ | 1930 | 2017 | 3465271 | 293042 | 76792 | 7163 | 559583 | 47337 | 331420 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5935 | 9180 | 88413555 | 8091469 | 2116989 | 152279 | 14076505 | 3692360 | 4129201 |
|  | Firms operated for the entire year . . . . . . . . . . . . . . . . . . . . . . . Firms with less than 5 | 5125 | 8319 | 87005835 | 7898385 | 2062136 | 147697 | 13716713 | 3683257 | 4037363 |
|  | employees.............. | 2224 | 2236 | 2493370 | 177197 | 37118 | 4933 | 372728 | 79481 | 85880 138181 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1204 | 1241 | 2896900 | 292705 | 63910 | 7999 | 544277 |  | 138181 |
|  | employees. $\qquad$ <br> Firms with 20 to 49 | 849 | 941 | 3723668 | 459676 | 102354 | 11463 | 833821 | 235157 | 249229 |
|  | employees. <br> Firms with 50 to 99 | 549 | 781 | 5210308 | 678702 | 156544 | 16278 | 1199623 | 388011 | 408593 |
|  | employees. |  | 312 | 4438200 | 490062 | 111484 | 11426 | 965475 | 318485 | 380668 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



|  |  |
| :--- | :--- |
| NAICS <br> code | Employment sizes of firms by <br> type of operation and kind of <br> business |
| 42 | WHOLESALE TRADE- <br> Con. <br> Wholesale trade, durable <br> goods-Con. |

4216901 Communications equipment
\& supplies whsle-Con.
Firms operated for the entire

| year-Con. <br> Firms with 100 employess or more. |
| :---: |
| Firms not operated for the entire year |

4216902
Electronic parts (excluding
communications

| communications equipment) whsle |
| :---: |
| All firms |
| Firms operated for the entire year .......................... Firms with less than 5 |



|  | Paid <br> employees <br> for pay <br> period |
| ---: | ---: |
| quarter |  |
| payroll |  |
| including |  |
| March 12 |  |
| (number) |  |$|$


| $\begin{aligned} & \text { ual } \\ & \text { roll } \\ & 00 \text { ) } \end{aligned}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |

$\qquad$ inventories
$(\$ 1,000)$

4217 Hardware, \& plumbing \& Heating equipment \& heating equipme
supplies whsle All firms ...............

## Firms operated for the entire

 year .....................Firms with less than 5 employees. . Firms with 5 to 9 employe..... Firms with 10 to 19 firms with 20 to 49 employees.. Firms with 50 to 99 employees employees.................
Firms with 100 employess or
more...........................
Firms not operated for the entire
42171


See footnotes at end of table.
$136 \quad 2808 \quad 68243389$


Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 998 | 1572 | 5135271 | 517245 | 117995 | 13131 | 944490 | 604630 | 608778 |
|  | Firms operated for the entire year ........................... | 907 | 1481 | 5059735 | 502394 | 117099 | 12967 | 920479 | 603864 | 601533 |
|  | Firms with less than 5 employees. | 398 | 399 | 471009 | 29638 | 6396 | 932 | 58813 | 19277 | 19738 |
|  | Firms with 5 to 9 employees .. | 206 | 216 | 570490 | 50103 | 11351 | 1373 | 96787 | 44961 | 45920 |
|  | employees. | 146 | 177 | 534377 | 72017 | 16106 | 1981 | 131166 | 69011 | 71179 |
|  | employees....... | 110 | 268 | 1545056 | 126580 | 29485 | 3365 | 244386 | 187302 | 190735 |
|  | employees....... | 37 | 149 | 658961 | 88445 | 20460 | 2489 | 167579 | 130220 | 126321 |
|  | Firms with 100 employess or more. | 10 | 272 | 1279842 | 135611 | 33301 | 2827 | 221748 | 153093 | 147640 |
|  | Firms not operated for the entire year | 91 | 91 | 75536 | 14851 | 896 | 164 | 24011 | 766 | 7245 |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 998 | 1572 | 5135271 | 517245 | 117995 | 13131 | 944490 | 604630 | 608778 |
|  | Firms operated for the entire year | 907 | 1481 | 5059735 | 502394 | 117099 | 12967 | 920479 | 603864 | 601533 |
|  | Firms with less than 5 employees. | 398 | 399 | 471009 | 29638 | 6396 | 932 | 58813 | 19277 | 19738 |
|  | Firms with 5 to 9 employees .. | 206 | 216 | 570490 | 50103 | 11351 | 1373 | 96787 | 44961 | 45920 |
|  | employees | 146 | 177 | 534377 | 72017 | 16106 | 1981 | 131166 | 69011 | 71179 |
|  | employees....... | 110 | 268 | 1545056 | 126580 | 29485 | 3365 | 244386 | 187302 | 190735 |
|  | Firms with 50 to 99 employees. | 37 | 149 | 658961 | 88445 | 20460 | 2489 | 167579 | 130220 | 126321 |
|  | Firms with 100 employess or more. | 10 | 272 | 1279842 | 135611 | 33301 | 2827 | 221748 | 153093 | 147640 |
|  | Firms not operated for the entire year | 91 | 91 | 75536 | 14851 | 896 | 164 | 24011 | 766 | 7245 |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 60340 | 76643 | 328968331 | 29401798 | 6772121 | 772550 | 55393646 | 43404221 | 46905904 |
|  | Firms operated for the entire year | 54092 | 70335 | 324719121 | 29017868 | 6690976 | 760117 | 54634923 | 43242907 | 46024926 |
|  | Firms with less than 5 employees. | 24888 | 24985 | 26501196 | 1871011 | 405630 | 54495 | 3890164 | 1549322 | 1614184 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 12351 | 12711 | 29828788 | 2816932 | 621313 | 82002 | 5495872 | 2781864 | 2955766 |
|  | employees....... | 8842 | 9934 | 39455394 | 4269575 | 952421 | 119229 | 7979058 | 5526150 | 5893658 |
|  | Firms with 20 to 49 employees. | 5646 | 8721 | 59246782 | 6322209 | 1442233 | 165723 | 11470625 | 8930481 | 9553907 |
|  | Firms with 50 to 99 employees. | 1452 | 4246 | 35674303 | 3815069 | 880405 | 98510 | 6925715 | 5955571 | 6361063 |
|  | Firms with 100 employess or more. | 913 | 9738 | 134012658 | 9923072 | 2388974 | 240158 | 18873489 | 18499519 | 19646348 |
|  | Firms not operated for the entire year | 6248 | 6308 | 4249210 | 383930 | 81145 | 12433 | 758723 | 161314 | 880978 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3740 | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |
|  | Firms operated for the entire year | 3339 | 4916 | 44419767 | 3582320 | 858682 | 87051 | 6635421 | 11157756 | 12045970 |
|  | Firms with less than 5 employees. | 1346 | 1346 | 1434759 | 100947 | 21644 | 2943 | 225729 | 180852 | 188718 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 651 | 670 | 1813025 | 144418 | 31694 | 4280 | 295380 | 257357 | 284513 |
|  | Firms with 10 to 19 employees. | 590 | 687 | 2815469 | 297458 | 65709 | 8054 | 594235 | 592259 | 636084 |
|  | Firms with 20 to 49 employees. | 425 | 653 | 4605589 | 498522 | 113699 | 12925 | 969987 | 1245492 | 1352729 |
|  | Firms with 50 to 99 employees. | 161 | 460 | 4781928 | 455600 | 106786 | 11063 | 876853 | 1313676 | 1455298 |
|  | Firms with 100 employess or more. | 166 | 1100 | 28968997 | 2085375 | 519150 | 47786 | 3673237 | 7568120 | 8128628 |
|  | Firms not operated for the entire year | 401 | 405 | 306222 | 22324 | 3737 | 560 | 47919 | 9168 | 94681 |

[^274]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3740 | 5321 | 44725989 | 3604644 | 862419 | 87611 | 6683340 | 11166924 | 12140651 |
|  | Firms operated for the entire year | 3339 | 4916 | 44419767 | 3582320 | 858682 | 87051 | 6635421 | 11157756 | 12045970 |
|  | Firms with less than 5 employees. | 1346 | 1346 | 1434759 | 100947 | 21644 | 2943 | 225729 | 180852 | 188718 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 651 | 670 | 1813025 | 144418 | 31694 | 4280 | 295380 | 257357 | 284513 |
|  | employees............... | 590 | 687 | 2815469 | 297458 | 65709 | 8054 | 594235 | 592259 | 636084 |
|  | Firms with 20 to 49 employees. | 425 | 653 | 4605589 | 498522 | 113699 | 12925 | 969987 | 1245492 | 1352729 |
|  | employees. | 161 | 460 | 4781928 | 455600 | 106786 | 11063 | 876853 | 1313676 | 1455298 |
|  | Firms with 100 employess or more | 166 | 1100 | 28968997 | 2085375 | 519150 | 47786 | 3673237 | 7568120 | 8128628 |
|  | Firms not operated for the entire year | 401 | 405 | 306222 | 22324 | 3737 | 560 | 47919 | 9168 | 94681 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8518 | 9782 | 39713264 | 2860510 | 643779 | 101413 | 5578804 | 8510984 | 9247680 |
|  | Firms operated for the entire year | 7769 | 9028 | 39206930 | 2818058 | 633936 | 99579 | 5492192 | 8473343 | 9048510 |
|  | Firms with less than 5 employees. | 2691 | 2695 | 1832000 |  | 27624 | 6030 |  | 295794 |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1869 | 1885 | 3384912 | 291644 | 66124 | 12748 | 589164 | 754926 | 780854 |
|  | employees. | 1844 | 1983 | 7901963 | 663733 | 146937 | 25390 | 1252998 | 2056226 | 2197875 |
|  | Firms with 20 to 49 employees. | 1123 | 1571 | 11179240 | 959194 | 212972 | 31690 | 1747125 | 3010466 | 3281866 |
|  | employees. <br> Firms with 100 employess or | 185 | 524 | 4571860 | 379000 | 86748 | 12244 | 686628 | 1238703 | 1312397 |
|  | more...................... | 57 | 370 | 10336955 | 398138 | 93531 | 11477 | 925521 | 1117228 | 1167738 |
|  | Firms not operated for the entire year $\qquad$ | 749 | 754 | 506334 | 42452 | 9843 | 1834 | 86612 | 37641 | 199170 |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8518 | 9782 | 39713264 | 2860510 | 643779 | 101413 | 5578804 | 8510984 | 9247680 |
|  | Firms operated for the entire year | 7769 | 9028 | 39206930 | 2818058 | 633936 | 99579 | 5492192 | 8473343 | 9048510 |
|  | Firms with less than 5 employees. | 2691 | 2695 | 1832000 | 126349 | 27624 | 6030 | 290756 | 295794 | 307780 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1869 | 1885 | 3384912 | 291644 | 66124 | 12748 | 589164 | 754926 | 780854 |
|  | employees................ | 1844 | 1983 | 7901963 | 663733 | 146937 | 25390 | 1252998 | 2056226 | 2197875 |
|  | Firms with 20 to 49 employees. <br> Firms with 50 to 99 | 1123 | 1571 | 11179240 | 959194 | 212972 | 31690 | 1747125 | 3010466 | 3281866 |
|  | Firms with 50 to 99 employees. | 185 | 524 | 4571860 | 379000 | 86748 | 12244 | 686628 | 1238703 | 1312397 |
|  | more | 57 | 370 | 10336955 | 398138 | 93531 | 11477 | 925521 | 1117228 | 1167738 |
|  | Firms not operated for the entire year | 749 | 754 | 506334 | 42452 | 9843 | 1834 | 86612 | 37641 | 199170 |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms . . . | 6196 | 6931 | 21996353 | 1898402 | 427060 | 72177 | 3457808 | 6404218 | 6994668 |
|  | Firms operated for the entire year | 5696 | 6429 | 21637682 | 1869377 | 420021 | 70864 | 3400293 | 6363893 | 6839697 |
|  | Firms with less than 5 employees. | 1794 | 1795 | 925118 | 75693 | 16753 | 4107 | 173871 | 214469 | 220155 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1401 | 1407 | 2178047 | 207196 | 47271 | 9642 | 410473 | 595822 | 614474 |
|  | employees. <br> Firms with 20 to 49 | 1464 | 1535 | 6112610 | 518333 | 114401 | 20331 | 946622 | 1739664 | 1861476 |
|  | employees. <br> Firms with 50 to 99 | 890 | 1228 | 8657355 | 726946 | 162332 | 25061 | 1276250 | 2520045 | 2759440 |
|  | employees. | 122 | 319 | 2608040 | 231412 | 53166 | 7871 | 404968 | 876831 | 942778 |
|  | Firms with 100 employess or more. $\qquad$ | 25 | 145 | 1156512 | 109797 | 26098 | 3852 | 188109 | 417062 | 441374 |
|  | Firms not operated for the entire year $\qquad$ | 500 | 502 | 358671 | 29025 | 7039 | 1313 | 57515 | 40325 | 154971 |

[^275]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1236 | 1333 | 4273371 | 496582 | 115224 | 12098 | 906693 | 449556 | 482438 |
|  | Firms operated for the entire year. | 1123 | 1220 | 4160966 | 488405 | 112874 | 11814 | 891258 | 447865 | 472306 |
|  | Firms with less than 5 employees. | 556 | 558 | 627161 | 50750 | 10859 | 1219 | 103888 | 28166 | 29978 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 257 | 265 | 684704 | 66505 | 14552 | 1708 | 129303 | 45774 | 49066 |
|  | Firms with 10 to 19 employees. | 163 | 186 | 806352 | 88759 | 19982 | 2174 | 163727 | 65475 | 74387 |
|  | Firms with 20 to 49 employees. | 110 | 135 | 926810 | 133997 | 31220 | 3276 | 237555 | 128322 | 137403 |
|  | Firms with 50 to 99 employees. | 27 | 46 | 457433 | 66203 | 15371 | 1765 | 107960 | 65329 | 67095 |
|  | Firms with 100 employess or more. | 10 | 30 | 658506 | 82191 | 20890 | 1672 | 148825 | 114799 | 114377 |
|  | Firms not operated for the entire year $\qquad$ | 113 | 113 | 112405 | 8177 | 2350 | 284 | 15435 | 1691 | 10132 |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2981 | 3866 | 13016250 | 1637232 | 378722 | 40348 | 2960404 | 1300399 | 1412054 |
|  | Firms operated for the entire year | 2713 | 3598 | 12823163 | 1617055 | 374976 | 39746 | 2922892 | 1294872 | 1370438 |
|  | Firms with less than 5 employees. | 1066 | 1075 | 904753 | 82300 | 18199 | 2446 | 161407 | 46563 | 49073 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 688 | 711 | 1399422 | 170763 | 37400 | 4579 | 320220 | 113759 | 118799 |
|  | employees................ | 475 | 560 | 1724593 | 252665 | 56830 | 6337 | 449753 | 180940 | 194021 |
|  | Firms with 20 to 49 employees. | 366 | 635 | 3465695 | 463867 | 108147 | 10791 | 798537 | 357934 | 375552 |
|  | Firms with 50 to 99 employees. | 81 | 250 | 1959710 | 248067 | 55622 | 5552 | 399626 | 235554 | 259438 |
|  | Firms with 100 employess or more. | 37 | 367 | 3368990 | 399393 | 98778 | 10041 | 793349 | 360122 | 373555 |
|  | Firms not operated for the entire year $\qquad$ | 268 | 268 | 193087 | 20177 | 3746 | 602 | 37512 | 5527 | 41616 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1285 | 1636 | 4753826 | 543359 | 127730 | 13756 | 969270 | 471624 | 506332 |
|  | Firms operated for the entire year | 1149 | 1500 | 4662737 | 534264 | 125744 | 13471 | 952740 | 470896 | 485981 |
|  | Firms with less than 5 employees. | 527 | 529 | 416165 | 40594 | 8701 | 1185 | 77699 |  | 22265 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 314 | 325 | 631099 | 75435 | 16671 | 2081 | 141238 | 49366 | 51626 |
|  | Firms with 10 to 19 employees. | 157 | 190 | 562254 | 77597 | 18168 | 2073 | 144797 | 56678 | 58796 |
|  | Firms with 20 to 49 employees. | 106 | 189 | 1223400 | 137809 | 34080 | 3082 | 242583 | 108780 | 106624 |
|  | Firms with 50 to 99 employees. | 30 | 81 | 678306 | 85333 | 19070 | 1982 | 136393 | 114088 | 131728 |
|  | Firms with 100 employess or more. $\qquad$ | 15 | 186 | 1151513 | 117496 | 29054 | 3068 | 210030 | 121474 | 114942 |
|  | Firms not operated for the entire year $\qquad$ | 136 | 136 | 91089 | 9095 | 1986 | 285 | 16530 | 728 | 20351 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1714 | 2230 | 8262424 | 1093873 | 250992 | 26592 | 1991134 | 828775 | 905722 |
|  | Firms operated for the entire year | 1581 | 2097 | 8159456 | 1082639 | 249164 | 26266 | 1969769 | 823976 | 884457 |
|  | Firms with less than 5 employees. | 541 | 548 | 490049 |  |  |  |  |  |  |
|  | Firms with 5 to 9 employees . . Firms with 10 to 19 | 379 | 392 | 776981 | 96275 | 20966 | 2532 | 181243 | 65760 | 68592 |
|  | employees. | 322 | 373 | 1191599 | 177963 | 39354 | 4321 | 308482 | 125996 | 136742 |
|  | Firms with 20 to 49 employees. | 265 | 486 | 2389628 | 335068 | 76296 | 7862 | 573573 | 254722 | 274652 |
|  | Firms with 50 to 99 employees. | 51 | 142 | 1191513 | 158683 | 35492 | 3542 | 253628 | 121265 | 127730 |
|  | Firms with 100 employess or more. | 23 | 156 | 2119686 | 272790 | 67508 | 6744 | 568827 | 230012 | 249761 |
|  | Firms not operated for the entire year | 133 | 133 | 102968 | $11234$ | $1828$ | 326 | $21365$ | $4799$ | 21265 |

[^276]Table 5. Employment Size of Firms: 1997-Con.



| NAICS | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9308 | 11101 | 42641534 | 4279378 | 965711 | 102295 | 8140762 | 3902321 | 4203829 |
|  | Firms operated for the entire $\qquad$ <br> year ................... | 8567 | 10349 | 42194710 | 4235835 | 956358 | 101022 | 8054196 | 3884595 | 4122511 |
|  | employees......... | 4241 | 4272 | 4968331 | 337724 | 74293 | 9082 | 682143 | 150939 | 162600 |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 1989 | 2076 | 5437821 | 515672 | 114453 | 13130 | 975282 | 308064 | 331178 |
|  | employees. | 1264 | 1448 | 5527119 | 671934 | 151953 | 16961 | 1234700 | 545887 | 569583 |
|  | $\begin{aligned} & \text { Firms with } 20 \text { to } 49 \\ & \text { employees..... } \end{aligned}$ | 768 | 1304 | 8395710 | 951983 | 220746 | 22582 | 1696015 | 846471 | 876541 |
|  | employees...... | 194 | 508 | 5155947 | 562337 | 130759 | 13297 | 1078368 | 690390 | 760227 |
|  | Firms with 100 employess or more. | 111 | 741 | 12709782 | 1196185 | 264154 | 25970 | 2387688 | 1342844 | 1422382 |
|  | Firms not operated for the entire year | 741 | 752 | 446824 | 43543 | 9353 | 1273 | 86566 | 17726 | 81318 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3603 | 4092 | 19008973 | 1603844 | 363648 | 35524 | 3130563 | 2381201 | 2366943 |
|  | Firms operated for the entire year ............................ | 3256 | 3745 | 18774150 | 1582175 | 358970 | 34950 | 3086243 | 2376630 | 2332201 |
|  | Firms with less than 5 employees. | 1726 | 1732 | 2018133 | 142593 | 31039 | 3639 | 293123 | 85993 | 87158 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 700 | 714 | 2019396 | 189617 | 40484 | 4593 | 368441 | 167647 | 174119 |
|  | employees | 459 | 513 | 3057441 | 287099 | 63589 | 6113 | 538438 | 317165 | 345060 |
|  | employees. ....... | 274 | 396 | 4207640 | 372910 | 86574 | 7919 | 686017 | 569334 | 583710 |
|  | Firms with 50 to 99 employees. | 58 | 159 | 2437156 | 197245 | 45133 | 3914 | 364142 | 381859 | 339685 |
|  | Firms with 100 employess or more. | 39 | 231 | 5034384 | 392711 | 92151 | 8772 | 836082 | 854632 | 802469 |
|  | Firms not operated for the entire year | 347 | 347 | 234823 | 21669 | 4678 | 574 | 44320 | 4571 | 34742 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3830 | 4642 | 18803215 | 2371197 | 559533 | 63169 | 4079742 | 1785899 | 1883410 |
|  | Firms operated for the entire year | 3434 | 4241 | 18531316 | 2335235 | 550093 | 61998 | 4015350 | 1776509 | 1841714 |
|  | Firms with less than 5 employees. | 1462 | 1473 | 1414444 | 117402 | 25677 | 3214 | 235387 | 56283 | 58095 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 715 | 734 | 1452054 | 169450 | 38398 | 4790 | 316970 | 84665 | 89645 |
|  | Firms with 10 to 19 employees. | 562 | 625 | 2042170 | 281857 | 62444 | 7532 | 505594 | 191260 | 202606 |
|  | Firms with 20 to 49 employees. | 415 | 582 | 3394469 | 474754 | 109401 | 12745 | 835862 | 355265 | 365140 |
|  | Firms with 50 to 99 employees.................. | 164 | 325 | 2604222 | 433994 | 103716 | 11323 | 684132 | 317762 | 335114 |
|  | Firms with 100 employess or more. | 116 | 502 | 7623957 | 857778 | 210457 | 22394 | 1437405 | 771274 | 791114 |
|  | Firms not operated for the entire year | 396 | 401 | 271899 | 35962 | 9440 | 1171 | 64392 | 9390 | 41696 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2307 | 3536 | 11671958 | 1006985 | 223687 | 25475 | 1872441 | 1181404 | 1356139 |
|  | Firms operated for the entire year | 2051 | 3276 | 11497022 | 993425 | 220990 | 25054 | 1847052 | 1175426 | 1319683 |
|  | Firms with less than 5 employees. | 1071 | 1076 | 1420365 | 85178 | 17848 | 2378 | 181313 | 79319 | 85535 |
|  | Firms with 5 to 9 employees.. | 507 | 523 | 1587473 | 125670 | 24963 | 3332 | 245248 | 121919 | 141100 |
|  | employees | 255 | 339 | 1300117 | 130201 | 28139 | 3448 | 254955 | 139417 | 158189 |
|  | Firms with 20 to 49 employees. | 146 | 267 | 1571987 | 166667 | 36396 | 4209 | 304391 | 143132 | 176337 |
|  | Firms with 50 to 99 employees. | 42 | 161 | 1221679 | 114638 | 25541 | 2823 | 218948 | 198080 | 221185 |
|  | Firms with 100 employess or more. $\qquad$ | 30 | 910 | 4395401 | 371071 | 88103 | 8864 | 642197 | 493559 | 537337 |
|  | Firms not operated for the entire year | 256 | 260 | 174936 | 13560 | 2697 | 421 | 25389 | 5978 | 36456 |

[^277]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6296 | 7104 | 30531651 | 2772481 | 631704 | 63099 | 5335479 | 2952675 | 3158609 |
|  | Firms operated for the entire year | 5435 | 6241 | 29958573 | 2718365 | 621313 | 61202 | 5229440 | 2935296 | 3059352 |
|  | Firms with less than 5 employees. | 2908 | 2925 | 3742164 | 253554 | $54105$ | 6192 | 516582 | 168709 | 179512 |
|  | Firms with 5 to 9 employees ... Firms with 10 to 19 | 1146 | 1203 | 3542870 | 305025 | 66984 | 7577 | 607027 | 247157 | 255411 |
|  | employees. | 757 | 859 | 4065811 | 427552 | 97137 | 10229 | 814356 | 379657 | 391406 |
|  | Firms with 20 to 49 employees. | 416 | 605 | 4647643 | 531101 | 121161 | 12105 | 1005811 | 626418 | 639673 |
|  | Firms with 50 to 99 | 130 | 264 | 4449486 | 411265 | 96651 | 8907 | 762307 | 541700 | 565614 |
|  | Firms with 100 employess or more. | 78 | 385 | 9510599 | 789868 | 185275 | 16192 | 1523357 | 971655 | 1027736 |
|  | Firms not operated for the entire year | 861 | 863 | 573078 | 54116 | 10391 | 1897 | 106039 | 17379 | 99257 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 9952 | 15055 | 64861321 | 5240795 | 1215121 | 140735 | 9844064 | 5107540 | 5420791 |
|  | Firms operated for the entire year ........................... | 8907 | 13992 | 64151326 | 5173553 | 1201655 | 138815 | 9715909 | 5086101 | 5303739 |
|  | Firms with less than 5 employees. | 3923 | 3938 | 3921088 | 297644 | 65210 | 8728 | 603404 | 194605 | 201697 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2075 | 2152 | 4914566 | 486857 | 108645 | 13804 | 935690 | 376473 | 402173 |
|  | employees. | 1435 | 1627 | 5944940 | 720251 | 160007 | 19290 | 1327774 | 646770 | 671566 |
|  | Firms with 20 to 49 employees | 1016 | 1741 | 12755464 | 1161041 | 265071 | 29843 | 2084739 | 1066295 | 1094220 |
|  | Firms with 50 to 99 employees. | 302 | 1180 | 7267783 | 761360 | 179104 | 20272 | 1427960 | 869580 | 897505 |
|  | Firms with 100 employess or more. $\qquad$ | 156 | 3354 | 29347485 | 1746400 | 423618 | 46878 | 3336342 | 1932378 | 2036578 |
|  | Firms not operated for the entire year | 1045 | 1063 | 709995 | 67242 | 13466 | 1920 | 128155 | 21439 | 117052 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 9952 | 15055 | 64861321 | 5240795 | 1215121 | 140735 | 9844064 | 5107540 | 5420791 |
|  | Firms operated for the entire year ........................... | 8907 | 13992 | 64151326 | 5173553 | 1201655 | 138815 | 9715909 | 5086101 | 5303739 |
|  | Firms with less than 5 employees. |  |  | 3921088 | 297644 | 65210 | 8728 | 603404 | 194605 | 201697 |
|  | Firms with 5 to 9 employees ... | 2075 | 2152 | 4914566 | 486857 | 108645 | 13804 | 935690 | 376473 | 402173 |
|  | Firms with 10 to 19 employees. | 1435 | 1627 | 5944940 | 720251 | 160007 | 19290 | 1327774 | 646770 | 671566 |
|  | Firms with 20 to 49 employees. | 1016 | 1741 | 12755464 | 1161041 | 265071 | 29843 | 2084739 | 1066295 | 1094220 |
|  | Firms with 50 to 99 employees. | 302 | 1180 | 7267783 | 761360 | 179104 | 20272 | 1427960 | 869580 | 897505 |
|  | Firms with 100 employess or more. | 156 | 3354 | 29347485 | 1746400 | 423618 | 46878 | 3336342 | 1932378 | 2036578 |
|  | Firms not operated for the entire year $\qquad$ | 1045 | 1063 | 709995 | 67242 | 13466 | 1920 | 128155 | 21439 | 117052 |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 1944 | 2176 | 4367291 | 554823 | 129777 | 16136 | 1004860 | 474631 | 504136 |
|  | Firms operated for the entire year | 1759 | 1990 | 4294264 | 548484 | 128214 | 15900 | 993155 | 472611 | 492263 |
|  | Firms with less than 5 employees. |  |  | 649967 | 58953 | 13019 | 2053 | 122258 |  | 45612 |
|  | Firms with 5 to 9 employees .. | 470 | 483 |  |  |  |  |  | D | D |
|  | Firms with 10 to 19 employees. | 226 | 243 |  | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 123 | 194 | 925555 | 131618 | 31233 | 3582 | 220080 | 117888 | 121601 |
|  | Firms with 50 to 99 employees | 25 | 79 | 386323 | 55685 | 13222 | 1621 | 96759 | 61735 | 62811 |
|  | Firms with 100 employess or more. $\qquad$ | 13 | 87 | 736882 | 115974 | 28525 | 2589 | 203397 | 83007 | 89768 |
|  | Firms not operated for the entire year | 185 | 186 | 73027 | 6339 | 1563 | 236 | 11705 | 2020 | 11873 |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1100 | 2917 | 13895428 | 1027321 | 239619 | 28097 | 1968660 | 1404407 | 1531024 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218402 | Mechanical power transmission supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire <br>  | 976 | 2788 | 13786749 | 1017694 | 237799 | 27839 | 1950876 | 1401389 | 1508272 |
|  | employees. | 353 | 354 | 413874 | 26720 | 6183 | 814 | 50499 | 21521 | 22019 |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 250 | 270 | 635538 | 62428 | 13832 | 1688 | 117136 | 57084 | 59239 |
|  | Firms with 10 to 19 employees. | 172 | 224 | 836586 | 90673 | 20188 | 2398 | 166069 | 113969 | 115870 |
|  | Firms with 20 to 49 employees. | 125 | 259 | 1420078 | 154531 | 35117 | 3785 | 272331 | 203466 | 212832 |
|  | Firms with 50 to 99 employees. | 45 | 210 | 1342033 | 116410 | 27575 | 2971 | 213615 | 212214 | 218317 |
|  | Firms with 100 employess or more. | 31 | 1471 | 9138640 | 566932 | 134904 | 16183 | 1131226 | 793135 | 879995 |
|  | Firms not operated for the entire year | 124 | 129 | 108679 | 9627 | 1820 | 258 | 17784 | 3018 | 22752 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 838 | 2141 | 4750926 | 649262 | 150474 | 19335 | 1283334 | 497409 | 516948 |
|  | Firms operated for the entire year ........................... | 744 | 2041 | 4676376 | 639400 | 147982 | 18992 | 1264453 | 489714 | 505701 |
|  | Firms with less than 5 employees. | 246 | 250 | 178450 | 16229 | 3701 | 599 | 34508 | 12847 | 13297 |
|  | Firms with 5 to 9 employees .. | 164 | 173 |  |  |  | g | D | D | D |
|  | employees........ | 141 | 179 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 121 | 286 | 834512 | 128021 | 29025 | 3571 | 248411 | 94031 | 102083 |
|  | Firms with 50 to 99 employees. | 45 | 246 | 618461 | 103382 | 24524 | 2950 | 199757 | 65491 | 66964 |
|  | Firms with 100 employess or more. | 27 | 907 | 2334936 | 292442 | 67812 | 8856 | 585743 | 244418 | 248025 |
|  | Firms not operated for the entire year | 94 | 100 | 74550 | 9862 | 2492 | 343 | 18881 | 7695 | 11247 |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1593 | 1763 | 9931630 | 574198 | 125587 | 15879 | 1114467 | 308136 | 322520 |
|  | Firms operated for the entire year | 1377 | 1547 | 9749486 | 559354 | 123106 | 15557 | 1085523 | 307713 | 310162 |
|  | Firms with less than 5 employees. | 681 | 681 | 897008 | 57619 | 12474 | 1414 | 118697 | 26074 | 26441 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 295 | 303 | 1321317 | 75273 | 15651 | 1960 | 144885 | 35014 | 37943 |
|  | employees. | 198 | 203 | 946045 | 98096 | 20847 | 2610 | 187686 | 55364 | 55860 |
|  | Firms with 20 to 49 employees. | 143 | 205 | 4968456 | 157434 | 33339 | 4207 | 305165 | 98091 | 98154 |
|  | Firms with 50 to 99 employees. | 43 | 84 | 923848 | 92724 | 21822 | 2895 | 188204 | 54762 | 56661 |
|  | Firms with 100 employess or more. | 17 | 71 | 692812 | 78208 | 18973 | 2471 | 140886 | 38408 | 35103 |
|  | Firms not operated for the entire year $\qquad$ | 216 | 216 | 182144 | 14844 | 2481 | 322 | 28944 | 423 | 12358 |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1096 | 1552 | 6805404 | 731411 | 169645 | 16740 | 1355872 | 859508 | 882080 |
|  | Firms operated for the entire year | 995 | 1450 | 6729204 | 722421 | 167208 | 16421 | 1341460 | 853538 | 868086 |
|  | Firms with less than 5 employees. | 352 | 354 | 411305 | 31884 | 6916 | 831 | 61897 | 20057 | 20462 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 226 | 236 | 609348 | 59585 | 12945 | 1477 | 115322 | 54560 | 58804 |
|  | employees. | 202 | 234 | 1090003 | 120299 | 28067 | 2767 | 220094 | 132201 | 137521 |
|  | Firms with 20 to 49 employees. | 151 | 277 | 1800216 | 210648 | 49255 | 4427 | 365614 | 223439 | 221989 |
|  | Firms with 50 to 99 employees. | 38 | 143 | 1166858 | 123766 | 27366 | 2658 | 239757 | 228147 | 244763 |
|  | Firms with 100 employess or more. $\qquad$ | 26 | 206 | 1651474 | 176239 | 42659 | 4261 | 338776 | 195134 | 184547 |
|  | Firms not operated for the entire year $\qquad$ | 101 | 102 | 76200 | 8990 | 2437 | 319 | 14412 | 5970 | 13994 |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 3502 | 4506 | 25110642 | 1703780 | 400019 | 44548 | 3116871 | 1563449 | 1664083 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 2127 | 2356 | 4430938 | 654149 | 153460 | 22107 | 1195973 | 387593 | 409881 |
|  | Firms operated for the entire year ............................ | 1897 | 2125 | 4324922 | 642760 | 150922 | 21583 | 1172663 | 383070 | 398893 |
|  | employees. | 861 | 863 | 531249 | 46983 | 10492 | 1912 | 96303 | 24423 | 25342 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 480 | 484 | 721874 | 83713 | 19150 | 3171 | 165361 | 52064 | 58726 |
|  | employees. Firms with 20 to 49 | 312 | 329 | 868009 | 121017 | 28478 | 4158 | 219015 | 71057 | 71488 |
|  | employees. <br> Firms with 50 to 0 | 187 | 242 | 874918 | 171564 | 40106 | 5460 | 291873 | 93094 | 94124 |
|  | employees............. | 37 | 80 | 417740 | 85381 | 19827 | 2528 | 149464 | 50859 | 53246 |
|  | Firms with 100 employess or more. | 20 | 127 | 911132 | 134102 | 32869 | 4354 | 250647 | 91573 | 95967 |
|  | Firms not operated for the entire year | 230 | 231 | 106016 | 11389 | 2538 | 524 | 23310 | 4523 | 10988 |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 626 | 699 | 4123097 | 240347 | 56352 | 6526 | 457056 | 165141 | 175557 |
|  | Firms operated for the entire year | 561 | 634 | 4069429 | 235626 | 55489 | 6374 | 446562 | 163671 | 168185 |
|  | Firms with less than 5 employees | 235 | 235 | 163629 | 14374 | 3293 | 539 | 34729 | 13811 | 13287 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 138 | 138 | 206627 | 26166 | 5800 | 910 | 52771 | 20057 | 21405 |
|  | employees | 101 | 107 | 718672 | 47609 | 10754 | 1332 | 95809 | 40617 | 41537 |
|  | Firms with 20 to 49 employees. | 73 | 98 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees | 12 | 25 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 2 | 31 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 65 | 65 | 53668 | 4721 | 863 | 152 | 10494 | 1470 | 7372 |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2156 | 2457 | 5068067 | 537533 | 122280 | 17174 | 1012070 | 443719 | 464132 |
|  | Firms operated for the entire year | 1909 | 2208 | 4981270 | 527701 | 120380 | 16843 | 992309 | 442549 | 450604 |
|  | Firms with less than 5 employees. | 979 | 980 | 603224 | 61607 | 13273 | 2220 | 131402 | 39278 | 40082 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 494 | 504 | 763593 | 89837 | 20102 | 3229 | 175795 | 61087 | 64848 |
|  | employees. | 263 | 289 | 809076 | 104089 | 23499 | 3486 | 198433 | 97598 | 96562 |
|  | Firms with 20 to 49 employees. | 133 | 184 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 29 | 83 | 733786 | 76504 | 16485 | 1956 | 132521 | 67163 | 70214 |
|  | Firms with 100 employess or more. | 11 | 168 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 247 | 249 | 86797 | 9832 | 1900 | 331 | 19761 | 1170 | 13528 |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3660 | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Firms operated for the entire year ............................ | 3190 | 3524 | 23195497 | 1690848 | 385093 | 39893 | 3428361 | 3336122 | 3759791 |
|  | Firms with less than 5 employees. | 1700 | 1703 | 3042855 | 156179 | 32825 | 3706 | 330057 | 187032 | 188174 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 649 | 672 | 2493272 | 177106 | 38425 | 4240 | 371221 | 227711 | 247365 |
|  | employees. | 442 | 489 | 3732867 | 261326 | 56049 | 5918 | 506837 | 350374 | 407496 |
|  | Firms with 20 to 49 employees. | 273 | 336 | 4799933 | 354978 | 81805 | 8388 | 680167 | 640832 | 724803 |
|  | Firms with 50 to 99 employees. | 73 | 130 | 2198522 | 197485 | 43279 | 4984 | 378620 | 334626 | 423271 |
|  | Firms with 100 employess or more.......................... | 53 | 194 | 6928048 | 543774 | 132710 | 12657 | 1161459 | 1595547 | 1768682 |
|  | Firms not operated for the entire year $\qquad$ | 470 | 479 | 486816 | 32737 | 7562 | 1012 | 67952 | 27523 | 88333 |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms ..... | 3660 | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Firms operated for the entire year | 3190 | 3524 | 23195497 | 1690848 | 385093 | 39893 | 3428361 | 3336122 | 3759791 |
|  | Firms with less than 5 employees. | 1700 | 1703 | 3042855 | 156179 | 32825 | 3706 | 330057 | 187032 | 188174 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 649 | 672 | 2493272 | 177106 | 38425 | 4240 | 371221 | 227711 | 247365 |
|  | employees | 442 | 489 | 3732867 | 261326 | 56049 | 5918 | 506837 | 350374 | 407496 |
|  | employees.............. | 273 | 336 | 4799933 | 354978 | 81805 | 8388 | 680167 | 640832 | 724803 |
|  | Firms with 50 to 99 employees | 73 | 130 | 2198522 | 197485 | 43279 | 4984 | 378620 | 334626 | 423271 |
|  | Firms with 100 employess or more. | 53 | 194 | 6928048 | 543774 | 132710 | 12657 | 1161459 | 1595547 | 1768682 |
|  | Firms not operated for the entire year | 470 | 479 | 486816 | 32737 | 7562 | 1012 | 67952 | 27523 | 88333 |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2222 | 2428 | 17709438 | 1162838 | 264642 | 25666 | 2349636 | 2691851 | 3095765 |
|  | Firms operated for the entire year | 1943 | 2140 | 17376157 | 1140063 | 258860 | 24905 | 2302475 | 2665848 | 3032922 |
|  | Firms with less than 5 employees | 1037 | 1038 | 2098500 | 103400 | 21159 | 2267 | 218850 | 139473 | 138306 |
|  | Firms with 5 to 9 employees .. | 397 | 412 | 1812269 | 121166 | 25416 | 2593 | 260679 | 165495 | 180013 |
|  | employees | 256 | 274 | 2788056 | 162719 | 34089 | 3386 | 324364 | 240095 | 293406 |
|  | Firms with 20 to 49 employees. | 173 | 211 | 3685456 | 237823 | 55219 | 5351 | 461937 | 482774 | 542228 |
|  | Firms with 50 to 99 employees | 47 | 83 | 1567007 | 131666 | 29027 | 3154 | 255424 | 243947 | 317190 |
|  | Firms with 100 employess or more. | 33 | 122 | 5424869 | 383289 | 93950 | 8154 | 781221 | 1394064 | 1561779 |
|  | Firms not operated for the entire year $\qquad$ | 279 | 288 | 333281 | 22775 | 5782 | 761 | 47161 | 26003 | 62843 |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 865 | 952 | 3513978 | 344478 | 78973 | 9314 | 752493 | 436185 | 464489 |
|  | Firms operated for the entire year | 742 | 829 | 3418912 | 339031 | 78027 | 9170 | 741117 | 434955 | 451304 |
|  | Firms with less than 5 employees. | 384 | 384 | 431254 | 28021 |  | 844 | 60319 |  | 29772 |
|  | Firms with 5 to 9 employees .. | 157 | 163 | 448539 | 36508 | 8616 | 1034 | 71352 | 38826 | 41228 |
|  | Firms with 10 to 19 employees. | 120 | 140 | 605880 | 64275 | 14572 | 1634 | 120531 | 79815 | 83371 |
|  | Firms with 20 to 49 employees. | 53 | 64 | 456986 | 59672 | 13112 | 1591 | 119906 | 92286 | 99026 |
|  | Firms with 50 to 99 | 16 | 34 | 321018 | 37933 | 7840 | 1152 | 67144 | 46484 | 49562 |
|  | Firms with 100 employess or more. | 12 | 44 | 1155235 | 112622 | 27771 | 2915 | 301865 | 148098 | 148345 |
|  | Firms not operated for the entire year $\qquad$ | 123 | 123 | 95066 | 5447 | 946 | 144 | 11376 | 1230 | 13185 |
| 4218603 | Other transportation equipment \& supplies whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  |  | 581 | 623 | 2458897 | 216269 | 49040 | 5925 | 394184 | 235609 | 287870 |
|  | Firms operated for the entire year | 513 | 555 | 2400428 | 211754 | 48206 | 5818 | 384769 | 235319 | 275565 |
|  | Firms with less than 5 employees. | 282 | 284 | 519084 | 25192 | 5664 | 601 | 52003 | 18621 | 20620 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 97 | 101 | 259001 | 20029 | 4454 | 623 | 40445 | 22972 | 25693 |
|  | employees | 69 | 77 | 334751 | 35303 | 7901 | 932 | 63608 | 33280 | 34145 |
|  | Firms with 20 to 49 employees. | 46 | 58 | 635795 | 56304 | 12994 | 1416 | 95853 | 63385 | 80565 |
|  | Firms with 50 to 99 employees. | 10 | 12 | 307997 | 27380 | 6262 | 665 | 55227 | 43710 | 56019 |
|  | Firms with 100 employess or more. $\qquad$ | 9 | 23 | 343800 | 47546 | 10931 | 1581 | 77633 | 53351 | 58523 |
|  | Firms not operated for the entire year | 68 | 68 | 58469 | 4515 | 834 | 107 | 9415 | 290 | 12305 |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.




[^278]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3086 | 3229 | 20166025 | 1229055 | 281210 | 36337 | 3986369 | 2244711 | 2378047 |
|  | Firms operated for the entire year. <br> Firms with less than 5 | 2641 | 2784 | 19740604 | 1203734 | 276366 | 35570 | 3907736 | 2236861 | 2280715 |
|  | employees. | 1439 | 1443 | 1905372 | 94226 | 21463 | 3055 | 248643 | 141406 | 143737 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 545 | 552 | 2284186 | 107565 | 22827 | 3468 | 295851 | 156879 | 162884 |
|  | Firms with 10 to 19 employees. | 339 | 366 | 2234152 | 136447 | 30593 | 4488 | 360001 | 210149 | 222770 |
|  | Firms with 20 to 49 employees....... | 210 | 237 | 2503588 | 211272 | 47891 | 6352 | 572282 | 351648 | 373807 |
|  | Firms with 50 to 99 | 59 | 74 | 2170540 | 152547 | 34145 | 4051 | 382180 | 345623 | 344098 |
|  | Firms with 100 employess or more. | 49 | 112 | 8642766 | 501677 | 119447 | 14156 | 2048779 | 1031156 | 1033419 |
|  | Firms not operated for the entire year | 445 | 445 | 425421 | 25321 | 4844 | 767 | 78633 | 7850 | 97332 |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7945 | 9088 | 38748659 | 3229092 | 753824 | 114992 | 7356493 | 1995204 | 2099709 |
|  | Firms operated for the entire year | 6911 | 8045 | 37937796 | 3144857 | 733470 | 111594 | 7170392 | 1966358 | 2006510 |
|  | Firms with less than 5 employees. | 2913 | 2930 | 2692556 | 175249 | 37125 | 6440 | 428556 | 85460 | 81919 |
|  | Firms with 5 to 9 employees ... | 1435 | 1461 | 2907008 | 236184 | 53041 | 9515 | 547103 | 122232 | 127840 |
|  | Firms with 10 to 19 employees. | 1251 | 1315 | 5147221 | 453338 | 100007 | 16987 | 971230 | 226874 | 246306 |
|  | Firms with 20 to 49 employees. | 902 | 1106 | 7651450 | 760903 | 175307 | 26983 | 1688767 | 471807 | 483816 |
|  | Firms with 50 to 99 employees | 267 | 439 | 5834287 | 539712 | 124827 | 18041 | 1160530 | 340498 | 333615 |
|  | Firms with 100 employess or more. | 143 | 794 | 13705274 | 979471 | 243163 | 33628 | 2374206 | 719487 | 733014 |
|  | Firms not operated for the entire year | 1034 | 1043 | 810863 | 84235 | 20354 | 3398 | 186101 | 28846 | 93199 |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7945 | 9088 | 38748659 | 3229092 | 753824 | 114992 | 7356493 | 1995204 | 2099709 |
|  | Firms operated for the entire year | 6911 | 8045 | 37937796 | 3144857 | 733470 | 111594 | 7170392 | 1966358 | 2006510 |
|  | Firms with less than 5 employees. | 2913 | 2930 | 2692556 | 175249 | 37125 | 6440 | 428556 | 85460 | 81919 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1435 | 1461 | 2907008 | 236184 | 53041 | 9515 | 547103 | 122232 | 127840 |
|  | employees................. | 1251 | 1315 | 5147221 | 453338 | 100007 | 16987 | 971230 | 226874 | 246306 |
|  | Firms with 20 to 49 employees. | 902 | 1106 | 7651450 | 760903 | 175307 | 26983 | 1688767 | 471807 | 483816 |
|  | Firms with 50 to 99 employees. | 267 | 439 | 5834287 | 539712 | 124827 | 18041 | 1160530 | 340498 | 333615 |
|  | Firms with 100 employess or more. | 143 | 794 | 13705274 | 979471 | 243163 | 33628 | 2374206 | 719487 | 733014 |
|  | Firms not operated for the entire year | 1034 | 1043 | 810863 | 84235 | 20354 | 3398 | 186101 | 28846 | 93199 |
| 4219301 | Iron \& steel scrap processors \& dealers |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3044 | 3480 | 18205778 | 1296382 | 312027 | 43789 | 3264863 | 1010200 | 1055403 |
|  | Firms operated for the entire year | 2655 | 3090 | 17875421 | 1259725 | 302283 | 42219 | 3182857 | 985859 | 992713 |
|  | Firms with less than 5 employees. | 1142 | 1147 | 1014974 | 62134 | 13521 | 2555 | 164366 | 40443 | 39223 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 561 | 569 | 930365 | 85128 | 20712 | 3723 | 213575 | 40897 | 42559 |
|  | employees | 466 | 486 | 1800645 | 163011 | 36824 | 6397 | 380750 | 105127 | 112881 |
|  | Firms with 20 to 49 employees. | 340 | 387 | 3182071 | 286109 | 67294 | 9958 | 697341 | 186900 | 195664 |
|  | Firms with 50 to 99 employees. | 93 | 148 | 2311391 | 213340 | 47521 | 6292 | 488122 | 170147 | 168428 |
|  | Firms with 100 employess or more. | 53 | 353 | 8635975 | 450003 | 116411 | 13294 | 1238703 | 442345 | 433958 |
|  | Firms not operated for the entire year | 389 | 390 | 330357 | 36657 | 9744 | 1570 | 82006 | 24341 | 62690 |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 1962 | 2308 | 12550221 | 1100834 | 258643 | 36303 | 2811604 | 882998 | 899925 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42193011 | Iron \& steel scrap processors (using power processing equipment)Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ............................ | 1726 | 2070 | 12308195 | 1072878 | 251493 | 35164 | 2744039 | 860024 | 863701 |
|  | Firms with less than 5 employees. | 593 | 596 | 461284 | 35221 | 7568 | 1370 | 96258 | 24923 | 23078 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 364 | 368 | 583917 | 56216 | 12583 | 2448 | 140813 | 27856 | 29352 |
|  | employees. | 356 | 363 | 1159483 | 127680 | 28008 | 4930 | 306182 | 80332 | 85497 |
|  | employees....... | 278 | 315 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 85 | 128 | 1835806 | 194933 | 43522 | 5711 | 450542 | 137310 | 134105 |
|  | Firms with 100 employess or more. $\qquad$ | 50 | 300 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 236 | 238 | 242026 | 27956 | 7150 | 1139 | 67565 | 22974 | 36224 |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1109 | 1172 | 5655557 | 195548 | 53384 | 7486 | 453259 | 127202 | 155478 |
|  | Firms operated for the entire year | 954 | 1017 | 5502323 | 180018 | 47055 | 6846 | 421727 | 125835 | 129012 |
|  | Firms with less than 5 employees. | 555 | 558 | 561586 | 27268 | 6019 | 1198 | 69126 | 15574 | 16363 |
|  | Firms with 5 to 9 employees .. | 205 | 210 | 399345 | 31277 | 8633 | 1331 | 78275 | 17067 | 16133 |
|  | Firms with 10 to 19 employees. | 115 | 129 | 784463 | 37760 | 9429 | 1527 | 81045 | 31675 | 33904 |
|  |  | 67 | 84 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 11 | 31 | 2422483 | 27346 | 8075 | 720 | 61272 | 27683 | 29267 |
|  | Firms with 100 employess or more. | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 155 | 155 | 153234 | 15530 | 6329 | 640 | 31532 | 1367 | 26466 |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1316 | 1588 | 5592266 | 587535 | 135538 | 20596 | 1275184 | 121261 | 133560 |
|  | Firms operated for the entire year | 1140 | 1411 | 5484676 | 574424 | 132028 | 19968 | 1244978 | 119889 | 128254 |
|  | Firms with less than 5 employees. | 453 | 454 | 441410 | 30512 | 6584 | 1017 | 68828 | 6125 | 6601 |
|  | Firms with 5 to 9 employees .. | 222 | 228 | 337326 | 38308 | 8455 | 1477 | 83006 | 7514 | 7484 |
|  | employees....... | 227 | 231 | 981087 | 91859 | 19275 | 3082 | 190409 | 17019 | 21819 |
|  | employees | 161 | 203 | 1212918 | 138783 | 32538 | 4840 | 282649 | 34391 | 34185 |
|  | Firms with 50 to 99 | 56 | 89 | 1082424 | 106661 | 25560 | 3744 | 227279 | 33510 | 35238 |
|  | Firms with 100 employess or more. | 21 | 206 | 1429511 | 168301 | 39616 | 5808 | 392807 | 21330 | 22927 |
|  | Firms not operated for the entire year $\qquad$ | 176 | 177 | 107590 | 13111 | 3510 | 628 | 30206 | 1372 | 5306 |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 3676 | 4020 | 14950615 | 1345175 | 306259 | 50607 | 2816446 | 863743 | 910746 |
|  | Firms operated for the entire year ............................ | 3200 | 3540 | 14576124 | 1310348 | 299090 | 49390 | 2741725 | 860610 | 885488 |
|  | Firms with less than 5 employees. | 1335 | 1348 | 1283923 | 84133 | 17337 |  | 198770 | 43911 | 39573 |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 670 | 686 | 1677562 | 116454 | 24734 | 4445 | 259314 | 76553 | 81225 |
|  | employees................ | 584 | 616 | 2457034 | 207222 | 46003 | 7881 | 428652 | 109046 | 117113 |
|  | Firms with 20 to 49 employees. | 419 | 530 | 3702494 | 353432 | 79400 | 12685 | 747987 | 255930 | 260374 |
|  | Firms with 50 to 99 employees. | 121 | 187 | 2330241 | 228656 | 54542 | 8235 | 453534 | 154912 | 144979 |
|  | Firms with 100 employess or more. | 71 | 173 | 3124870 | 320451 | 77074 | 13232 | 653468 | 220258 | 242224 |
|  | Firms not operated for the entire year | 476 | 480 | 374491 | 34827 | 7169 | 1217 | 74721 | 3133 | 25258 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7541 | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Firms operated for the entire $\qquad$ <br> Firms with less than 5 | 6543 | 6689 | 31486311 | 1654425 | 377751 | 48466 | 3904815 | 5132362 | 5165478 |
|  | employees................ | 4394 | 4401 | 6730982 | 277428 | 63664 | 8894 | 700238 | 1172597 | 1210382 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1205 | 1220 | 5124274 | 251084 | 57577 | 7747 | 587995 | 868826 | 873772 |
|  | employees | 565 | 590 | 4634926 | 250706 | 55494 | 7576 | 560972 | 799395 | 818571 |
|  | employees....... | 247 | 284 | 3368443 | 250140 | 58382 | 7361 | 572718 | 695719 | 752388 |
|  | Firms with 50 to 99 employees. | 78 | 92 | 4866027 | 178510 | 40385 | 5416 | 381991 | 621202 | 598306 |
|  | Firms with 100 employess or more. | 54 | 102 | 6761659 | 446557 | 102249 | 11472 | 1100901 | 974623 | 912059 |
|  | Firms not operated for the entire year | 998 | 1000 | 912242 | 48345 | 8962 | 1354 | 119007 | 27130 | 309607 |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7541 | 7689 | 32398553 | 1702770 | 386713 | 49820 | 4023822 | 5159492 | 5475085 |
|  | Firms operated for the entire year | 6543 | 6689 | 31486311 | 1654425 | 377751 | 48466 | 3904815 | 5132362 | 5165478 |
|  | Firms with less than 5 employees. | 4394 | 4401 | 6730982 | 277428 | 63664 | 8894 | 700238 | 1172597 | 1210382 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1205 | 1220 | 5124274 | 251084 | 57577 | 7747 | 587995 | 868826 | 873772 |
|  | employees. | 565 | 590 | 4634926 | 250706 | 55494 | 7576 | 560972 | 799395 | 818571 |
|  | Firmployees....... | 247 | 284 | 3368443 | 250140 | 58382 | 7361 | 572718 | 695719 | 752388 |
|  | Firms with 50 to 99 employees. | 78 | 92 | 4866027 | 178510 | 40385 | 5416 | 381991 | 621202 | 598306 |
|  | Firms with 100 employess or more. | 54 | 102 | 6761659 | 446557 | 102249 | 11472 | 1100901 | 974623 | 912059 |
|  | Firms not operated for the entire year | 998 | 1000 | 912242 | 48345 | 8962 | 1354 | 119007 | 27130 | 309607 |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6985 | 7116 | 22519342 | 1579391 | 357866 | 46813 | 3757465 | 4412551 | 4749183 |
|  | Firms operated for the entire year | 6061 | 6190 | 21680158 | 1532930 | 349246 | 45508 | 3643216 | 4387111 | 4461640 |
|  | Firms with less than 5 employees. | 4053 | 4060 | 5824369 | 253865 | 58360 | 8193 | 642905 | 1077468 | 1109546 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1118 | 1124 | 3920770 | 229339 | 52523 | 7201 | 537955 | 751550 | 782817 |
|  | employees. | 536 | 561 | 3567516 | 237640 | 52502 | 7226 | 533079 | 725753 | 747971 |
|  | Firms with 20 to 49 employees. | 231 | 267 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 73 | 87 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 50 | 91 | 4367899 | 428741 | 97608 | 10949 | 1063839 | 925682 | 860321 |
|  | Firms not operated for the entire year $\qquad$ | 924 | 926 | 839184 | 46461 | 8620 | 1305 | 114249 | 25440 | 287543 |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 563 | 573 | 9879211 | 123379 | 28847 | 3007 | 266357 | 746941 | 725902 |
|  | Firms operated for the entire year | 489 | 499 | 9806153 | 121495 | 28505 | 2958 | 261599 | 745251 | 703838 |
|  | Firms with less than 5 employees. | 348 | 349 | 948521 | 24513 |  | 722 | 60060 |  | 102265 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 86 | 90 | 1163182 | 20992 | 4842 | 536 | 47740 | 116398 | 90090 |
|  | 10 to employees. | 29 | 29 | 1069813 | 13204 | 3022 | 358 | 28466 | 74558 | 71499 |
|  | Firms with 20 to 49 employees. | 17 | 20 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees................... | 5 | 5 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more $\qquad$ | 4 | 6 | 2345449 | 15010 | 4014 | 472 | 31701 | 47502 | 50275 |
|  | Firms not operated for the entire year | 74 | 74 | 73058 | 1884 | 342 | 49 | 4758 | 1690 | 22064 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  |  | 11080 | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Firms operated for the entire year ............................. Firms with less than 5 | 8848 | 9452 | 64519061 | 2928668 | 694217 | 87776 | 6712123 | 4106787 | 4183225 |
|  | employees............... | 5606 | 5619 | 5010806 | 307075 | 68023 | 11160 | 762100 | 306121 | 319280 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1702 | 1738 | 4748701 | 312243 | 71308 | 11076 | 724634 | 312174 | 323394 |
|  | employees. $\qquad$ <br> Firms with 20 to 49 | 849 | 913 | 4022550 | 353209 | 78945 | 11289 | 751203 | 320339 | 328853 |
|  | employees....... | 475 | 616 | 6139178 | 440718 | 99351 | 13877 | 985248 | 452392 | 463939 |
|  | Firms with 50 to 99 employees. | 125 | 195 | 5629126 | 328989 | 79346 | 8533 | 732110 | 485153 | 489806 |
|  | Firms with 100 employess or more.............................. | 91 | 371 | 38968700 | 1186434 | 297244 | 31841 | 2756828 | 2230608 | 2257953 |
|  | Firms not operated for the entire year | 2232 | 2245 | 1389775 | 83574 | 16362 | 3053 | 197432 | 17195 | 205575 |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  |  | 11080 | 11697 | 65908836 | 3012242 | 710579 | 90829 | 6909555 | 4123982 | 4388800 |
|  | Firms operated for the entire year . ........................... Firms with less than 5 | 8848 | 9452 | 64519061 | 2928668 | 694217 | 87776 | 6712123 | 4106787 | 4183225 |
|  | employees.............. | 5606 | 5619 1738 | 5 4 4 010806 | 307075 | 68023 | 11160 | 762100 | 306121 | 319280 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1702 | 1738 | 4748701 | 312243 | 71308 | 11076 | 724634 | 312174 | 323394 |
|  | employees. $\qquad$ <br> Firms with 20 to 49 | 849 | 913 | 4022550 | 353209 | 78945 | 11289 | 751203 | 320339 | 328853 |
|  | employees....... | 475 | 616 | 6139178 | 440718 | 99351 | 13877 | 985248 | 452392 | 463939 |
|  | Firms with 50 to 99 employees.............. | 125 | 195 | 5629126 | 328989 | 79346 | 8533 | 732110 | 485153 | 489806 |
|  | fore................... | 91 | 371 | 38968700 | 1186434 | 297244 | 31841 | 2756828 | 2230608 | 2257953 |
|  | Firms not operated for the entire year | 2232 | 2245 | 1389775 | 83574 | 16362 | 3053 | 197432 | 17195 | 205575 |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  |  | 493 | 512 | 2474693 | 180103 | 41714 | 4906 | 442398 | 337463 | 344022 |
|  | Firms operated for the entire year | 410 | 429 | 2432045 | 177779 | 41333 | 4815 | 436400 | 336609 | 337484 |
|  |  | 228 | 228 | 178642 | 12781 | 2774 | 479 | 32861 | 20574 | 21561 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 75 | 76 | 226281 | 15371 | 3612 | 504 | 41446 | 28346 | 30066 |
|  | Firms with 10 to 19 employees. | 51 | 52 | 238029 | 24166 | 5339 | 728 | 57829 | 38809 | 40419 |
|  | employees. | 28 | 31 | 361072 | 29802 | 6379 | 828 | 66462 | 32932 | 33074 |
|  | Firms with 50 to 99 employees. | 23 | 30 | 965069 | 57651 | 13335 | 1424 | 154853 | 145009 | 140809 |
|  | Firms with 100 employess or more. $\qquad$ | 5 | 12 | 462952 | 38008 | 9894 | 852 | 82949 | 70939 | 71555 |
|  | Firms not operated for the entire year | 83 | 83 | 42648 | 2324 | 381 | 91 | 5998 | 854 | 6538 |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . | 1897 | 2032 | 11386630 | 406277 | 92740 | 11396 | 1012052 | 433470 | 465668 |
|  | Firms operated for the entire year | 1534 | 1663 | 11104520 | 392566 | 89366 | 10797 | 974545 | 432431 | 445972 |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | $\begin{aligned} & 909 \\ & 344 \end{aligned}$ | $\begin{aligned} & 914 \\ & 360 \end{aligned}$ | $\begin{array}{r} 1459452 \\ D \end{array}$ | 56310 D | $\begin{array}{r} 12200 \\ \mathrm{D} \end{array}$ | 1874 g | $\begin{array}{r} 160168 \\ \mathrm{D} \end{array}$ | 55712 D | 61918 D |
|  | employees. | 168 | 208 | 1493356 | 76705 | 16835 | 2232 | 169113 | 56681 | 59564 |
|  | Firms with 20 to 49 employees. | 85 | 135 | 2945848 | 81741 | 18708 | 2426 | 242987 | 129984 | 128177 |
|  | Firms with 50 to 99 employees. | 26 | 40 | 2380887 | 64408 | 15301 | 1653 | 141594 | 86988 | 85375 |
|  | Firms with 100 employess or more. $\qquad$ | 2 | 6 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 363 | 369 | 282110 | 13711 | 3374 | 599 | 37507 | 1039 | 19696 |

[^279]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3301 | 3382 | 21595797 | 525213 | 123862 | 18027 | 1051224 | 1043974 | 1048329 |
|  | Firms operated for the entire year | 2590 | 2664 | 21192918 | 504475 | 120149 | 17312 | 1005361 | 1037794 | 969495 |
|  | Firms with less than 5 employees. | 1949 | 1951 | 1412895 | 91849 | 20508 | 3692 | 213651 | 104901 | 109428 |
|  | Firms with 5 to 9 employees .. | 391 | 396 | 972131 | 65281 | 14759 | 2516 | 134776 | 68150 | 70153 |
|  | Firms with 10 to 19 employees. | 147 | 148 | 588073 | 54062 | 11883 | 1978 | 105801 | 56936 | 57093 |
|  | Firms with 20 to 49 employees. | 72 | 90 | 522355 | 59628 | 13530 | 2023 | 109360 | 55941 | 60258 |
|  | Firms with 50 to 99 employees. | 15 | 24 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 16 | 55 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 711 | 718 | 402879 | 20738 | 3713 | 715 | 45863 | 6180 | 78834 |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1847 | 2075 | 23424629 | 1176057 | 283668 | 34103 | 2803239 | 1706750 | 1847403 |
|  | Firms operated for the entire year | 1514 | 1742 | 23095323 | 1151976 | 278343 | 33239 | 2745899 | 1702045 | 1793958 |
|  | Firms with less than 5 employees. | 806 | 807 | 611809 | 49016 | 11199 | 1671 | 128465 | 43696 | 43847 |
|  | Firms with 5 to 9 employees .. | 320 | 324 | 633305 | 64074 | 15542 | 2085 | 151851 | 68850 | 64089 |
|  | Firms with 10 to 19 employees | 176 | 179 | 646693 | 74250 | 17061 | 2300 | 166997 | 79467 | 74154 |
|  | Firms with 20 to 49 employees. | 134 | 158 | 1179415 | 121253 | 28024 | 3998 | 261456 | 119449 | 122515 |
|  | Firms with 50 to 99 employees. | 29 | 32 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 49 | 242 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 333 | 333 | 329306 | 24081 | 5325 | 864 | 57340 | 4705 | 53445 |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1285 | 1418 | 15602913 | 825788 | 196901 | 23540 | 1965640 | 1221711 | 1294830 |
|  | Firms operated for the entire year | 1008 | 1141 | 15403628 | 808296 | 193946 | 23055 | 1923087 | 1217425 | 1268626 |
|  | Firms with less than 5 employees. | 563 | 564 | 444062 | 33627 | 7502 |  | 90839 | 31784 | 31208 |
|  | Firms with 5 to 9 employees .. | 200 | 203 | 396636 | 39614 | 9498 | 1328 | 93016 | 36282 | 37775 |
|  | Firms with 10 to 19 employees. | 105 | 105 | 355470 | 43603 | 10260 | 1383 | 101967 | 41673 | 42714 |
|  | Firms with 20 to 49 employees. | 82 | 90 | 783582 | 70088 | 16420 | 2435 | 165865 | 77032 | 76678 |
|  | Firms with 50 to 99 employees | 23 | 26 | 445935 | 58618 | 16330 | 1658 | 143705 | 50585 | 54789 |
|  | Firms with 100 employess or more. | 35 | 153 | 12977943 | 562746 | 133936 | 15093 | 1327695 | 980069 | 1025462 |
|  | Firms not operated for the entire year $\qquad$ | 277 | 277 | 199285 | 17492 | 2955 | 485 | 42553 | 4286 | 26204 |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 572 | 657 | 7821716 | 350269 | 86767 | 10563 | 837599 | 485039 | 552573 |
|  | Firms operated for the entire year | 516 | 601 | 7691695 | 343680 | 84397 | 10184 | 822812 | 484620 | 525332 |
|  | Firms with less than 5 employees | 246 | 246 |  |  |  |  |  |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 120 | 121 | 236669 | 24460 | 6044 | 757 | 58835 | 32568 | 26314 |
|  | Firms with 10 to 19 employees. | 72 | 74 | 295731 | 31113 | 6857 | 934 | 65978 | 38397 | 31638 |
|  | Firms with 20 to 49 employees. | 55 | 72 | 870922 | 58199 | 14127 | 1686 | 133617 | 67898 | 64297 |
|  | Firms with 50 to 99 employees. | 8 | 10 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 15 | 78 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 56 | 56 | 130021 | $6589$ | $2370$ | 379 | 14787 | 419 | 27241 |

[^280]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219905 | Fire extinguishers \& fire safety equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 950 | 1016 | 1136419 | 181172 | 41557 | 6604 | 321488 | 77208 | 87714 |
|  | Firms operated for the entire year | 797 | 863 | 1096951 | 176643 | 40561 | 6379 | 313142 | 77038 | 82221 |
|  | Firms with less than 5 employees. | 399 | 400 | 172850 | 18676 | 4363 | 892 | 40550 | 8102 | 7596 |
|  | Firms with 5 to 9 employees .. | 200 | 202 |  | D | D | g | D | D | D |
|  | employees. | 133 | 136 | 217731 | 45582 | 10480 | 1732 | 78806 | 15458 | 16228 |
|  | Firms with 20 to 49 employees. | 55 | 83 | 312469 | 50981 | 11631 | 1600 | 92168 | 26565 | 28022 |
|  | Firms with 50 to 99 employees. | 8 | 36 | 113133 | 20676 | 4912 | 597 | 32904 | 12117 | 13023 |
|  | Firms with 100 employess or more. | 2 | 6 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 153 | 153 | 39468 | 4529 | 996 | 225 | 8346 | 170 | 5493 |
| 4219906 | Other durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2603 | 2680 | 5890668 | 543420 | 127038 | 15793 | 1279154 | 525117 | 595664 |
|  | Firms operated for the entire year | 2013 | 2090 | 5596984 | 525213 | 124449 | 15229 | 1236704 | 520664 | 554095 |
|  | Firms with less than 5 employees | 1322 | 1325 | 1180720 | 78844 | 17082 | 2560 | 187192 | 73519 | 75328 |
|  | Firms with 5 to 9 employees .. | 373 | 381 | 760827 | 65406 | 14574 | 2429 | 147500 | 64280 | 66272 |
|  | Firms with 10 to 19 employees. | 173 | 183 | 831621 | 77885 | 17210 | 2302 | 171465 | 72296 | 80678 |
|  | Firms with 20 to 49 employees. | 103 | 120 | 1029184 | 104619 | 22871 | 3049 | 227695 | 111087 | 116401 |
|  | Firms with 50 to 99 employees. | 25 | 36 | 738669 | 71305 | 14613 | 1773 | 149122 | 90936 | 94881 |
|  | Firms with 100 employess or more. $\qquad$ | 17 | 45 | 1055963 | 127154 | 38099 | 3116 | 353730 | 108546 | 120535 |
|  | Firms not operated for the entire year | 590 | 590 | 293684 | 18207 | 2589 | 564 | 42450 | 4453 | 41569 |
| 422 | Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |  |
|  | All firms. | 132668 | '162 841 | r1 879940402 | '81 678408 | r19 326296 | '2 398296 | 177427340 | 92209377 | 98460276 |
|  | Firms operated for the entire year | 112791 | 142709 | 1845995268 | 80230602 | 18996203 | 2344345 | 173670147 | 91491310 | 95676952 |
|  | Firms with less than 5 employees. | 56156 | 56303 | 94547015 | 3770508 | 832472 | 116505 | 8910242 | 3439771 | 3615904 |
|  | Firms with 5 to 9 employees .. | 22313 | 22881 | 97831501 | 4550704 | 1009036 | 146805 | 10308510 | 4720781 | 4914233 |
|  | Firms with 10 to 19 employees. | 15976 | 17724 | 124113494 | 6724074 | 1504771 | 215930 | 14736052 | 6715452 | 7067532 |
|  | Firms with 20 to 49 employees. | 11633 | 15279 | 212612261 | 11026828 | 2509075 | 349785 | 23623495 | 11546852 | 11814754 |
|  | Firms with 50 to 99 employees. | 3786 | 6915 | 142070847 | 8392405 | 1934195 | 260284 | 18269467 | 8727718 | 9265260 |
|  | Firms with 100 employess or more. | 2927 | 23607 | 1174820150 | 45766083 | 11206654 | 1255036 | 97822381 | 56340736 | 58999269 |
|  | Firms not operated for the entire year | 19877 | 20132 | 33945134 | 1447806 | 330093 | 53951 | 3757193 | 718067 | 2783324 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 12555 | 15848 | 117062485 | 7730308 | 1845993 | 214350 | 14750773 | 5517381 | 5803877 |
|  | Firms operated for the entire year | 11253 | 14514 | 115439135 | 7631777 | 1821017 | 210521 | 14485942 | 5488350 | 5679009 |
|  | Firms with less than 5 employees. | 5784 | 5796 | 6184413 | 427076 | 96244 | 12196 | 886737 | 170146 | 177256 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2340 | 2388 | 6403932 | 521564 | 119007 | 15304 | 996455 | 250497 | 268704 |
|  | Firms with 10 to 19 employees. | 1585 | 1741 | 8311185 | 756612 | 172179 | 21443 | 1410320 | 433781 | 443592 |
|  | Firms with 20 to 49 employees. | 1039 | 1374 | 13092637 | 1136246 | 261536 | 30708 | 2009574 | 686926 | 715214 |
|  | Firms with 50 to 99 employees. | 307 | 613 | 11298457 | 791660 | 188723 | 21142 | 1526801 | 576435 | 612838 |
|  | Firms with 100 employess or more. | 198 | 2602 | 70148511 | 3998619 | 983328 | 109728 | 7656055 | 3370565 | 3461405 |
|  | Firms not operated for the entire year | 1302 | 1334 | 1623350 | 98531 | 24976 | 3829 | 264831 | 29031 | 124868 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1554 | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42211 | Printing \& writing paper whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 1406 | 2161 | 38278754 | 1541661 | 376018 | 32916 | 3024088 | 1487975 | 1495796 |
|  | Firms with less than 5 employees. | 790 | 792 | 990599 | 65462 | 15145 | 1673 | 129028 | 24738 | 26272 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 261 | 271 | 1421267 | 63544 | 14851 | 1677 | 125387 | 34332 | 36689 |
|  | employees | 162 | 180 | 1931238 | 105621 | 24340 | 2214 | 212743 | 118914 | 116840 |
|  | Firms with 20 to 49 employees | 112 | 177 | 4725808 | 152795 | 35875 | 3326 | 270468 | 169884 | 166650 |
|  | employees....... | 40 | 132 | 4505655 | 129382 | 31389 | 2862 | 251694 | 90261 | 87903 |
|  | Firms with 100 employess or more. | 41 | 609 | 24704187 | 1024857 | 254418 | 21164 | 2034768 | 1049846 | 1061442 |
|  | Firms not operated for the entire year | 148 | 148 | 118733 | 5673 | 1099 | 219 | 13138 | 336 | 7180 |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1554 | 2309 | 38397487 | 1547334 | 377117 | 33135 | 3037226 | 1488311 | 1502976 |
|  | Firms operated for the entire year ........................... | 1406 | 2161 | 38278754 | 1541661 | 376018 | 32916 | 3024088 | 1487975 | 1495796 |
|  | Firms with less than 5 employees. | 790 | 792 | 990599 | 65462 | 15145 | 1673 | 129028 | 24738 | 26272 |
|  | Firms with 5 to 9 employees .. | 261 | 271 | 1421267 | 63544 | 14851 | 1677 | 125387 | 34332 | 36689 |
|  | employees | 162 | 180 | 1931238 | 105621 | 24340 | 2214 | 212743 | 118914 | 116840 |
|  | Firms with 20 to 49 employees | 112 | 177 | 4725808 | 152795 | 35875 | 3326 | 270468 | 169884 | 166650 |
|  | Firms with 50 to 99 employees. | 40 | 132 | 4505655 | 129382 | 31389 | 2862 | 251694 | 90261 | 87903 |
|  | Firms with 100 employess or more. | 41 | 609 | 24704187 | 1024857 | 254418 | 21164 | 2034768 | 1049846 | 1061442 |
|  | Firms not operated for the entire year | 148 | 148 | 118733 | 5673 | 1099 | 219 | 13138 | 336 | 7180 |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6263 | 8046 | 33271034 | 3308237 | 794195 | 109766 | 6178486 | 2082513 | 2186065 |
|  | Firms operated for the entire year | 5652 | 7410 | 32425080 | 3258475 | 780346 | 107682 | 6058218 | 2065826 | 2145039 |
|  | Firms with less than 5 employees. | 2940 | 2948 | 1992897 | 187764 | 41899 | 6203 | 385757 | 75704 | 77823 |
|  | Firms with 5 to 9 employees .. | 1230 | 1265 | 2074034 | 256417 | 59781 | 8105 | 476972 | 97859 | 105754 |
|  | Firms with 10 to 19 | 807 | 905 | 2600835 | 357537 | 82333 | 10863 | 641370 | 140360 | 143535 |
|  | Firms with 20 to 49 employees. | 486 | 674 | 3558052 | 485921 | 112289 | 14295 | 843538 | 221537 | 235187 |
|  | Firms with 50 to 99 employees. | 105 | 221 | 2486542 | 242352 | 58312 | 6970 | 493842 | 164896 | 175851 |
|  | Firms with 100 employess or more. | 84 | 1397 | 19712720 | 1728484 | 425732 | 61246 | 3216739 | 1365470 | 1406889 |
|  | Firms not operated for the entire year $\qquad$ | 611 | 636 | 845954 | 49762 | 13849 | 2084 | 120268 | 16687 | 41026 |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6263 | 8046 | 33271034 | 3308237 | 794195 | 109766 | 6178486 | 2082513 | 2186065 |
|  | Firms operated for the entire year ............................ | 5652 | 7410 | 32425080 | 3258475 | 780346 | 107682 | 6058218 | 2065826 | 2145039 |
|  | Firms with less than 5 employees. | 2940 | 2948 | 1992897 | 187764 | 41899 | 6203 | 385757 | 75704 | 77823 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1230 | 1265 | 2074034 | 256417 | 59781 | 8105 | 476972 | 97859 | 105754 |
|  | employees................ | 807 | 905 | 2600835 | 357537 | 82333 | 10863 | 641370 | 140360 | 143535 |
|  | Firms with 20 to 49 employees. | 486 | 674 | 3558052 | 485921 | 112289 | 14295 | 843538 | 221537 | 235187 |
|  | Firms with 50 to 99 employees. | 105 | 221 | 2486542 | 242352 | 58312 | 6970 | 493842 | 164896 | 175851 |
|  | Firms with 100 employess or more. | 84 | 1397 | 19712720 | 1728484 | 425732 | 61246 | 3216739 | 1365470 | 1406889 |
|  | Firms not operated for the entire year | 611 | 636 | 845954 | 49762 | 13849 | 2084 | 120268 | 16687 | 41026 |
| 42213 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 4797 | 5493 | 45393964 | 2874737 | 674681 | 71449 | 5535061 | 1946557 | 2114836 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 <br> $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42213 | Industrial \& personal service paper whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 4252 | 4941 | 44735002 | 2831620 | 664636 | 69918 | 5403568 | 1934403 | 2038174 |
|  | Firms with less than 5 employees. | 2064 | 2067 | 3250427 | 174816 | 39438 | 4345 | 374403 | 70004 | 73512 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 859 | 868 | 3002459 | 204982 | 45253 | 5599 | 400921 | 120944 | 129148 |
|  | $\qquad$ <br> employees. <br> Firms with 20 to 49 | 628 | 678 | 3963089 | 302852 | 67860 | 8556 | 578620 | 180947 | 189199 |
|  | employees....... | 452 | 540 | 5258462 | 517201 | 118230 | 13494 | 928285 | 322187 | 340568 |
|  | employees. | 168 | 302 | 7023379 | 454016 | 107355 | 11791 | 851870 | 321505 | 350727 |
|  | more. | 81 | 486 | 22237186 | 1177753 | 286500 | 26133 | 2269469 | 918816 | 955020 |
|  | Firms not operated for the entire year $\qquad$ | 545 | 552 | 658962 | 43117 | 10045 | 1531 | 131493 | 12154 | 76662 |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 4797 | 5493 | 45393964 | 2874737 | 674681 | 71449 | 5535061 | 1946557 | 2114836 |
|  | Firms operated for the entire year | 4252 | 4941 | 44735002 | 2831620 | 664636 | 69918 | 5403568 | 1934403 | 2038174 |
|  | Firms with less than 5 employees. | 2064 | 2067 | 3250427 | 174816 | 39438 | 4345 | 374403 | 70004 | 73512 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 859 | 868 | 3002459 | 204982 | 45253 | 5599 | 400921 | 120944 | 129148 |
|  | employees............... | 628 | 678 | 3963089 | 302852 | 67860 | 8556 | 578620 | 180947 | 189199 |
|  | Firms with 20 to 49 employees. ....... | 452 | 540 | 5258462 | 517201 | 118230 | 13494 | 928285 | 322187 | 340568 |
|  | Firms with 50 to 99 employees | 168 | 302 | 7023379 | 454016 | 107355 | 11791 | 851870 | 321505 | 350727 |
|  | Firms with 100 employess or more. | 81 | 486 | 22237186 | 1177753 | 286500 | 26133 | 2269469 | 918816 | 955020 |
|  | Firms not operated for the entire year | 545 | 552 | 658962 | 43117 | 10045 | 1531 | 131493 | 12154 | 76662 |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Firms operated for the entire year Firms with less than 5 | 5443 | 7037 | 201415293 | 8265356 | 1991750 | 185734 | 19565712 | 14375732 | 15423724 |
|  | employees........... | 2805 | 2810 | 3632399 | 207491 | 44717 | 5712 | 506874 | 206266 | 211822 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1002 | 1018 | 4552058 | 234442 | 50492 | 6604 | 541848 | 292868 | 323993 |
|  | employees. | 691 | 732 | 4485801 | 349877 | 76711 | 9343 | 812045 | 407762 | 441036 |
|  | Firms with 20 to 49 employees. | 536 | 617 | 7825051 | 581200 | 132062 | 16227 | 1348497 | 620368 | 667317 |
|  | Firms with 50 to 99 employees. | 189 | 237 | 8337193 | 493325 | 114582 | 13135 | 1279240 | 660281 | 737506 |
|  | Firms with 100 employess or more. | 220 | 1623 | 172582791 | 6399021 | 1573186 | 134713 | 15077208 | 12188187 | 13042050 |
|  | Firms not operated for the entire year | 1005 | 1016 | 1732478 | 129508 | 32373 | 4393 | 284189 | 64666 | 284120 |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |
|  | Firms operated for the entire year | 5443 | 7037 | 201415293 | 8265356 | 1991750 | 185734 | 19565712 | 14375732 | 15423724 |
|  | Firms with less than 5 employees. | 2805 | 2810 | 3632399 | 207491 | 44717 | 5712 | 506874 | 206266 | 211822 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1002 | 1018 | 4552058 | 234442 | 50492 | 6604 | 541848 | 292868 | 323993 |
|  | employees. | 691 | 732 | 4485801 | 349877 | 76711 | 9343 | 812045 | 407762 | 441036 |
|  | Firms with 20 to 49 employees. | 536 | 617 | 7825051 | 581200 | 132062 | 16227 | 1348497 | 620368 | 667317 |
|  | Firms with 50 to 99 employees. | 189 | 237 | 8337193 | 493325 | 114582 | 13135 | 1279240 | 660281 | 737506 |
|  | Firms with 100 employess or more. | 220 | 1623 | 172582791 | 6399021 | 1573186 | 134713 | 15077208 | 12188187 | 13042050 |
|  | Firms not operated for the entire year $\qquad$ | 1005 | 1016 | 1732478 | 129508 | 32373 | 4393 | 284189 | 64666 | 284120 |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6448 | 8053 | 203147771 | 8394864 | 2024123 | 190127 | 19849901 | 14440398 | 15707844 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payyorll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422210 | Drugs, \& druggists' sundries whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 5443 | 7037 | 201415293 | 8265356 | 1991750 | 185734 | 19565712 | 14375732 | 15423724 |
|  | employees. | 2805 | 2810 | 3632399 | 207491 | 44717 | 5712 | 506874 | 206266 | 211822 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1002 | 1018 | 4552058 | 234442 | 50492 | 6604 | 541848 | 292868 | 323993 |
|  | employees................ | 691 | 732 | 4485801 | 349877 | 76711 | 9343 | 812045 | 407762 | 441036 |
|  | Firms with 20 to 49 employees. | 536 | 617 | 7825051 | 581200 | 132062 | 16227 | 1348497 | 620368 | 667317 |
|  | Firms with 50 to 99 employees. | 189 | 237 | 8337193 | 493325 | 114582 | 13135 | 1279240 | 660281 | 737506 |
|  | Firms with 100 employess or more. | 220 | 1623 | 172582791 | 6399021 | 1573186 | 134713 | 15077208 | 12188187 | 13042050 |
|  | Firms not operated for the entire year | 1005 | 1016 | 1732478 | 129508 | 32373 | 4393 | 284189 | 64666 | 284120 |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 2783 | 3283 | 79946995 | 2290715 | 546162 | 70977 | 5352458 | 9238904 | 9838713 |
|  | Firms operated for the entire year . .......................... | 2475 | 2970 | 79287756 | 2232431 | 526626 | 68169 | 5238740 | 9187630 | 9725762 |
|  | employees. | 1215 | 1218 | 1465015 | 82347 | 18441 | 2566 | 198649 | 87981 | 92549 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 467 | 471 | 1574268 | 110363 | 23328 | 3096 | 243937 | 130711 | 141248 |
|  | employees | 372 | 399 | 2551369 | 186066 | 42342 | 5072 | 429128 | 250491 | 270718 |
|  | employees....... | 244 | 271 | 2577319 | 239523 | 53018 | 7418 | 536404 | 251118 | 276052 |
|  | Firms with 50 to 99 employees.................. | 79 | 96 | 4673831 | 184336 | 43480 | 5371 | 438763 | 437933 | 469199 |
|  | Firms with 100 employess or more. | 98 | 515 | 66445954 | 1429796 | 346017 | 44646 | 3391859 | 8029396 | 8475996 |
|  | Firms not operated for the entire year | 308 | 313 | 659239 | 58284 | 19536 | 2808 | 113718 | 51274 | 112951 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3715 | 4770 | 123200776 | 6104149 | 1477961 | 119150 | 14497443 | 5201494 | 5869131 |
|  | Firms operated for the entire year | 3014 | 4065 | 122117966 | 6031213 | 1464571 | 117495 | 14325124 | 5188029 | 5697282 |
|  | Firms with less than 5 employees. | 1597 | 1600 | 2300711 | 126317 | 26510 | 3165 | 312291 | 119194 | 121308 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 538 | 549 | 2988968 | 124941 | 27343 | 3527 | 300797 | 163092 | 184068 |
|  | employees. | 329 | 349 | 2023851 | 170730 | 35905 | 4411 | 403877 | 167332 | 181506 |
|  | Firms with 20 to 49 employees. | 301 | 351 | 5393452 | 352680 | 81513 | 9103 | 839859 | 402015 | 419697 |
|  | Firms with 50 to 99 employees. | 112 | 141 | 4363967 | 316227 | 73203 | 7924 | 852767 | 284264 | 356860 |
|  | Firms with 100 employess or more. | 137 | 1075 | 105047017 | 4940318 | 1220097 | 89365 | 11615533 | 4052132 | 4433843 |
|  | Firms not operated for the entire year $\qquad$ | 701 | 705 | 1082810 | 72936 | 13390 | 1655 | 172319 | 13465 | 171849 |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 19439 | 20707 | 124104420 | 7759577 | 1778842 | 207574 | 18455203 | 12335849 | 13581581 |
|  | Firms operated for the entire year $\ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 15999 | 17240 | 120230018 | 7518623 | 1730946 | 200686 | 17869607 | 12172546 | 12895300 |
|  | Firms with less than 5 employees. | 9256 | 9273 | 15800948 | 681514 | 149904 | 18481 | 1693752 | 841972 | 880102 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2949 | 2986 | 11027173 | 649014 | 142281 | 19250 | 1593338 | 958745 | 986045 |
|  | employees. | 1796 | 1900 | 11503730 | 820523 | 183173 | 23934 | 1945894 | 1165131 | 1249793 |
|  | Firms with 20 to 49 employees. | 1296 | 1522 | 18633750 | 1397180 | 318106 | 38727 | 3236795 | 1985709 | 2119084 |
|  | Firms with 50 to 99 employees. | 414 | 610 | 14556924 | 1110461 | 254336 | 28671 | 2546687 | 1687159 | 1830427 |
|  | Firms with 100 employess or more. $\square$ | 288 | 949 | 48707493 | 2859931 | 683146 | 71623 | 6853141 | 5533830 | 5829849 |
|  | Firms not operated for the entire year | 3440 | 3467 | 3874402 | 240954 | 47896 | 6888 | 585596 | 163303 | 686281 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 5238 | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42231 | Piece goods, notions, \& other dry goods whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire <br>  | 4373 | 4797 | 24838496 | 1564929 | 360347 | 43987 | 3313675 | 1997981 | 2095581 |
|  | employees. | 2434 | 2437 | 4329001 | 180782 | 39567 | 4922 | 418383 | 218438 | 228181 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 955 | 967 | 3598538 | 210622 | 46947 | 6233 | 469161 | 293071 | 294363 |
|  | employees.............. | 503 | 548 | 4026838 | 251033 | 56054 | 6649 | 552058 | 339850 | 361411 |
|  | Firms with 20 to 49 employees. | 328 | 406 | 5430927 | 353284 | 80859 | 9723 | 693508 | 443752 | 470242 |
|  | Firms with 50 to 99 employees | 104 | 179 | 3047706 | 268085 | 62795 | 7160 | 540744 | 341418 | 345205 |
|  | Firms with 100 employess or more. | 49 | 260 | 4405486 | 301123 | 74125 | 9300 | 639821 | 361452 | 396179 |
|  | Firms not operated for the entire year | 865 | 869 | 938431 | 46514 | 7542 | 1448 | 102430 | 15901 | 135694 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5238 | 5666 | 25776927 | 1611443 | 367889 | 45435 | 3416105 | 2013882 | 2231275 |
|  | Firms operated for the entire year | 4373 | 4797 | 24838496 | 1564929 | 360347 | 43987 | 3313675 | 1997981 | 2095581 |
|  | Firms with less than 5 employees. | 2434 | 2437 | 4329001 | 180782 | 39567 | 4922 | 418383 | 218438 | $228181$ |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 955 | 967 | 3598538 | 210622 | 46947 | 6233 | 469161 | 293071 | 294363 |
|  | employees................ | 503 | 548 | 4026838 | 251033 | 56054 | 6649 | 552058 | 339850 | 361411 |
|  | Firms with 20 to 49 employees. | 328 | 406 | 5430927 | 353284 | 80859 | 9723 | 693508 | 443752 | 470242 |
|  | Firms with 50 to 99 employees. | 104 | 179 | 3047706 | 268085 | 62795 | 7160 | 540744 | 341418 | 345205 |
|  | Firms with 100 employess or more. | 49 | 260 | 4405486 | 301123 | 74125 | 9300 | 639821 | 361452 | 396179 |
|  | Firms not operated for the entire year | 865 | 869 | 938431 | 46514 | 7542 | 1448 | 102430 | 15901 | 135694 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3831 | 4191 | 22125937 | 1240760 | 284390 | 33068 | 2667413 | 1655778 | 1837541 |
|  | Firms operated for the entire year | 3222 | 3578 | 21367391 | 1208267 | 278647 | 31951 | 2594262 | 1641587 | 1731983 |
|  | Firms with less than 5 employees. | 1804 | 1806 | 3815507 | 143381 | 31216 | 3639 | 331906 | 182780 | 191649 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 698 | 708 | 3134549 | 162514 | 35656 | 4548 | 366711 | 242530 | 243565 |
|  | employees | 372 | 408 | 3567154 | 191770 | 43049 | 4927 | 440411 | 292906 | 314834 |
|  | Firms with 20 to 49 employees. | 237 | 305 | 4610660 | 271738 | 61695 | 7030 | 539634 | 359454 | 387905 |
|  | Firms with 50 to 99 employees. | 75 | 140 | 2714396 | 207841 | 49293 | 5177 | 427392 | 291232 | 291918 |
|  | Firms with 100 employess or more. | 36 | 211 | 3525125 | 231023 | 57738 | 6630 | 488208 | 272685 | 302112 |
|  | Firms not operated for the entire year | 609 | 613 | 758546 | 32493 | 5743 | 1117 | 73151 | 14191 | 105558 |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1414 | 1475 | 3650990 | 370683 | 83499 | 12367 | 748692 | 358104 | 393734 |
|  | Firms operated for the entire year. | 1158 | 1219 | 3471105 | 356662 | 81700 | 12036 | 719413 | 356394 | 363598 |
|  | Firms with less than 5 employees. | 631 | 632 | 513747 | 37429 | 8352 | 1287 | 86663 | 35707 | 36558 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 258 | 259 | 465321 | 48257 | 11331 | 1688 | 102669 | 50768 | 51057 |
|  | employees | 134 | 143 | 496703 | 61000 | 13420 | 1758 | 114677 | 49861 | 50294 |
|  | Firms with 20 to 49 employees. | 92 | 101 | 848583 | 82593 | 19393 | 2712 | 160583 | 90869 | 88434 |
|  | Firms with 50 to 99 employees. | 30 | 40 | 478879 | 65708 | 15048 | 2032 | 126192 | 47411 | 49710 |
|  | Firms with 100 employess or more. | 13 | 44 | 667872 | 61675 | 14156 | 2559 | 128629 | 81778 | 87545 |
|  | Firms not operated for the entire year | 256 | 256 | 179885 | 14021 | 1799 | 331 | 29279 | 1710 | 30136 |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4712 | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42232 | Men's \& boys' clothing \& furnishings whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year Firms with less than 5 | 4038 | 4315 | 32590458 | 2106733 | 483205 | 60058 | 5151144 | 4094890 | 4363306 |
|  | employees............... | 2231 | 2234 | 3954165 | 163072 | 36095 | 4506 | 416714 | 201967 | 212772 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 736 | 749 | 3072776 | 163465 | 35618 | 4815 | 414782 | 287055 | 277707 |
|  | employees | 479 | 506 | 2663953 | 202177 | 45545 | 6405 | 494373 | 331714 | 355630 |
|  | Firms with 20 to 49 employees. | 377 | 421 | 5100266 | 386906 | 88477 | 11230 | 963145 | 701477 | 745493 |
|  | Firms with 50 to 99 employees. | 121 | 168 | 4277640 | 286781 | 68880 | 8358 | 664792 | 409156 | 445905 |
|  | more. | 94 | 237 | 13521658 | 904332 | 208590 | 24744 | 2197338 | 2163521 | 2325799 |
|  | Firms not operated for the entire year $\qquad$ | 674 | 691 | 769806 | 59472 | 15390 | 2195 | 132636 | 59977 | 161914 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 4712 | 5006 | 33360264 | 2166205 | 498595 | 62253 | 5283780 | 4154867 | 4525220 |
|  | Firms operated for the entire year. | 4038 | 4315 | 32590458 | 2106733 | 483205 | 60058 | 5151144 | 4094890 | 4363306 |
|  | irms with less than 5 employees | 2231 | 2234 | 3954165 | 163072 | 36095 | 4506 | 416714 | 201967 | 212772 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 736 | 749 | 3072776 | 163465 | 35618 | 4815 | 414782 | 287055 | 277707 |
|  | employees. | 479 | 506 | 2663953 | 202177 | 45545 | 6405 | 494373 | 331714 | 355630 |
|  | employees....... | 377 | 421 | 5100266 | 386906 | 88477 | 11230 | 963145 | 701477 | 745493 |
|  | Firms with 50 to 99 employees | 121 | 168 | 4277640 | 286781 | 68880 | 8358 | 664792 | 409156 | 445905 |
|  | Firms with 100 employess or more. | 94 | 237 | 13521658 | 904332 | 208590 | 24744 | 2197338 | 2163521 | 2325799 |
|  | Firms not operated for the entire year $\qquad$ | 674 | 691 | 769806 | 59472 | 15390 | 2195 | 132636 | 59977 | 161914 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7843 | 8217 | 40603484 | 2799463 | 632897 | 76256 | 6694729 | 3658306 | 4184804 |
|  | Firms operated for the entire year. $\qquad$ | 6207 | 6576 | 38450129 | 2660527 | 606510 | 73192 | 6348718 | 3570688 | 3851704 |
|  | Firms with less than 5 employees. | 3769 | 3776 | 5531400 | 260733 | 57556 | 7416 | 675019 | 329843 | 341455 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1018 | 1030 | 3385946 | 215182 | 46281 | 6668 | 545577 | 275612 | 303175 |
|  | employees.............. Firms with 20 to 49 | 659 | 686 | 3887881 | 289768 | 64715 | 8853 | 700001 | 371483 | 408850 |
|  | employees. | 491 | 582 | 6941051 | 546555 | 120713 | 14822 | 1291426 | 671009 | 734804 |
|  | employees........ | 157 | 229 | 5082756 | 421366 | 94706 | 10928 | 986101 | 631890 | 699039 |
|  | Firms with 100 employess or more. | 113 | 273 | 13621095 | 926923 | 222539 | 24505 | 2150594 | 1290851 | 1364381 |
|  | Firms not operated for the entire year $\qquad$ | 1636 | 1641 | 2153355 | 138936 | 26387 | 3064 | 346011 | 87618 | 333100 |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 7843 | 8217 | 40603484 | 2799463 | 632897 | 76256 | 6694729 | 3658306 | 4184804 |
|  | Firms operated for the entire year ............................. Firms with less than 5 | 6207 | 6576 | 38450129 | 2660527 | 606510 | 73192 | 6348718 | 3570688 | 3851704 |
|  | employees................ | 3769 | 3776 | 5531400 | 260733 | 57556 | 7416 | 675019 | 329843 | 341455 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1018 | 1030 | 3385946 | 215182 | 46281 | 6668 | 545577 | 275612 | 303175 |
|  | employees. <br> Firms with 20 to 49 | 659 | 686 | 3887881 | 289768 | 64715 | 8853 | 700001 | 371483 | 408850 |
|  | employees. | 491 | 582 | 6941051 | 546555 | 120713 | 14822 | 1291426 | 671009 | 734804 |
|  | Firms with 50 to 99 employees. | 157 | 229 | 5082756 | 421366 | 94706 | 10928 | 986101 | 631890 | 699039 |
|  | Firms with 100 employess or more. | 113 | 273 | 13621095 | 926923 | 222539 | 24505 | 2150594 | 1290851 | 1364381 |
|  | Firms not operated for the entire year | 1636 | 1641 | 2153355 | 138936 | 26387 | 3064 | 346011 | 87618 | 333100 |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1691 | 1818 | 24363745 | 1182466 | 279461 | 23630 | 3060589 | 2508794 | 2640282 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42234 | Footwear whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year <br> Firms with less than 5 | 1420 | 1547 | 24054800 | 1171115 | 277335 | 23284 | 3029532 | 2502776 | 2584689 |
|  | employees.............. | 829 | 830 | 1781325 | 73340 | 16959 | 1656 | 177797 | 97358 | 101309 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 246 | 250 | 1012160 | 61215 | 13790 | 1570 | 167176 | 105837 | 112444 |
|  | employees | 161 | 166 | 1158439 | 81126 | 17824 | 2115 | 208146 | 134388 | 141117 |
|  | Firms with 20 to 49 employees | 107 | 125 | 1747623 | 125577 | 31357 | 3171 | 319536 | 189557 | 189209 |
|  | Firms with 50 to 99 employees. $\qquad$ Firms with 100 employess or | 39 | 44 | 2865862 | 159310 | 35091 | 2717 | 441247 | 328172 | 362109 |
|  | more..................... | 38 | 132 | 15489391 | 670547 | 162314 | 12055 | 1715630 | 1647464 | 1678501 |
|  | Firms not operated for the entire year | 271 | 271 | 308945 | 11351 | 2126 | 346 | 31057 | 6018 | 55593 |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1691 | 1818 | 24363745 | 1182466 | 279461 | 23630 | 3060589 | 2508794 | 2640282 |
|  | Firms operated for the entire year ............................. Firms with less than 5 | 1420 | 1547 | 24054800 | 1171115 | 277335 | 23284 | 3029532 | 2502776 | 2584689 |
|  | employees......... | 829 | 830 | 1781325 | 73340 | 16959 | 1656 | 177797 | 97358 | 101309 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 246 | 250 | 1012160 | 61215 | 13790 | 1570 | 167176 | 105837 | 112444 |
|  | employees | 161 | 166 | 1158439 | 81126 | 17824 | 2115 | 208146 | 134388 | 141117 |
|  | employees....... | 107 | 125 | 1747623 | 125577 | 31357 | 3171 | 319536 | 189557 | 189209 |
|  | Firms with 50 to 99 employees | 39 | 44 | 2865862 | 159310 | 35091 | 2717 | 441247 | 328172 | 362109 |
|  | Firms with 100 employess or more. | 38 | 132 | 15489391 | 670547 | 162314 | 12055 | 1715630 | 1647464 | 1678501 |
|  | Firms not operated for the entire year | 271 | 271 | 308945 | 11351 | 2126 | 346 | 31057 | 6018 | 55593 |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 35088 | 41760 | 588970062 | 26778099 | 6317278 | 854919 | 55236142 | 18818462 | 20042559 |
|  | Firms operated for the entire year ............................ | 29902 | 36538 | 580369774 | 26334940 | 6218656 | 836661 | 54262913 | 18722082 | 19623177 |
|  | Firms with less than 5 employees. | 14002 | 14030 | 26262798 | 854543 | 187617 | 29016 | 2006009 | 538180 | 571627 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 5818 | 5901 | 29985352 | 1123140 | 249460 | 38396 | 2449414 | 822446 | 860573 |
|  | employees. | 4491 | 4701 | 37200524 | 1726135 | 390742 | 60747 | 3673903 | 1265903 | 1354550 |
|  | Firms with 20 to 49 employees. | 3360 | 3849 | 57192327 | 2955854 | 672333 | 101168 | 6259914 | 2343573 | 2394590 |
|  | Firms with 50 to 99 employees.......... | 1189 | 1705 | 37836914 | 2327706 | 532476 | 81697 | 5004032 | 1386241 | 1450939 |
|  | Firms with 100 employess or more. | 1042 | 6352 | 391891859 | 17347562 | 4186028 | 525637 | 34869641 | 12365739 | 12990898 |
|  | Firms not operated for the entire year | 5186 | 5222 | 8600288 | 443159 | 98622 | 18258 | 973229 | 96380 | 419382 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3304 | 4138 | 146689286 | 5541000 | 1336143 | 168190 | 10385724 | 5638569 | 5760246 |
|  | Firms operated for the entire year .......................... | 2697 | 3518 | 144437280 | 5463908 | 1317990 | 165120 | 10248210 | 5619474 | 5689564 |
|  | Firms with less than 5 employees. | 1213 | 1216 | 2111420 | 68867 | 15128 | 2519 | 151344 | 62519 | 64762 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 541 | 545 | 2453630 | 90156 | 20500 | 3592 | 187552 | 77648 | 80720 |
|  | employees............... | 373 | 385 | 3069467 | 126715 | 29275 | 5040 | 263778 | 115374 | 118307 |
|  | Firms with 20 to 49 employees. | 277 | 296 | 7123167 | 243167 | 56020 | 8335 | 481549 | 239259 | 237313 |
|  | Firms with 50 to 99 employees. | 113 | 151 | 6066180 | 240164 | 56053 | 8005 | 493566 | 218531 | 220581 |
|  | Firms with 100 employess or more. | 180 | 925 | 123613416 | 4694839 | 1141014 | 137629 | 8670421 | 4906143 | 4967881 |
|  | Firms not operated for the entire year $\qquad$ | 607 | 620 | 2252006 | 77092 | 18153 | 3070 | 137514 | 19095 | 70682 |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3304 | 4138 | 146689286 | 5541000 | 1336143 | 168190 | 10385724 | 5638569 | 5760246 |
|  | Firms operated for the entire year ............................ Firms with less than 5 | 2697 | 3518 | 144437280 | 5463908 | 1317990 | 165120 | 10248210 | 5619474 | 5689564 |
|  | employees.............. Firms with 5 to 9 employees .. | 1213 541 | 1216 545 | $\begin{array}{lll} 2 & 111 & 420 \\ 0 \end{array}$ | $68867$ | 15128 20500 | $2519$ | 151344 | $\begin{aligned} & 62519 \end{aligned}$ | $64762$ |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 541 | 545 | 2453630 | 90156 | 20500 | 3592 | 187552 | $77648$ | 80720 |
|  | employees.............. | 373 | 385 | 3069467 | 126715 | 29275 | 5040 | 263778 | 115374 | 118307 |
|  | employees. | 277 | 296 | 7123167 | 243167 | 56020 | 8335 | 481549 | 239259 | 237313 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422410 | General-line grocery whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year-Con. <br> Firms with 50 to 99 employees. Firms with 100 employess or more. | 113 180 | 151 925 | 6066180 123613416 | 240164 4694839 | 56053 1141014 | 8005 137629 | 493566 8670421 | 218531 4906143 | 220581 4967881 |
|  | Firms not operated for the entire year | 607 | 620 | 2252006 | 77092 | 18153 | 3070 | 137514 | 19095 | 70682 |
| 4224101 | General-line grocery whsle, voluntary group |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 154 | 186 | 16156029 | 554986 | 135594 | 17064 | 1105622 | 989577 | 958773 |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 136 | 168 | 16080607 | 552855 | 134935 | 16909 | 1102050 | 986568 | 955487 |
|  | employees............... | 51 | 51 | 53424 | 2289 | 471 | 107 | 6359 | 1590 | 1807 |
|  | Firms with 5 to 9 employees... | 19 | 19 | 40714 | 2623 | 639 | 125 | 6250 | 2986 | 3091 |
|  | employees <br> Firms with 20 to 49 | 21 | 21 | 137017 | 7407 | 1789 | 329 | 14438 | 6257 | 6646 |
|  | employees................ | 21 | 21 | 632570 | 17389 | 3863 | 663 | 33354 | 16893 | 17003 |
|  | Firms with 50 to 99 employees | 7 | 7 | 791159 | 15223 | 3844 | 540 | 45446 | 18147 | 18123 |
|  | Firms with 100 employess or more. $\square$ | 17 | 49 | 14425723 | 507924 | 124329 | 15145 | 996203 | 940695 | 908817 |
|  | Firms not operated for the entire year | 18 | 18 | 75422 | 2131 | 659 | 155 | 3572 | 3009 | 3286 |
| 4224102 | General-line grocery whsle, retail cooperative |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 158 | 211 | 16142440 | 467726 | 112330 | 13882 | 884413 | 926900 | 945354 |
|  | Firms operated for the entire year | 136 | 189 | 15996448 | 462271 | 109846 | 13481 | 874362 | 923221 | 942806 |
|  | Firms with less than 5 employees. | 50 | 50 | 55725 | 2909 | 617 | 102 | 6563 | 2864 | 2967 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 25 | 25 | 92447 | 3431 | 727 | 168 | 8611 | 4294 | 4417 |
|  | Firms with 10 to 19 employees. | 19 | 19 | 120344 | 5722 | 1301 | 263 | 14409 | 9604 | 11656 |
|  | Firms with 20 to 49 employees. | 12 | 14 | 202832 | 13186 | 2897 | 366 | 23067 | 9059 | 9298 |
|  | Firms with 50 to 99 employees. | 7 | 8 | 446700 | 14971 | 3393 | 492 | 30645 | 15447 | 15797 |
|  | Firms with 100 employess or more. | 23 | 73 | 15078400 | 422052 | 100911 | 12090 | 791067 | 881953 | 898671 |
|  | Firms not operated for the entire year $\qquad$ | 22 | 22 | 145992 | 5455 | 2484 | 401 | 10051 | 3679 | 2548 |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3004 | 3741 | 114390817 | 4518288 | 1088219 | 137244 | 8395689 | 3722092 | 3856119 |
|  | Firms operated for the entire year . | 2436 | 3160 | 112266411 | 4445369 | 1071314 | 134472 | 8266644 | 3709685 | 3791271 |
|  | Firms with less than 5 employees. | 1113 | 1116 | 2003203 | 63729 | 14055 | 2311 | 138508 | 58160 | 60086 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 499 | 503 | 2356802 | 84675 | 19270 | 3311 | 173676 | 70965 | 73827 |
|  | employees.................. | 333 | 344 | 2783591 | 113182 | 26091 | 4443 | 234230 | 99513 | 100005 |
|  | employees | 245 | 261 | 6330822 | 215316 | 49899 | 7343 | 429175 | 215869 | 213653 |
|  | Firms with 50 to 99 employees. | 101 | 140 | 4968765 | 216253 | 50243 | 7142 | 431908 | 191977 | 193647 |
|  | Firms with 100 employess or more. | 145 | 796 | 93823228 | 3752214 | 911756 | 109922 | 6859147 | 3073201 | 3150053 |
|  | Firms not operated for the entire year $\qquad$ | 568 | 581 | 2124406 | 72919 | 16905 | 2772 | 129045 | 12407 | 64848 |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3271 | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Firms operated for the entire $\qquad$ <br> Firms with less than 5 | 2932 | 3496 | 68217548 | 2759040 | 649736 | 83547 | 5920310 | 2680983 | 3037293 |
|  | employees................ | 1202 | 1206 | 3755315 <br> 4 <br> 1250 | $\begin{array}{r}86167 \\ \hline 18893\end{array}$ | 19156 | 2563 | 212500 |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 597 |  | 4872590 |  | 28553 | 3888 | 282153 | $160863$ | $177465$ |
|  | employees. <br> Firms with 20 to 49 | 464 | 496 | 7019227 | 206079 | 46410 | 6297 | 451634 | 324935 | 335024 |
|  | employees <br> Firms with 50 to 99 | 382 | 467 | 10887165 | 367097 | 82666 | 11675 | 763606 | 441891 | 429609 |
|  | employees | 132 | 178 | 5933513 | 264540 | 62791 | 8867 | 553885 | 235092 | 235281 |
|  | Firms with 100 employess or more. $\qquad$ | 155 | 541 | 35749738 | 1706264 | 410160 | 50257 | 3656532 | 1404723 | 1746217 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42242 | Packaged frozen food whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 339 | 342 | 897283 | 41232 | 9506 | 1520 | 95571 | 17188 | 48932 |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3271 | 3838 | 69114831 | 2800272 | 659242 | 85067 | 6015881 | 2698171 | 3086225 |
|  | Firms operated for the entire $\begin{aligned} & \text { year } \\ & \text { Eirm } \end{aligned}$ | 2932 | 3496 | 68217548 | 2759040 | 649736 | 83547 | 5920310 | 2680983 | 3037293 |
|  | Firms with less than 5 employees. | 1202 | 1206 | 3755315 | 86167 | 19156 | 2563 | 212500 | 113479 | 113697 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 597 | 608 | 4872590 | 128893 | 28553 | 3888 | 282153 | 160863 | 177465 |
|  | employees | 464 | 496 | 7019227 | 206079 | 46410 | 6297 | 451634 | 324935 | 335024 |
|  | Firms with 20 to 49 employees. | 382 | 467 | 10887165 | 367097 | 82666 | 11675 | 763606 | 441891 | 429609 |
|  | Firms with 50 to 99 employees. | 132 | 178 | 5933513 | 264540 | 62791 | 8867 | 553885 | 235092 | 235281 |
|  | Firms with 100 employess or more. $\qquad$ | 155 | 541 | 35749738 | 1706264 | 410160 | 50257 | 3656532 | 1404723 | 1746217 |
|  | Firms not operated for the entire year | 339 | 342 | 897283 | 41232 | 9506 | 1520 | 95571 | 17188 | 48932 |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2265 | 2862 | 34594779 | 1637129 | 380221 | 47742 | 3764991 | 856679 | 908789 |
|  | Firms operated for the entire year ........................... | 1974 | 2561 | 34034651 | 1609026 | 371999 | 46397 | 3704386 | 851455 | 885205 |
|  | employees............... | 941 | 943 | 2010851 | 53718 | 11892 | 1928 | 123851 | 27371 | 29986 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 404 | 406 | 2422912 | 78533 | 17516 | 2665 | 181846 | 50555 | 46614 |
|  | 10 to employees. | 265 | 273 | 2244058 | 108852 | 24042 | 3515 | 237202 | 43708 | 48594 |
|  | Firms with 20 to 49 employees. | 204 | 282 | 3732309 | 200997 | 46001 | 6329 | 444690 | 133120 | 140190 |
|  | Firms with 50 to 99 employees. | 83 | 156 | 4971437 | 187545 | 44101 | 5500 | 415796 | 101177 | 103272 |
|  | Firms with 100 employess or more. | 77 | 501 | 18653084 | 979381 | 228447 | 26460 | 2301001 | 495524 | 516549 |
|  | Firms not operated for the entire year | 291 | 301 | 560128 | 28103 | 8222 | 1345 | 60605 | 5224 | 23584 |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2265 | 2862 | 34594779 | 1637129 | 380221 | 47742 | 3764991 | 856679 | 908789 |
|  | Firms operated for the entire year ............................ | 1974 | 2561 | 34034651 | 1609026 | 371999 | 46397 | 3704386 | 851455 | 885205 |
|  | Firms with less than 5 employees. | 941 | 943 | 2010851 | 53718 | 11892 | 1928 | 123851 | 27371 | 29986 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 404 | 406 | 2422912 | 78533 | 17516 | 2665 | 181846 | 50555 | 46614 |
|  | Firms with 10 to 19 employees. | 265 | 273 | 2244058 | 108852 | 24042 | 3515 | 237202 | 43708 | 48594 |
|  | Firms with 20 to 49 employees. | 204 | 282 | 3732309 | 200997 | 46001 | 6329 | 444690 | 133120 | 140190 |
|  | Firms with 50 to 99 employees. | 83 | 156 | 4971437 | 187545 | 44101 | 5500 | 415796 | 101177 | 103272 |
|  | Firms with 100 employess or more. | 77 | 501 | 18653084 | 979381 | 228447 | 26460 | 2301001 | 495524 | 516549 |
|  | Firms not operated for the entire year | 291 | 301 | 560128 | 28103 | 8222 | 1345 | 60605 | 5224 | 23584 |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 133 | 140 | 4900769 | 49043 | 12268 | 1642 | 157610 | 19880 | 23534 |
|  | Firms operated for the entire year | 114 | 121 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 55 |  | 325824 |  |  | 125 |  | 2321 | 2452 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 28 | 28 | $\begin{gathered} 24 \\ \mathrm{D} \end{gathered}$ |  | D | c |  | - ${ }^{\text {D }}$ | D |
|  | Firms with 10 to 19 employees. | 15 | 15 | 601097 | 5104 | 1270 | 193 | 13423 | 1561 | 1561 |
|  | Firms with 20 to 49 employees. | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 8 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 3 | 7 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 19 | 19 | D | D | D | c | D | D | D |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2140 | 2722 | 29694010 | 1588086 | 367953 | 46100 | 3607381 | 836799 | 885255 |
|  | Firms operated for the entire year | 1866 | 2438 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees | 889 | 891 | 1689519 | 50880 | 11211 | 1808 | 115638 | 25160 | 27648 |
|  | Firms with 5 to 9 employees .. | 377 | 379 |  |  |  | g | D | D | D |
|  | Firms with 10 to 19 employees. | 250 | 258 | 1642961 | 103748 | 22772 | 3322 | 223779 | 42147 | 47033 |
|  | Firms with 20 to 49 employees. | 197 | 274 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 | 80 | 148 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 73 | 488 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 274 | 284 | D | D | D | g | D | D | D |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 955 | 1040 | 13809561 | 490567 | 113929 | 17792 | 1088278 | 270183 | 293622 |
|  | Firms operated for the entire year | 860 | 945 | 13477224 | 477912 | 111377 | 17289 | 1059853 | 268078 | 285356 |
|  | Firms with less than 5 employees. | 312 | 312 | 1089033 | 21773 | 5036 | 693 | 54927 | 5950 |  |
|  | Firms with 5 to 9 employees .. | 178 | 179 | 1642661 | 37164 | 8121 | 1177 | 80416 | 15401 | 16032 |
|  | employees....... | 160 | 167 | 1855132 | 64218 | 13921 | 2168 | 143272 | 35843 | 41553 |
|  | Firms with 20 to 49 employees................... | 131 | 148 | 2747054 | 111660 | 25830 | 4013 | 232291 | 43542 | 43872 |
|  | Firms with 50 to 99 employees | 41 | 57 | 1520402 | 68741 | 16077 | 2738 | 154221 | 28917 | 29864 |
|  | Firms with 100 employess or more. | 38 | 82 | 4622942 | 174356 | 42392 | 6500 | 394726 | 138425 | 147740 |
|  | Firms not operated for the entire year $\qquad$ | 95 | 95 | 332337 | 12655 | 2552 | 503 | 28425 | 2105 | 8266 |
| 422440 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 955 | 1040 | 13809561 | 490567 | 113929 | 17792 | 1088278 | 270183 | 293622 |
|  | Firms operated for the entire year | 860 | 945 | 13477224 | 477912 | 111377 | 17289 | 1059853 | 268078 | 285356 |
|  | Firms with less than 5 employees | 312 | 312 | 1089033 | 21773 | 5036 | 693 | 54927 | 5950 | 6295 |
|  | Firms with 5 to 9 employees... <br> Firms with 10 to 19 | 178 | 179 | 1642661 | 37164 | 8121 | 1177 | 80416 | 15401 | 16032 |
|  | employees............... | 160 | 167 | 1855132 | 64218 | 13921 | 2168 | 143272 | 35843 | 41553 |
|  | Firms with 20 to 49 employees. | 131 | 148 | 2747054 | 111660 | 25830 | 4013 | 232291 | 43542 | 43872 |
|  | Firms with 50 to 99 employees.................. | 41 | 57 | 1520402 | 68741 | 16077 | 2738 | 154221 | 28917 | 29864 |
|  | Firms with 100 employess or more. $\qquad$ | 38 | 82 | 4622942 | 174356 | 42392 | 6500 | 394726 | 138425 | 147740 |
|  | Firms not operated for the entire year | 95 | 95 | 332337 | 12655 | 2552 | 503 | 28425 | 2105 | 8266 |
| 4224401 | Live poultry whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 50 | 50 | 317047 | 17713 | 4160 | 595 | 36894 | 1853 | 2169 |
|  | Firms operated for the entire year | 43 | 43 | 288569 | 16052 | 3843 | 546 | 32421 | 1853 | 1718 |
|  | Firms with less than 5 employees. | 16 | 16 | 19614 |  | 162 | 30 | 1570 | 107 | 123 |
|  | Firms with 5 to 9 employees .. | 7 | 7 |  | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 13 | 13 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 6 | 6 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 | 1 | 1 | D |  |  | b |  |  |  |
|  | employees. <br> employess or |  |  | D | D | D | b | D | D | D |
|  | more.................... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 7 | 7 | 28478 | 1661 | 317 | 49 | 4473 | - | 451 |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 907 | 990 | 13492514 | 472854 | 109769 | 17197 | 1051384 | 268330 | 291453 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224402 | Poultry \& poultry product (except live) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 819 | 902 | 13188655 | 461860 | 107534 | 16743 | 1027432 | 266225 | 283638 |
|  | Firms with less than 5 employees. | 297 | 297 | 1069869 | 21174 | 4883 |  | 53532 | 5843 | $6187$ |
|  | Firrs with 5 to 9 employees .. | 171 | 172 |  |  |  | g | - | - ${ }^{\text {D }}$ | D |
|  | Firms with 10 to 19 employees. | 148 | 155 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 125 | 142 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 40 | 55 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 38 | 81 | 4622492 | 174314 | 42383 | 6499 | 394551 | 138425 | 147725 |
|  | Firms not operated for the entire year | 88 | 88 | 303859 | 10994 | 2235 | 454 | 23952 | 2105 | 7815 |
| 42245 | Confectionery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 2229 | 2621 | 27169914 | 1835202 | 442780 | 60010 | 3560134 | 745263 | 810412 |
|  | Firms operated for the entire year | 1866 | 2258 | D | D | D | । | D | D | D |
|  | Firms with less than 5 employees. | 948 | 952 | 1224660 | 47058 | 10234 | 1944 | 113158 | 33762 | 35935 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 350 | 364 | 1423582 | 64516 | 14148 | 2346 | 145408 | 53389 | 57848 |
|  | employees. | 288 | 304 | 1655681 | 92978 | 21648 | 3908 | 226571 | 70487 | 71469 |
|  | Firms with 20 to 49 employees. | 183 | 223 | 2243505 | 147962 | 32489 | 5358 | 338929 | 216944 | 232502 |
|  | Firms with 50 to 99 employees. | 48 | 65 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 49 | 350 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 363 | 363 | D | D | D | g | D | D | D |
| 422450 | Confectionery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2229 | 2621 | 27169914 | 1835202 | 442780 | 60010 | 3560134 | 745263 | 810412 |
|  | Firms operated for the entire year | 1866 | 2258 | D | D | D | । | D | D | D |
|  | Firms with less than 5 employees. | 948 | 952 | 1224660 | 47058 | 10234 | 1944 | 113158 | 33762 | 35935 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 350 | 364 | 1423582 | 64516 | 14148 | 2346 | 145408 | 53389 | 57848 |
|  | employees................ | 288 | 304 | 1655681 | 92978 | 21648 | 3908 | 226571 | 70487 | 71469 |
|  | Firms with 20 to 49 employees. | 183 | 223 | 2243505 | 147962 | 32489 | 5358 | 338929 | 216944 | 232502 |
|  | Firms with 50 to 99 employees. | 48 | 65 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 49 | 350 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 363 | 363 | D | D | D | g | D | D | D |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 2864 | 2960 | 13165780 | 684365 | 154839 | 27402 | 1519628 | 588880 | 659481 |
|  | Firms operated for the entire year | 2289 | 2385 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. |  |  |  |  |  |  |  |  |  |
|  | Firms with 5 to 9 employees ... | 481 | 487 | 2164480 | 81293 | 18164 | 3148 | 194156 | 53 72028 | 78662 |
|  | Firms with 10 to 19 employees. | 346 | 364 | 2477479 | 119430 | 26813 | 4677 | 265296 | 98891 | 109085 |
|  | Firms with 20 to 49 employees. | 243 | 261 | 3340418 | 181848 | 41478 | 7430 | 378965 | 190994 | 198663 |
|  | Firms with 50 to 99 employees. | 70 | 94 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 23 | 52 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 575 | 575 | D | D | D | g | D | D | D |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2864 | 2960 | 13165780 | 684365 | 154839 | 27402 | 1519628 | 588880 | 659481 |
|  | Firms operated for the entire year | 2289 | 2385 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 1126 | 1127 | 2114279 | 70287 | 15002 | 2411 | 182123 | 53518 | 57748 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 481 | 487 | 2164480 | 81293 | 18164 | 3148 | 194156 | 72028 | 78662 |
|  | employees................ | 346 | 364 | 2477479 | 119430 | 26813 | 4677 | 265296 | 98891 | 109085 |
|  | Firms with 20 to 49 employees. | 243 | 261 | 3340418 | 181848 | 41478 | 7430 | 378965 | 190994 | 198663 |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 11464 | 14623 | 186758663 | 9277467 | 2195951 | 288689 | 19494685 | 6404606 | 6746989 |
|  | Firms operated for the entire year ............................ Firms with less than 5 | 9776 | 12931 | 185161861 | 9164404 | 2173257 | 284372 | 19253865 | 6363653 | 6608062 |
|  | employees............... | 5091 | 5099 | 7548507 | 287447 | 63452 | 10091 | 669065 | 195037 | 210226 |
|  | Firms with 5 to 9 employees .. | 1708 | 1731 | 6883558 | 313907 | 70725 | 11295 | 692088 | 323637 | 323820 |
|  | employees. | 1359 | 1421 | 9850027 | 526056 | 119312 | 18360 | 1143040 | 478104 | 517920 |
|  | employees....... | 953 | 1132 | 14073472 | 847525 | 195313 | 28352 | 1973935 | 910439 | 952105 |
|  | employees....... | 343 | 593 | 9604460 | 700320 | 164770 | 23758 | 1669999 | 491238 | 524866 |
|  | Firms with 100 employess or more. | 322 | 2955 | 137201837 | 6489149 | 1559685 | 192516 | 13105738 | 3965198 | 4079125 |
|  | Firms not operated for the entire year | 1688 | 1692 | 1596802 | 113063 | 22694 | 4317 | 240820 | 40953 | 138927 |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 11464 | 14623 | 186758663 | 9277467 | 2195951 | 288689 | 19494685 | 6404606 | 6746989 |
|  | Firms operated for the entire year . | 9776 | 12931 | 185161861 | 9164404 | 2173257 | 284372 | 19253865 | 6363653 | 6608062 |
|  | employees.......... | 5091 | 5099 | 7548507 | 287447 | 63452 | 10091 | 669065 | 195037 | 210226 |
|  | Firms with 5 to 9 employees .. | 1708 | 1731 | 6883558 | 313907 | 70725 | 11295 | 692088 | 323637 | 323820 |
|  | employees. | 1359 | 1421 | 9850027 | 526056 | 119312 | 18360 | 1143040 | 478104 | 517920 |
|  | Firms with 20 to 49 | 953 | 1132 | 14073472 | 847525 | 195313 | 28352 | 1973935 | 910439 | 952105 |
|  | Firms with 50 to 99 employees. | 343 | 593 | 9604460 | 700320 | 164770 | 23758 | 1669999 | 491238 | 524866 |
|  | Firms with 100 employess or more. | 322 | 2955 | 137201837 | 6489149 | 1559685 | 192516 | 13105738 | 3965198 | 4079125 |
|  | Firms not operated for the entire year | 1688 | 1692 | 1596802 | 113063 | 22694 | 4317 | 240820 | 40953 | 138927 |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1461 | 1788 | 13421054 | 587048 | 136127 | 19037 | 1288846 | 550095 | 691110 |
|  | Firms operated for the entire year ............................ | 1293 | 1620 | 13173396 | 577890 | 134188 | 18704 | 1268064 | 549354 | 677568 |
|  | Firms with less than 5 employees. | 635 | 637 | 822794 | 38024 | 8419 | 1312 | 86563 | 27687 | 32721 |
|  | Firms with 5 to 9 employees .. | 243 | 249 | 898021 | 47572 | 11155 | 1608 | 107381 | 40759 | 44801 |
|  | Firms with 10 to 19 employees | 218 | 223 | 1707435 | 86586 | 20435 | 2929 | 175513 | 75052 | 99763 |
|  | Firms with 20 to 49 employees. | 132 | 159 | 2207396 | 119292 | 25771 | 3742 | 243032 | 184024 | 209873 |
|  | Firms with 50 to 99 employees. | 40 | 92 | 1957964 | 78834 | 18195 | 2692 | 175340 | 101570 | 166338 |
|  | Firms with 100 employess or more. $\qquad$ | 25 | 260 | 5579786 | 207582 | 50213 | 6421 | 480235 | 120262 | 124072 |
|  | Firms not operated for the entire year | 168 | 168 | 247658 | 9158 | 1939 | 333 | 20782 | 741 | 13542 |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2490 | 3290 | 20275213 | 1607505 | 400066 | 55337 | 3052927 | 477128 | 479087 |
|  | Firms operated for the entire year | 2067 | 2867 | 20103681 | 1590751 | 395564 | 54378 | 3020676 | 472332 | 469619 |
|  | Firms with less than 5 employees. | 1177 | 1178 |  |  | 11323 |  |  |  |  |
|  | Firms with 5 to 9 employees. | 335 | 340 | 628216 | 43070 | 9892 | 2242 | 90872 | 18738 | 20672 |
|  | Firms with 10 to 19 employees. | 277 | 283 | 679325 | 73259 | 16872 | 3675 | 136485 | 15234 | 16961 |
|  | Firms with 20 to 49 employees.................. | 175 | 202 | 910458 | 105076 | 24895 | 5170 | 201334 | 20170 | 20109 |
|  | Firms with 50 to 99 employees. | 56 | 87 | 615819 | 82751 | 19155 | 3815 | 132517 | 23975 | 23833 |
|  | Firms with 100 employess or more. $\qquad$ | 47 | 777 | 16400105 | 1236240 | 313427 | 37299 | 2349648 | 382011 | 375722 |
|  | Firms not operated for the entire year | 423 | 423 | 171532 | 16754 | 4502 | 959 | 32251 | 4796 | 9468 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 1940 | 3150 | 29142717 | 3212389 | 739081 | 100272 | 6711763 | 719316 | 799386 |

[^281]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE— Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224903 | Soft drinks whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 1615 | 2825 | 29024596 | 3200269 | 735713 | 99610 | 6685388 | 717624 | 791735 |
|  | Firms with less than 5 employees. | 804 | 805 | 507901 | 37366 | 8388 | 1548 | 92937 | 13883 | 14342 |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 226 | 229 | 427207 | 36184 | 8249 | 1492 | 76820 | 14037 | 15334 |
|  | employees | 215 | 221 | 837531 | 78441 | 17175 | 2980 | 171104 | 29173 | 30673 |
|  | employees....... | 185 | 221 | 1351586 | 174991 | 38272 | 5755 | 388703 | 49285 | 53280 |
|  | Firms with 50 to 99 employees. | 87 | 135 | 1430489 | 185184 | 42320 | 6178 | 394834 | 45986 | 47310 |
|  | Firms with 100 employess or more. | 98 | 1214 | 24469882 | 2688103 | 621309 | 81657 | 5560990 | 565260 | 630796 |
|  | Firms not operated for the entire year | 325 | 325 | 118121 | 12120 | 3368 | 662 | 26375 | 1692 | 7651 |
| 4224904 | Canned goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 1156 | 1283 | 27632847 | 753747 | 178275 | 20470 | 1632525 | 1075206 | 1025866 |
|  | Firms operated for the entire year | 995 | 1122 | 27256471 | 730397 | 173014 | 19651 | 1586368 | 1048804 | 990146 |
|  | Firms with less than 5 employees. | 498 | 498 | 1290569 | 35436 | 7859 | 1033 | 87311 | 41091 | 47049 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 192 | 192 | 1806404 | 44126 | 10117 | 1283 | 109094 | 67727 | 64234 |
|  | employees. | 148 | 157 | 1897937 | 66991 | 15901 | 2011 | 157513 | 123658 | 126852 |
|  | employees....... | 81 | 97 | 2017767 | 80660 | 17353 | 2429 | 221070 | 159324 | 160563 |
|  | Firms with 50 to 99 employees. | 42 | 58 | 2337364 | 102898 | 26610 | 2976 | 232241 | 117928 | 116018 |
|  | Firms with 100 employess or more. $\qquad$ | 34 | 120 | 17906430 | 400286 | 95174 | 9919 | 779139 | 539076 | 475430 |
|  | Firms not operated for the entire year | 161 | 161 | 376376 | 23350 | 5261 | 819 | 46157 | 26402 | 35720 |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 606 | 703 | 6331021 | 266495 | 61485 | 7303 | 599825 | 307851 | 309381 |
|  | Firms operated for the entire year | 540 | 637 | 6225555 | 254263 | 60691 | 7172 | 569367 | 282807 | 298622 |
|  | Firms with less than 5 employees. | 285 | 286 | 715053 | 22851 | 4983 | 571 | 50970 | 17533 | 17395 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 107 | 111 | 1114866 | 32339 | 6623 | 695 | 68361 | 44812 | 46505 |
|  | employees. | 78 | 96 | 757897 | 41035 | 8879 | 1050 | 87851 | 44011 | 44879 |
|  | Firms with 20 to 49 employees. | 44 | 52 | 1370324 | 52131 | 13789 | 1333 | 110865 | 60355 | 70737 |
|  | Firms with 50 to 99 employees. | 17 | 38 | 618551 | 35508 | 8762 | 1187 | 92153 | 29285 | 28782 |
|  | Firms with 100 employess or more. | 9 | 54 | 1648864 | 70399 | 17655 | 2336 | 159167 | 86811 | 90324 |
|  | Firms not operated for the entire year | 66 | 66 | 105466 | 12232 | 794 | 131 | 30458 | 25044 | 10759 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3878 | 4409 | 89955811 | 2850283 | 680917 | 86270 | 6208799 | 3275010 | 3442159 |
|  | Firms operated for the entire year ............................ | 3329 | 3856 | 89169397 | 2807086 | 673088 | 84763 | 6116783 | 3267513 | 3380372 |
|  | Firms with less than 5 employees. | 1703 | 1706 | 3412404 | 105096 | 22945 | 3478 | 245988 | 84507 | 89391 |
|  | Firms with 5 to 9 employees... <br> Firms with 10 to 19 | 620 | 627 | 2620164 | 114348 | 25666 | 4061 | 263442 | 144892 | 139397 |
|  | employees. | 432 | 455 | 3939353 | 186186 | 41553 | 5833 | 417432 | 208024 | 215819 |
|  | Firms with 20 to 49 employees. | 344 | 399 | 6186527 | 330651 | 79365 | 10185 | 844137 | 446173 | 445080 |
|  | Firms with 50 to 99 employees. | 108 | 187 | 5054249 | 233706 | 54962 | 7333 | 675615 | 241076 | 262429 |
|  | Firms with 100 employess or more. | 122 | 482 | 67956700 | 1837099 | 448597 | 53873 | 3670169 | 2142841 | 2228256 |
|  | Firms not operated for the entire year $\qquad$ | 549 | 553 | 786414 | 43197 | 7829 | 1507 | 92016 | 7497 | 61787 |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 6994 | 10343 | 166786245 | 2306012 | 518518 | 97521 | 6037409 | 9518504 | 9689572 |
|  | Firms operated for the entire year . | 6075 | 9397 | 163593821 | 2250209 | 505754 | 93668 | 5890548 | 9448899 | 9484946 |
|  | Firms with ess than 5 $\quad$ e...... | 2307 |  | 9988114 | 148007 | 32823 | 5425 | 409895 | 409938 | 438561 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1443 | 1547 | 11705820 | 241257 | 52543 | 9530 | 664997 | 741521 | 780616 |
|  | employees. | 1111 | 1517 | 15299953 | 341847 | 73532 | 15206 | 893733 | 1064699 | 1063080 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1533 | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Firms operated for the entire year | 1108 | 1247 | 20652926 | 373148 | 81549 | 11844 | 932412 | 2454119 | 2369118 |
|  | Firms with less than 5 employees. | 648 | 648 | 3425367 | 52137 | 11070 | 1446 | 133326 | 120765 | 125956 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 222 | 229 | 2466887 | 41124 | 8888 | 1429 | 129961 | 146787 | 147782 |
|  | employees. | 123 | 134 | 1531418 | 39974 | 8471 | 1604 | 99914 | 168477 | 157236 |
|  | Firms with 20 to 49 employees. | 70 | 88 | 2979097 | 63483 | 13745 | 2031 | 153306 | 237475 | 171044 |
|  | Firms with $\mathrm{employees...........}$. | 30 | 52 | 1767436 | 47148 | 11185 | 1884 | 101233 | 252270 | 293786 |
|  | Firms with 100 employess or more. | 15 | 96 | 8482721 | 129282 | 28190 | 3450 | 314672 | 1528345 | 1473314 |
|  | Firms not operated for the entire year | 425 | 437 | 1722302 | 29741 | 6323 | 2127 | 75017 | 23719 | 73338 |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1533 | 1684 | 22375228 | 402889 | 87872 | 13971 | 1007429 | 2477838 | 2442456 |
|  | Firms operated for the entire year. | 1108 | 1247 | 20652926 | 373148 | 81549 | 11844 | 932412 | 2454119 | 2369118 |
|  | employees......... | 648 | 648 | 3425367 | 52137 | 11070 | 1446 | 133326 | 120765 | 125956 |
|  | Firms with 5 to 9 employees... <br> Firms with 10 to 19 | 222 | 229 | 2466887 | 41124 | 8888 | 1429 | 129961 | 146787 | 147782 |
|  | employees | 123 | 134 | 1531418 | 39974 | 8471 | 1604 | 99914 | 168477 | 157236 |
|  |  | 70 | 88 | 2979097 | 63483 | 13745 | 2031 | 153306 | 237475 | 171044 |
|  | Firms with 50 to 99 employees.................. | 30 | 52 | 1767436 | 47148 | 11185 | 1884 | 101233 | 252270 | 293786 |
|  | Firms with 100 employess or more. | 15 | 96 | 8482721 | 129282 | 28190 | 3450 | 314672 | 1528345 | 1473314 |
|  | Firms not operated for the entire year $\qquad$ | 425 | 437 | 1722302 | 29741 | 6323 | 2127 | 75017 | 23719 | 73338 |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 246 | 260 | 2096303 | 54276 | 13637 | 1983 | 138079 | 111982 | 120784 |
|  | Firms operated for the entire year | 205 | 218 | 2024385 | 53101 | 13354 | 1879 | 135503 | 109261 | 111001 |
|  | Firms with less than 5 employees. |  | 126 | 586690 | 11552 |  | 278 | 30293 |  | 26590 |
|  | Firms with $5 \ldots \ldots \ldots$ employees .. Firms with 10 to 19 | 38 | 39 | 243960 | 7741 | 1898 | 237 | 20521 | 23484 | 22680 |
|  | Firms with 10 to 19 employees. | 19 | 20 | 373371 | 7015 | 1539 | 219 | 15301 | 24066 | 24307 |
|  | Firms with 20 to 49 employees. | 11 | 14 | 352928 | 12097 | 2845 | 327 | 30453 | 16563 | 13574 |
|  | Firms with 50 to 99 employees.................. | 9 | 15 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. |  | 4 |  | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 41 | 42 | 71918 | 1175 | 283 | 104 | 2576 | 2721 | 9783 |
| 4225902 | Leaf tobacco whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 304 | 328 | 3658394 | 86300 | 19974 | 3720 | 184980 | 294291 | 331722 |
|  | Firms operated for the entire year | 100 | 114 | 2347413 | 69301 | 15906 | 2040 | 136719 | 294145 | 318329 |
|  | Firms with less than 5 employees. | 49 |  | 269730 |  | $1104$ |  |  |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 17 | 19 | 115179 | 2705 |  | 104 | 10950 | 4096 | 3979 |
|  | employees............... | 15 | 15 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 11 | 13 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees | 5 | 9 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 3 | 9 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 204 | 214 | 1310981 | 16999 | 4068 | 1680 | 48261 | 146 | 13393 |
| 4225903 | Wool, wool tops, \& mohair whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 78 | 80 | 202820 | 7838 | 1656 | 307 | 20068 | 22725 | 26369 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4225903 | Wool, wool tops, \& mohair whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 59 | 61 | 183955 | 7478 | 1576 | 291 | 19063 | 22466 | 25135 |
|  | Firms with less than 5 employees. | 39 | 39 | 103527 | 2649 | 615 | 86 | 6668 | 9931 | 10465 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 14 | 14 | 40383 | 1517 | 367 | 87 | 4634 | 3142 | 3776 |
|  | Firms with 10 to 19 employees. | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 4 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | _ | - | _ | - | _ | - |  |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 19 | 19 | 18865 | 360 | 80 | 16 | 1005 | 259 | 1234 |
| 4225904 | Cotton whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 248 | 297 | 10618437 | 110196 | 21147 | 2595 | 336390 | 1702714 | 1616882 |
|  | Firms operated for the entire year | 208 | 256 | 10453923 | 108241 | 20616 | 2525 | 330761 | 1701080 | 1605351 |
|  | Firms with less than 5 employees. | 122 | 122 | 1338281 | 11526 |  | 268 | 32852 | 54740 | 54509 |
|  | Firms with 5 to 9 employees .. | 37 | 39 | 1292031 | 10397 | 1887 | 238 | 46957 | 74360 | 78699 |
|  | employees....... | 28 | 32 | 633807 | 10067 | 1899 | 378 | 30305 | 113995 | 101551 |
|  | Firms with 20 to 49 employees. | 10 | 14 | 888501 | 9731 | 2017 | 268 | 28486 | 93537 | 104393 |
|  | Firms with 50 to 99 employees. | 4 | 10 | 1000347 | 11451 | 1742 | 230 | 22876 | 206728 | 243808 |
|  | Firms with 100 employess or more. | 7 | 39 | 5300956 | 55069 | 11333 | 1143 | 169285 | 1157720 | 1022391 |
|  | Firms not operated for the entire year | 40 | 41 | 164514 | 1955 | 531 | 70 | 5629 | 1634 | 11531 |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 661 | 719 | 5799274 | 144279 | 31458 | 5366 | 327912 | 346126 | 346699 |
|  | Firms operated for the entire year | 539 | 597 | 5626583 | 134937 | 30007 | 5106 | 310218 | 327167 | 309302 |
|  | Firms with less than 5 employees. | 313 | 313 | 1127348 | 21150 | 4764 | 709 | 52617 | 28511 | 30401 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 116 | 117 | 775125 | 18746 | 4021 | 760 | 48208 | 41659 | 38610 |
|  | employees......... | 58 | 63 | 870787 | 16661 | 3644 | 755 | 38826 | 22334 | 21484 |
|  | employees....... | 36 | 43 | 1473728 | 36657 | 7397 | 1053 | 85288 | 55687 | 50856 |
|  | Firms with 50 to 99 employees. | 12 | 18 | 291699 | 21348 | 5275 | 800 | 40804 | 22810 | 24001 |
|  | Firms with 100 employess or more. | 4 | 43 | 1087896 | 20375 | 4906 | 1029 | 44475 | 156166 | 143950 |
|  | Firms not operated for the entire year | 122 | 122 | 172691 | 9342 | 1451 | 260 | 17694 | 18959 | 37397 |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 11799 | 15920 | 128923496 | 7241315 | 1741474 | 165768 | 14924310 | 6112219 | 6425438 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 10518 | 14626 | 127455167 | 7143710 | 1716231 | 162880 | 14722795 | 6081789 | 6316494 |
|  | employees............... | 5592 | 5616 | 8597020 | 485679 | 106211 | 11542 | 1031675 | 262492 | 287020 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2079 | 2155 | 8135841 | 559776 | 120237 | 13577 | 1141363 | 433002 | 443488 |
|  | employees. <br> Firms with 20 to 49 | 1449 | 1667 | 10547497 | 817030 | 181376 | 19532 | 1662118 | 624306 | 653918 |
|  | employees. | 923 | 1395 | 22385362 | 1210462 | 280236 | 27794 | 2567007 | 1334667 | 1402148 |
|  | Firms with 50 to 99 employees. | 270 | 719 | 16363648 | 774470 | 182784 | 18422 | 1579365 | 706008 | 793039 |
|  | Firms with 100 employess or more. | 205 | 3074 | 61425799 | 3296293 | 845387 | 72013 | 6741267 | 2721314 | 2736881 |
|  | Firms not operated for the entire year $\qquad$ | 1281 | 1294 | 1468329 | 97605 | 25243 | 2888 | 201515 | 30430 | 108944 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3443 | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42261 | Plastics materials \& basic forms \& shapes whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 3123 | 4029 | 34650888 | 1717254 | 398333 | 42678 | 3602014 | 1863058 | 1958993 |
|  | employees. Firms with 5 to 9 employees . Firms with 10 to 19 | $\begin{array}{r}1633 \\ 584 \\ \\ \hline\end{array}$ | 1641 610 | $\begin{aligned} & 3921753 \\ & 3048211 \end{aligned}$ | $\begin{aligned} & 162915 \\ & 165222 \end{aligned}$ | $\begin{array}{ll} 34 & 874 \\ 35 \quad 337 \end{array}$ | $\begin{array}{r}3339 \\ 3829 \\ \hline\end{array}$ | $\begin{aligned} & 337365 \\ & 335646 \end{aligned}$ | 78917 114320 | $\begin{array}{r} 81400 \\ 123997 \end{array}$ |
|  | employees. <br> Firms with 20 to 49 | 441 | 512 | 3493887 | 254072 | 56548 | 6084 | 507056 | 228931 | 244058 |
|  | employees | 312 | 438 | 5756620 | 370542 | 86918 | 9592 | 755744 | 424900 | 442306 |
|  | Firms with 50 to 99 employees. Firms with 100 employess or | 92 | 266 | 6018003 | 257234 | 59807 | 6515 | 560686 | 276311 | 324466 |
|  | more. | 61 | 562 | 12412414 | 507269 | 124849 | 13319 | 1105517 | 739679 | 742766 |
|  | Firms not operated for the entire year | 320 | 320 | 542383 | 26396 | 7615 | 1002 | 57904 | 15273 | 29296 |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3443 | 4349 | 35193271 | 1743650 | 405948 | 43680 | 3659918 | 1878331 | 1988289 |
|  | Firms operated for the entire year .......................... Firms with less than 5 | 3123 | 4029 | 34650888 | 1717254 | 398333 | 42678 | 3602014 | 1863058 | 1958993 |
|  | employees. <br> less than 5 | 1633 | 1641 | 3921753 | 162915 | 34874 | 3339 | 337365 | 78917 | 81400 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 |  | 610 | 3048211 | 165222 | 35337 | 3829 | 335646 | 114320 | 123997 |
|  | employees.............. | 441 | 512 | 3493887 | 254072 | 56548 | 6084 | 507056 | 228931 | 244058 |
|  | Firms with 20 to 49 employees. | 312 | 438 | 5756620 | 370542 | 86918 | 9592 | 755744 | 424900 | 442306 |
|  | Firms with 50 to 99 employees. | 92 | 266 | 6018003 | 257234 | 59807 | 6515 | 560686 | 276311 | 324466 |
|  | Firms with 100 employess or more. | 61 | 562 | 12412414 | 507269 | 124849 | 13319 | 1105517 | 739679 | 742766 |
|  | Firms not operated for the entire year | 320 | 320 | 542383 | 26396 | 7615 | 1002 | 57904 | 15273 | 29296 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8390 | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Firms operated for the entire year …......................... Firms with less than 5 | 7429 | 10597 | 92804279 | 5426456 | 1317898 | 120202 | 11120781 | 4218731 | 4357501 |
|  | employees................ | 3965 | 3982 | 4697757 | 323903 | 71614 | 8222 | 697404 | 184807 | 206860 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1501 | 1558 | 5192393 | 397164 | 85551 | 9793 | 812298 | 322479 | 323715 |
|  | employees | 1012 | 1157 | 7569071 | 566336 | 126098 | 13499 | 1163965 | 394357 | 408406 |
|  | employees....... | 621 | 987 | 17396773 | 854766 | 196858 | 18491 | 1842643 | 936703 | 986048 |
|  | Firms with 50 to 99 employees.................. | 185 | 470 | 11243883 | 545430 | 129812 | 12370 | 1087888 | 514832 | 559670 |
|  | Firms with 100 employess or more. | 145 | 2443 | 46704402 | 2738857 | 707965 | 57827 | 5516583 | 1865553 | 1872802 |
|  | Firms not operated for the entire year | 961 | 974 | 925946 | 71209 | 17628 | 1886 | 143611 | 15157 | 79648 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 8390 | 11571 | 93730225 | 5497665 | 1335526 | 122088 | 11264392 | 4233888 | 4437149 |
|  | Firms operated for the entire year | 7429 | 10597 | 92804279 | 5426456 | 1317898 | 120202 | 11120781 | 4218731 | 4357501 |
|  | Firms with less than 5 Firms with les. | 3965 | 3982 | 4697757 | 323903 | 71614 | 8222 | 697404 | 184807 | 206860 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1501 | 1558 | 5192393 | 397164 | 85551 | 9793 | 812298 | 322479 | 323715 |
|  | employees. | 1012 | 1157 | 7569071 | 566336 | 126098 | 13499 | 1163965 | 394357 | 408406 |
|  | Firms with 20 to 49 employees. | 621 | 987 | 17396773 | 854766 | 196858 | 18491 | 1842643 | 936703 | 986048 |
|  | Firms with 50 to 99 employees. | 185 | 470 | 11243883 | 545430 | 129812 | 12370 | 1087888 | 514832 | 559670 |
|  | Firms with 100 employess or more. $\qquad$ | 145 | 2443 | 46704402 | 2738857 | 707965 | 57827 | 5516583 | 1865553 | 1872802 |
|  | Firms not operated for the entire year | 961 | 974 | 925946 | 71209 | 17628 | 1886 | 143611 | 15157 | 79648 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 528 | 1106 | 2806880 | 407882 | 97550 | 11505 | 820782 | 167580 | 181052 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4226901 | Industrial gases (except LP) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 462 | 1040 | 2751786 | 403580 | 96204 | 11279 | 812639 | 166927 | 178101 |
|  | employees | 176 | 177 | 105967 | 11669 | 2570 | 423 | 25598 | 5127 | 5478 |
|  | Firms with 5 to 9 employees. Firms with 10 to 19 | 121 | 129 | 158580 | 21968 | 5076 | 786 | 45815 | 8783 | 8765 |
|  | employees................ | 88 | 97 | 301613 | 39633 | 8847 | 1152 | 78324 | 14529 | 14992 |
|  |  | 48 | 78 | 246381 | 45263 | 10099 | 1306 | 88530 | 24983 | 25473 |
|  | Firms with 50 to 99 employees | 16 | 46 | 261186 | 41799 | 10052 | 1128 | 87860 | 14831 | 14971 |
|  | Firms with 100 employess or more. | 13 | 513 | 1678059 | 243248 | 59560 | 6484 | 486512 | 98674 | 108422 |
|  | Firms not operated for the entire year | 66 | 66 | 55094 | 4302 | 1346 | 226 | 8143 | 653 | 2951 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 7881 | 10465 | 90923345 | 5089783 | 1237976 | 110583 | 10443610 | 4066308 | 4256097 |
|  | Firms operated for the entire year | 6986 | 9557 | 90052493 | 5022876 | 1221694 | 108923 | 10308142 | 4051804 | 4179400 |
|  | employees. | 3793 | 3809 | 4595436 | 312692 | 69155 | 7811 | 672765 | 179814 | 201544 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1384 | 1435 | 5054677 | 376432 | 80805 | 9038 | 769390 | 316868 | 320205 |
|  | employees. | 926 | 1061 | 7273867 | 528711 | 117636 | 12382 | 1089654 | 380924 | 394554 |
|  | employees....... | 576 | 914 | 17183876 | 811866 | 187446 | 17267 | 1760888 | 913181 | 962866 |
|  | Firms with 50 to 99 employees. | 175 | 441 | 11128349 | 525758 | 125081 | 11611 | 1044231 | 506217 | 548350 |
|  | Firms with 100 employess or more. | 132 | 1897 | 44816288 | 2467417 | 641571 | 50814 | 4971214 | 1754800 | 1751881 |
|  | Firms not operated for the entire year $\qquad$ | 895 | 908 | 870852 | 66907 | 16282 | 1660 | 135468 | 14504 | 76697 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 8130 | r11 297 | '267 623942 | '4479853 | r1 081580 | r137 829 | 12000291 | 6814285 | 6960673 |
|  | Firms operated for the entire year | 7553 | 10712 | 258336709 | 4395541 | 1057649 | 135545 | 11345481 | 6718958 | 6789228 |
|  | Firms with less than 5 employees. | 2666 | 2701 | 9831274 | 185896 | 42719 | 6127 | 502797 | 159001 | 158500 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1894 | 1979 | 14904408 | 364208 | 83900 | 12735 | 951411 | 305383 | 316461 |
|  | employees. | 1551 | 1874 | 24629160 | 640824 | 144522 | 20973 | 1652981 | 586424 | 633766 |
|  | employees <br> Firms with 50 to 99 | 1013 | 1526 | 33793932 | 908258 | 211807 | 29920 | 2239202 | 1176318 | 1104047 |
|  | employees....... | 278 | 643 | 20082696 | 587030 | 140515 | 19049 | 1416428 | 865767 | 707950 |
|  | Firms with 100 employess or more. | 151 | 1989 | 155095239 | 1709325 | 434186 | 46741 | 4582662 | 3626065 | 3868504 |
|  | Firms not operated for the entire year $\qquad$ | 577 | 585 | 9287233 | 84312 | 23931 | 2284 | 654810 | 95327 | 171445 |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5331 | ${ }^{7} 690$ | r176 719246 | '3 165900 | '754 255 | 「102 489 | 8264472 | 5235427 | 5393771 |
|  | Firms operated for the entire year | 5079 | 7433 | 175671504 | 3141555 | 748330 | 101537 | 8210110 | 5224522 | 5358089 |
|  | Firms with less than 5 employees. | 1344 | 1365 | 3634852 | 87868 | 20189 | 3288 | 261537 | 98833 | 96577 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1378 | 1447 | 8089905 | 252136 | 58129 | 9380 | 692527 | 230593 | 242355 |
|  | employees. <br> Firms with 20 to | 1216 | 1497 | 16321831 | 487791 | 110408 | 16618 | 1284238 | 462458 | 502090 |
|  | employees | 798 | 1175 | 24989640 | 682934 | 159554 | 23413 | 1687115 | 1013530 | 844219 |
|  | Firms with 50 to 99 employees | 221 | 471 | 11523139 | 438500 | 106972 | 14957 | 1065793 | 435332 | 417181 |
|  | Firms with 100 employess or more. $\qquad$ | 122 | 1478 | 111112137 | 1192326 | 293078 | 33881 | 3218900 | 2983776 | 3255667 |
|  | Firms not operated for the entire year $\qquad$ | 252 | 257 | 1047742 | 24345 | 5925 | 952 | 54362 | 10905 | 35682 |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5331 | ${ }^{7} 7690$ | r176 719246 | '3 165900 | '754 255 | '102 489 | 8264472 | 5235427 | 5393771 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422710 | Petroleum bulk stations \& terminals-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 5079 | 7433 | 175671504 | 3141555 | 748330 | 101537 | 8210110 | 5224522 | 5358089 |
|  | Firms with less than 5 employees. | 1344 | 1365 | 3634852 | 87868 | 20189 | 3288 | 261537 | 98833 | 96577 |
|  | Firms with 5 to 9 employees .. | 1378 | 1447 | 8089905 | 252136 | 58129 | 9380 | 692527 | 230593 | 242355 |
|  | employees. <br> employees...... <br> Firms with 20 to 49 | 1216 | 1497 | 16321831 | 487791 | 110408 | 16618 | 1284238 | 462458 | 502090 |
|  | employees...... | 798 | 1175 | 24989640 | 682934 | 159554 | 23413 | 1687115 | 1013530 | 844219 |
|  | Firms with 50 to 99 employees................ | 221 | 471 | 11523139 | 438500 | 106972 | 14957 | 1065793 | 435332 | 417181 |
|  | Firms with 100 employess or more. | 122 | 1478 | 111112137 | 1192326 | 293078 | 33881 | 3218900 | 2983776 | 3255667 |
|  | Firms not operated for the entire year $\qquad$ | 252 | 257 | 1047742 | 24345 | 5925 | 952 | 54362 | 10905 | 35682 |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms | 5152 | 77270 | r171 008939 | '2 991345 | '713 993 | r97 752 | 7859949 | 4976010 | 5120276 |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 4915 | 7028 | 170021014 | 2968140 | 708311 | 96823 | 7808901 | 4967028 | 5086400 |
|  | employees............... | 1293 | 1313 | 3438374 | 83000 | 19213 | 3171 | 248567 | 94407 | 92030 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1344 | 1414 | 7753199 | 242952 | 56093 | 9152 | 674866 | 217818 | 227926 |
|  | employees | 1179 | 1438 | 15595378 | 465348 | 104884 | 16080 | 1230937 | 440047 | 474354 |
|  | employees....... | 770 | 1123 | 24590532 | 656973 | 153058 | 22611 | 1632688 | 989423 | 819332 |
|  | Firms with 50 to 99 employees. | 215 | 448 | 10082468 | 423027 | 103868 | 14556 | 1022869 | 409326 | 395005 |
|  | Firms with 100 employess or more. | 114 | 1292 | 108561063 | 1096840 | 271195 | 31253 | 2998974 | 2816007 | 3077753 |
|  | Firms not operated for the entire year $\qquad$ | 237 | 242 | 987925 | 23205 | 5682 | 929 | 51048 | 8982 | 33876 |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms. | 4814 | 6045 | 50922994 | 1878095 | 443455 | 69499 | 4737727 | 1461304 | 1476135 |
|  | Firms operated for the entire year | 4591 | 5817 | 50535785 | 1863861 | 439474 | 68704 | 4702987 | 1452322 | 1453868 |
|  | Firms with less than 5 employees. | 1268 | 1289 | 2801284 | 79431 | 18364 | 3108 | $232525$ | 83201 | $84062$ |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1284 | 1359 | 6767702 | 227812 | 52697 | 8765 | 622009 | 178166 | 176878 |
|  | employees. | 1133 | 1360 | 11157576 | 427982 | 97626 | 15382 | 1144457 | 312249 | 315680 |
|  | Firms with 20 to 49 employees. | 677 | 1011 | 13434290 | 559304 | 130563 | 19923 | 1365801 | 440940 | 426219 |
|  | Firms with 50 to 99 employees. | 168 | 356 | 6248103 | 302280 | 72407 | 11421 | 716449 | 189048 | 200432 |
|  | Firms with 100 employess or more. | 61 | 442 | 10126830 | 267052 | 67817 | 10105 | 621746 | 248718 | 250597 |
|  | Firms not operated for the entire year $\qquad$ | 223 | 228 | 387209 | 14234 | 3981 | 795 | 34740 | 8982 | 22267 |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 437 | r1 225 | r120 085945 | r1 113250 | '270 538 | '28 253 | 3122222 | 3514706 | 3644141 |
|  | Firms operated for the entire year | 423 | 1211 | 119485229 | 1104279 | 268837 | 28119 | 3105914 | 3514706 | 3632532 |
|  | Firms with less than 5 employees. | 39 | 39 | 692000 | 4528 | 1062 | 95 | 18939 | 13290 | 10096 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 103 | 110 | 1513559 | 24245 | 5449 | 680 | 74857 | 54897 | 64969 |
|  | Firms with 10 to 19 employees. | 68 | 92 | 4725513 | 45988 | 9181 | 962 | 109648 | 134732 | 166655 |
|  | Firms with 20 to 49 employees. | 109 | 132 | 12151889 | 122473 | 28456 | 3316 | 320607 | 570747 | 415266 |
|  | Firms with 50 to 99 employees. | 46 | 85 | 4279794 | 116594 | 31810 | 3030 | 309787 | 237698 | 216595 |
|  | Firms with 100 employess or more. | 58 | 753 | 96122474 | 790451 | 192879 | 20036 | 2272076 | 2503342 | 2758951 |
|  | Firms not operated for the entire year $\qquad$ | 14 | 14 | 600716 | 8971 | 1701 | 134 | 16308 | - | 11609 |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 209 | 420 | 5710307 | 174555 | 40262 | 4737 | 404523 | 259417 | 273495 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227102 | Liquefied petroleum bulk stations \& terminals-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 193 | 404 | 5649905 | 173363 | 39967 | 4707 | 401140 | 257476 | 271689 |
|  | Firms with less than 5 employees. | 61 | 62 | 244237 | 5864 | 1236 | 151 | 15630 | 10908 | 11494 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 42 | 44 | 425697 | 10913 | 2465 | 284 | 23536 | 17643 | 19486 |
|  | employees | 44 | 67 | 1023649 | 26038 | 6422 | 636 | 61017 | 47613 | 58797 |
|  | Firms with 20 to 49 employees. | 32 | 60 | 1549756 | 32371 | 8422 | 944 | 70576 | 62276 | 71325 |
|  | Firms with 50 to 99 employees. | 9 | 32 | 1531905 | 26861 | 5776 | 640 | 72301 | 30140 | 26102 |
|  | Firms with 100 employess or more. | 5 | 139 | 874661 | 71316 | 15646 | 2052 | 158080 | 88896 | 84485 |
|  | Firms not operated for the entire year $\qquad$ | 16 | 16 | 60402 | 1192 | 295 | 30 | 3383 | 1941 | 1806 |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3002 | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Firms operated for the entire year. | 2665 | 3266 | 82623760 | 1252921 | 308901 | 33954 | 3132825 | 1493615 | 1429763 |
|  | employees | 1390 | 1402 | 6453478 | 102345 | 23619 | 2989 | 253274 | 64381 | 66742 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 569 | 598 | 7324194 | 123227 | 28366 | 3716 | 290785 | 88715 | 87815 |
|  | employees.............. | 387 | 441 | 9759836 | 178393 | 40091 | 5086 | 433192 | 159837 | 159904 |
|  | Firms with 20 to 49 | 221 | 311 | 11649095 | 235333 | 54247 | 6637 | 566667 | 360629 | 350140 |
|  | Firms with 50 to 99 employees | 61 | 131 | 9685628 | 166613 | 37462 | 4249 | 412696 | 340872 | 296186 |
|  |  | 37 | 383 | 37751529 | 447010 | 125116 | 11277 | 1176211 | 479181 | 468976 |
|  | Firms not operated for the entire year $\qquad$ | 337 | 341 | 8280936 | 61032 | 18424 | 1386 | 602994 | 85243 | 137139 |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms | 3002 | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Firms operated for the entire year | 2665 | 3266 | 82623760 | 1252921 | 308901 | 33954 | 3132825 | 1493615 | 1429763 |
|  | Firms with less than 5 employees. | 1390 | 1402 | 6453478 | 102345 | 23619 | 2989 | 253274 | 64381 | 66742 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 569 | 598 | 7324194 | 123227 | 28366 | 3716 | 290785 | 88715 | 87815 |
|  | employees. | 387 | 441 | 9759836 | 178393 | 40091 | 5086 | 433192 | 159837 | 159904 |
|  | employees......... | 221 | 311 | 11649095 | 235333 | 54247 | 6637 | 566667 | 360629 | 350140 |
|  | Firms with 50 to 99 employees................... | 61 | 131 | 9685628 | 166613 | 37462 | 4249 | 412696 | 340872 | 296186 |
|  | Firms with 100 employess or more. | 37 | 383 | 37751529 | 447010 | 125116 | 11277 | 1176211 | 479181 | 468976 |
|  | Firms not operated for the entire year | 337 | 341 | 8280936 | 61032 | 18424 | 1386 | 602994 | 85243 | 137139 |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3841 | 4850 | 69703203 | 5667069 | 1336925 | 151677 | 11472270 | 4918578 | 5262443 |
|  | Firms operated for the entire year Firms with less than 5 | 3533 | 4478 | 68846284 | 5597196 | 1315953 | 149342 | 11335107 | 4828004 | 5139535 |
|  | Firms with less than $5 \ldots \ldots \ldots$. | 915 | 917 | 1173641 | 55869 | 12358 | 1968 | 142321 | 68508 | 76926 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 539 | 551 | 1701945 | 114104 | 26254 | 3643 | 244284 | 104931 | 107339 |
|  | employees. | 622 | 651 | 3131676 | 282489 | 62086 | 8711 | 591578 | 235727 | 259327 |
|  | Firms with 20 to 49 employees. <br> Firms with 50 to 99 | 757 | 905 | 8803356 | 826472 | 183005 | 23997 | 1642515 | 584175 | 600810 |
|  | Firms with 50 to 99 employees. $\qquad$ Firms with 100 employess or | 354 | 462 | 8730574 | 872053 | 198072 | 24639 | 1731333 | 577153 | 602963 |
|  | more........................ | 346 | 992 | 45305092 | 3446209 | 834178 | 86384 | 6983076 | 3257510 | 3492170 |
|  | Firms not operated for the entire year $\qquad$ | 308 | 372 | 856919 | 69873 | 20972 | 2335 | 137163 | 90574 | 122908 |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2557 | 3013 | 34997239 | 3308583 | 752374 | 96284 | 6780698 | 1626132 | 1719966 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42281 | Beer \& ale whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 2380 | 2834 | 34607219 | 3278365 | 744551 | 95131 | 6717991 | 1620007 | 1696936 |
|  | employees............... | 446 | 447 | 406886 | 21504 | 4900 | 997 | 54255 | 16728 | 17223 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 325 | 331 | 787349 | 62366 | 14653 | 2217 | 129950 | 39151 | 37489 |
|  | Firms with 10 to 19 employees | 458 | 475 | 1918804 | 195743 | 43692 | 6470 | 397310 | 108749 | 110452 |
|  | Firms with 20 to 49 employees. | 626 | 729 | 6578831 | 676424 | 149337 | 19975 | 1332880 | 325434 | 329946 |
|  | Firms with 50 to 99 employees. | 285 | 355 | 7305196 | 702859 | 156528 | 19848 | 1433793 | 334418 | 362449 |
|  | Firms with 100 employess or more. | 240 | 497 | 17610153 | 1619469 | 375441 | 45624 | 3369803 | 795527 | 839377 |
|  | Firms not operated for the entire year $\qquad$ | 177 | 179 | 390020 | 30218 | 7823 | 1153 | 62707 | 6125 | 23030 |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2557 | 3013 | 34997239 | 3308583 | 752374 | 96284 | 6780698 | 1626132 | 1719966 |
|  | Firms operated for the entire year | 2380 | 2834 | 34607219 | 3278365 | 744551 | 95131 | 6717991 | 1620007 | 1696936 |
|  | Firms with less than 5 employees. | 446 | 447 | 406886 | 21504 | 4900 | 997 | 54255 | 16728 | 17223 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 325 | 331 | 787349 | 62366 | 14653 | 2217 | 129950 | 39151 | 37489 |
|  | Firms with 10 to 19 employees. | 458 | 475 | 1918804 | 195743 | 43692 | 6470 | 397310 | 108749 | 110452 |
|  | Firms with 20 to 49 employees. | 626 | 729 | 6578831 | 676424 | 149337 | 19975 | 1332880 | 325434 | 329946 |
|  | Firms with 50 to 99 employees. | 285 | 355 | 7305196 | 702859 | 156528 | 19848 | 1433793 | 334418 | 362449 |
|  | Firms with 100 employess or more. | 240 | 497 | 17610153 | 1619469 | 375441 | 45624 | 3369803 | 795527 | 839377 |
|  | Firms not operated for the entire year $\qquad$ | 177 | 179 | 390020 | 30218 | 7823 | 1153 | 62707 | 6125 | 23030 |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1315 | 1837 | 34705964 | 2358486 | 584551 | 55393 | 4691572 | 3292446 | 3542477 |
|  | Firms operated for the entire year | 1182 | 1642 | 34238453 | 2318727 | 571342 | 54201 | 4616860 | 3207717 | 3442550 |
|  | Firms with less than 5 employees | 470 | 471 | 767097 | 34366 |  |  | 88072 | 51780 | 59703 |
|  | Firms with 5 to 9 employees .. | 218 | 225 | 946716 | 53025 | 11944 | 1457 | 117155 | 66690 | 70790 |
|  | Firms with 10 to 19 employees. | 170 | 180 | 1239739 | 88851 | 18923 | 2329 | 197719 | 129379 | 151471 |
|  | Firms with 20 to 49 employees. | 144 | 189 | 2320005 | 161799 | 36446 | 4410 | 331345 | 267839 | 279707 |
|  | Firms with 50 to 99 mployees | 74 | 106 | 1979047 | 185752 | 45125 | 5126 | 364224 | 272312 | 283731 |
|  | Firms with 100 employess or more. | 106 | 471 | 26985849 | 1794934 | 451445 | 39906 | 3518345 | 2419717 | 2597148 |
|  | Firms not operated for the entire year $\qquad$ | 133 | 195 | 467511 | 39759 | 13209 | 1192 | 74712 | 84729 | 99927 |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1315 | 1837 | 34705964 | 2358486 | 584551 | 55393 | 4691572 | 3292446 | 3542477 |
|  | Firms operated for the entire year | 1182 | 1642 | 34238453 | 2318727 | 571342 | 54201 | 4616860 | 3207717 | 3442550 |
|  | Firms with less than 5 employees | 470 | 471 | 767097 | 34366 | 7459 | 973 | 88072 | 51780 | 59703 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 218 | 225 | 946716 | 53025 | 11944 | 1457 | 117155 | 66690 | 70790 |
|  | employees................ | 170 | 180 | 1239739 | 88851 | 18923 | 2329 | 197719 | 129379 | 151471 |
|  | Firms with 20 to 49 employees. | 144 | 189 | 2320005 | 161799 | 36446 | 4410 | 331345 | 267839 | 279707 |
|  | Firms with 50 to 99 employees. | 74 | 106 | 1979047 | 185752 | 45125 | 5126 | 364224 | 272312 | 283731 |
|  | Firms with 100 employess or more. | 106 | 471 | 26985849 | 1794934 | 451445 | 39906 | 3518345 | 2419717 | 2597148 |
|  | Firms not operated for the entire year | 133 | 195 | 467511 | 39759 | 13209 | 1192 | 74712 | 84729 | 99927 |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1306 | 1715 | 34325562 | 2348175 | 580900 | 54751 | 4672282 | 3249786 | 3527673 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{\text {¹ }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422910 | Farm supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year .. Firms with less than 5 .......... | 4292 | 6497 | 52971742 | 2525915 | 610230 | 72775 | 5694106 | 4081307 | 4288286 |
|  | employees............... | 2127 | 2133 | 3953970 | 117890 | 26749 | 4554 | 300722 | 139275 | 148154 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 972 | 1010 | 3851673 | 167809 | 37097 | 6370 | 379407 | 226147 | 224100 |
|  | Firms with 10 to 19 employees | 598 | 746 | 4209219 | 241428 | 53378 | 8169 | 549384 | 358344 | 341007 |
|  | Firms with 20 to 49 employees. | 401 | 726 | 6260634 | 369400 | 81628 | 12117 | 831797 | 639873 | 642123 |
|  | Firms with 50 to 99 employees. | 95 | 326 | 3771854 | 209605 | 46593 | 6449 | 425937 | 368022 | 414045 |
|  | Firms with 100 employess or more. | 99 | 1556 | 30924392 | 1419783 | 364785 | 35116 | 3206859 | 2349646 | 2518857 |
|  | Firms not operated for the entire year $\qquad$ | 870 | 881 | 662567 | 36612 | 8423 | 1733 | 83460 | 21853 | 112534 |
| 4229101 | Farm supplies—farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms | 2546 | 3873 | 12772801 | 836054 | 199470 | 29647 | 1976024 | 1231726 | 1328728 |
|  | Firms operated for the entire year | 2014 | 3339 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 997 | 1001 | 708138 | 42114 | 9189 | 2098 | 106142 | 59685 | 62786 |
|  | Firms with 5 to 9 employees .. | 495 | 519 | 1083033 | 70476 | 15438 | 3224 | 163903 | 92989 | 94919 |
|  | Firms with 10 to 19 employees. | 265 | 386 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 170 | 357 | 2045811 | 145095 | 32576 | 5120 | 333763 | 195940 | 194934 |
|  | Firms with 50 to 99 employees. | 49 | 205 | 1356112 | 88585 | 20903 | 3287 | 198803 | 128647 | 129386 |
|  | Firms with 100 employess or more. | 38 | 871 | 6131910 | 377947 | 96661 | 11493 | 916217 | 626106 | 674717 |
|  | Firms not operated for the entire year $\qquad$ | 532 | 534 | D | D | D | f | D | D | D |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2693 | 3505 | 40861508 | 1726473 | 419183 | 44861 | 3801542 | 2871434 | 3072092 |
|  | Firms operated for the entire year | 2354 | 3158 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 1144 | 1147 | 3287680 | 77457 | 17884 | 2493 | 198713 | 80812 | 86453 |
|  | Firms with 5 to 9 employees .. | 491 | 509 | 2885949 | 101412 | 22511 | 3251 | 227146 | 145610 | 141729 |
|  | Firms with 10 to 19 employees. | 350 | 386 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 240 | 387 | 4395904 | 233057 | 50960 | 7209 | 522102 | 464220 | 470586 |
|  | Firms with 50 to 99 employees. | 66 | 192 | 3858528 | 167745 | 36511 | 4437 | 331423 | 384244 | 420464 |
|  | Firms with 100 employess or more. | 63 | 537 | 22882336 | 973809 | 252818 | 21738 | 2132359 | 1533139 | 1658869 |
|  | Firms not operated for the entire year $\qquad$ | 339 | 347 | D | D | D | f | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3277 | 4265 | 33630300 | 2618123 | 641744 | 89309 | 5567689 | 2289015 | 2445853 |
|  | Firms operated for the entire year | 2868 | 3844 | 33344897 | 2586094 | 633850 | 87972 | 5501467 | 2278143 | 2390123 |
|  | Firms with less than 5 employees | 1490 | 1493 | 1143168 |  | 22438 |  | 211481 |  |  |
|  | Firms with 5 to 9 employees .. | 483 | 507 | 1068346 | 103233 | 23446 | 3164 | 207587 | 60655 | 67401 |
|  | Firms with 10 to 19 employees. | 349 | 384 | 1479775 | 156275 | 36550 | 4684 | 333589 | 114017 | 120135 |
|  | Firms with 20 to 49 employees. | 275 | 357 | 2883114 | 257736 | 62116 | 8468 | 532887 | 201540 | 207505 |
|  | Firms with 50 to 99 employees. | 130 | 211 | 2444670 | 256803 | 61390 | 8792 | 543923 | 180064 | 196321 |
|  | Firms with 100 employess or more. | 141 | 892 | 24 325824 | 1714282 | 427910 | 59809 | 3672000 | 1662772 | 1736334 |
|  | Firms not operated for the entire year | 409 | 421 | 285403 | 32029 | 7894 | 1337 | 66222 | 10872 | 55730 |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3277 | 4265 | 33630300 | 2618123 | 641744 | 89309 | 5567689 | 2289015 | 2445853 |

[^282]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422920 | Book, periodical, \& newspaper whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 2868 | 3844 | 33344897 | 2586094 | 633850 | 87972 | 5501467 | 2278143 | 2390123 |
|  | employees. | 1490 | 1493 | 1143168 | 97765 | 22438 | 3055 | 211481 | 59095 | 62427 |
|  | Firms with 5 to 9 employees... Firms with 10 to 19 | 483 | 507 | 1068346 | 103233 | 23446 | 3164 | 207587 | 60655 | 67401 |
|  | employees................ | 349 | 384 | 1479775 | 156275 | 36550 | 4684 | 333589 | 114017 | 120135 |
|  | Firms with 20 to 49 employees | 275 | 357 | 2883114 | 257736 | 62116 | 8468 | 532887 | 201540 | 207505 |
|  | Firms with 50 to 99 employees. | 130 | 211 | 2444670 | 256803 | 61390 | 8792 | 543923 | 180064 | 196321 |
|  | Firms with 100 employess or more. | 141 | 892 | 24325824 | 1714282 | 427910 | 59809 | 3672000 | 1662772 | 1736334 |
|  | Firms not operated for the entire year | 409 | 421 | 285403 | 32029 | 7894 | 1337 | 66222 | 10872 | 55730 |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3491 | 3900 | 8002830 | 1026750 | 238920 | 44939 | 2115948 | 656683 | 714977 |
|  | Firms operated for the entire year ........................... | 2927 | 3329 | 7812386 | 1005660 | 234198 | 43850 | 2070991 | 652411 | 686483 |
|  | Firms with less than 5 employees. | 1324 | 1328 | 774767 | 64542 | 14116 | 2926 | 157043 | 43895 | 45792 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 627 | 639 | 880783 | 90967 | 20375 | 4153 | 196889 | 59611 | 62314 |
|  | employees | 484 | 515 | 1105415 | 147216 | 32747 | 6517 | 298203 | 98242 | 102801 |
|  | employees....... | 320 | 385 | 1734285 | 240393 | 54268 | 9705 | 471441 | 124420 | 132685 |
|  | Firms with 50 to 99 employees | 113 | 199 | 1380237 | 183388 | 43973 | 8038 | 377927 | 143081 | 152369 |
|  | Firms with 100 employess or more. | 59 | 263 | 1936899 | 279154 | 68719 | 12511 | 569488 | 183162 | 190522 |
|  | Firms not operated for the entire year | 564 | 571 | 190444 | 21090 | 4722 | 1089 | 44957 | 4272 | 28494 |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3491 | 3900 | 8002830 | 1026750 | 238920 | 44939 | 2115948 | 656683 | 714977 |
|  | Firms operated for the entire year | 2927 | 3329 | 7812386 | 1005660 | 234198 | 43850 | 2070991 | 652411 | 686483 |
|  | Firms with less than 5 employees. | 1324 | 1328 | 774767 | 64542 | 14116 | 2926 | 157043 | 43895 | 45792 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 627 | 639 | 880783 | 90967 | 20375 | 4153 | 196889 | 59611 | 62314 |
|  | employees. | 484 | 515 | 1105415 | 147216 | 32747 | 6517 | 298203 | 98242 | 102801 |
|  | Firms with 20 to 49 employees. | 320 | 385 | 1734285 | 240393 | 54268 | 9705 | 471441 | 124420 | 132685 |
|  | Firms with 50 to 99 employees. | 113 | 199 | 1380237 | 183388 | 43973 | 8038 | 377927 | 143081 | 152369 |
|  | Firms with 100 employess or more. | 59 | 263 | 1936899 | 279154 | 68719 | 12511 | 569488 | 183162 | 190522 |
|  | Firms not operated for the entire year $\qquad$ | 564 | 571 | 190444 | 21090 | 4722 | 1089 | 44957 | 4272 | 28494 |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1324 | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |
|  | Firms operated for the entire year | 1158 | 1394 | 49933733 | 1577818 | 380002 | 56395 | 3194793 | 1834480 | 2087565 |
|  | Firms with less than 5 employees. | 329 | 329 | 605786 | 19323 | 4181 | 730 | 42158 | 36881 | 38452 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 214 | 215 | 1296803 | 37721 | 8362 | 1449 | 80199 | 67765 | 73204 |
|  | employees. | 219 | 228 | 2095904 | 73059 | 16387 | 3000 | 150887 | 122278 | 125573 |
|  | Firms with 20 to 49 employees. | 233 | 265 | 4946109 | 182412 | 40867 | 7127 | 344608 | 271016 | 294371 |
|  | Firms with 50 to 99 employees. | 85 | 104 | 3615846 | 140615 | 31796 | 5834 | 279430 | 170917 | 205639 |
|  | Firms with 100 employess or more. | 78 | 253 | 37373285 | 1124688 | 278409 | 38255 | 2297511 | 1165623 | 1350326 |
|  | Firms not operated for the entire year $\qquad$ | 166 | 167 | 335039 | 11845 | 3161 | 651 | 24390 | 6621 | 25055 |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1324 | 1561 | 50268772 | 1589663 | 383163 | 57046 | 3219183 | 1841101 | 2112620 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422940 | Tobacco \& tobacco product whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 1158 | 1394 | 49933733 | 1577818 | 380002 | 56395 | 3194793 | 1834480 | 2087565 |
|  | employees................ | 329 | 329 | 605786 | 19323 | 4181 | 730 | 42158 | 36881 | 38452 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 214 | 215 | 1296803 | 37721 | 8362 | 1449 | 80199 | 67765 | 73204 |
|  | employees. | 219 | 228 | 2095904 | 73059 | 16387 | 3000 | 150887 | 122278 | 125573 |
|  | Firms with 20 to 49 employees. | 233 | 265 | 4946109 | 182412 | 40867 | 7127 | 344608 | 271016 | 294371 |
|  | Firms with 50 to 99 employees. | 85 | 104 | 3615846 | 140615 | 31796 | 5834 | 279430 | 170917 | 205639 |
|  | Firms with 100 employess or more. | 78 | 253 | 37373285 | 1124688 | 278409 | 38255 | 2297511 | 1165623 | 1350326 |
|  | Firms not operated for the entire year | 166 | 167 | 335039 | 11845 | 3161 | 651 | 24390 | 6621 | 25055 |
| 42295 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Firms operated for the entire year | 1380 | 2010 | 7431488 | 667345 | 156781 | 19486 | 1565415 | 647349 | 666764 |
|  | Firms with less than 5 employees. | 589 | 593 | 542715 | 40381 | 9124 | 1337 | 88700 | 25456 | 26601 |
|  | Firms with 5 to 9 employees .. | 358 | 382 | 756965 | 70818 | 16863 | 2353 | 147275 | 53626 | 56272 |
|  | employees. | 242 | 306 | 1005820 | 100387 | 23660 | 3234 | 203419 | 87566 | 90610 |
|  | Firms with 20 to 49 employees. | 139 | 264 | 1295936 | 135934 | 31010 | 4115 | 280567 | 129496 | 137631 |
|  | Firms with 50 to 99 employees | 31 | 121 | 731624 | 76126 | 17427 | 2075 | 159863 | 61419 | 61812 |
|  | Firms with 100 employess or more. | 21 | 344 | 3098428 | 243699 | 58697 | 6372 | 685591 | 289786 | 293838 |
|  | Firms not operated for the entire year | 180 | 182 | 78979 | 9059 | 2574 | 431 | 18738 | 3291 | 13855 |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Firms operated for the entire year | 1380 | 2010 | 7431488 | 667345 | 156781 | 19486 | 1565415 | 647349 | 666764 |
|  | Firms with less than 5 employees. | 589 | 593 | $542715$ | 40381 | 9124 | 1337 | $88700$ | 25456 | 26601 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 358 | 382 | 756965 | 70818 | 16863 | 2353 | $147275$ | 53626 | 56272 |
|  | employees................ | 242 | 306 | 1005820 | 100387 | 23660 | 3234 | 203419 | 87566 | 90610 |
|  | Firms with 20 to 49 employees. | 139 | 264 | 1295936 | 135934 | 31010 | 4115 | 280567 | 129496 | 137631 |
|  | Firms with 50 to 99 employees. | 31 | 121 | 731624 | 76126 | 17427 | 2075 | 159863 | 61419 | 61812 |
|  | Firms with 100 employess or more. | 21 | 344 | 3098428 | 243699 | 58697 | 6372 | 685591 | 289786 | 293838 |
|  | Firms not operated for the entire year | 180 | 182 | 78979 | 9059 | 2574 | 431 | 18738 | 3291 | 13855 |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1560 | 2192 | 7510467 | 676404 | 159355 | 19917 | 1584153 | 650640 | 680619 |
|  | Firms operated for the entire year | 1380 | 2010 | 7431488 | 667345 | 156781 | 19486 | 1565415 | 647349 | 666764 |
|  | Firms with less than 5 employees. | 589 | 593 | 542715 | 40381 | 9124 | 1337 | 88700 | 25456 | 26601 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 358 | 382 | 756965 | 70818 | 16863 | 2353 | 147275 | 53626 | 56272 |
|  | employees. | 242 | 306 | 1005820 | 100387 | 23660 | 3234 | 203419 | 87566 | 90610 |
|  | Firms with 20 to 49 employees. | 139 | 264 | 1295936 | 135934 | 31010 | 4115 | 280567 | 129496 | 137631 |
|  | Firms with 50 to 99 employees. | 31 | 121 | 731624 | 76126 | 17427 | 2075 | 159863 | 61419 | 61812 |
|  | Firms with 100 employess or more. | 21 | 344 | 3098428 | 243699 | 58697 | 6372 | 685591 | 289786 | 293838 |
|  | Firms not operated for the entire year | 180 | 182 | 78979 | 9059 | 2574 | 431 | 18738 | 3291 | 13855 |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  |  | 14459 | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42299 | Other miscellaneous nondurable goods whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire <br>  | 10748 | 11055 | 58632555 | 2716186 | 617809 | 88044 | 6141682 | 4154438 | 4198592 |
|  | employees. | 7187 | 7192 | 7010794 | 409046 | 88873 | 13989 | 988725 | 523872 | 539422 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1773 | 1803 | 4497802 | 317713 | 68901 | 11465 | 820501 | 438030 | 441689 |
|  | employees.............. | 974 | 1024 | 4270757 | 364193 | 81602 | 12949 | 785259 | 414682 | 430192 |
|  | Firms with 20 to 49 employees. | 565 | 637 | 4727173 | 494660 | 112398 | 16749 | 1084820 | 558153 | 596738 |
|  | Firms with 50 to 99 employees | 148 | 209 | 5869016 | 352613 | 74772 | 10231 | 775632 | 671194 | 680090 |
|  | Firms with 100 employess or more. | 101 | 190 | 32257013 | 777961 | 191263 | 22661 | 1686745 | 1548507 | 1510461 |
|  | Firms not operated for the entire year | 3711 | 3712 | 1939545 | 131658 | 21919 | 4768 | 294820 | 38664 | 432808 |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 14459 | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |
|  | Firms operated for the entire year | 10748 | 11055 | 58632555 | 2716186 | 617809 | 88044 | 6141682 | 4154438 | 4198592 |
|  | Firms with less than 5 employees. | 7187 | 7192 | 7010794 | 409046 | 88873 | 13989 | 988725 | 523872 | $539422$ |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 1773 | 1803 | 4497802 | 317713 | 68901 | 11465 | 820501 | 438030 | 441689 |
|  | employees | 974 | 1024 | 4270757 | 364193 | 81602 | 12949 | 785259 | 414682 | 430192 |
|  | employees. | 565 | 637 | 4727173 | 494660 | 112398 | 16749 | 1084820 | 558153 | 596738 |
|  | Firms with 50 to 99 employees. | 148 | 209 | 5869016 | 352613 | 74772 | 10231 | 775632 | 671194 | 680090 |
|  |  | 101 | 190 | 32257013 | 777961 | 191263 | 22661 | 1686745 | 1548507 | 1510461 |
|  | Firms not operated for the entire year | 3711 | 3712 | 1939545 | 131658 | 21919 | 4768 | 294820 | 38664 | 432808 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 4507 | 4583 | 9596493 | 985525 | 218513 | 33019 | 2495938 | 1215468 | 1380002 |
|  | Firms operated for the entire year | 3565 | 3641 | 9149332 | 957697 | 213230 | 31927 | 2421288 | 1202956 | 1270983 |
|  | Firms with less than 5 employees. | 2245 | 2246 | 1736484 | 129348 | 27931 | 4452 | 345023 | 183660 | 190836 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 610 | 621 | 1165641 | 108438 | 23389 | 4011 | 350477 | 166248 | 159004 |
|  | employees. | 366 | 372 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 250 | 273 | 1561137 | 213200 | 48162 | 7424 | 459775 | 227582 | 248515 |
|  | Firms with 50 to 99 employees. | 61 | 82 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 33 | 47 | 1883353 | 201177 | 50007 | 6775 | 547361 | 310479 | 344751 |
|  | Firms not operated for the entire year $\qquad$ | 942 | 942 | 447161 | 27828 | 5283 | 1092 | 74650 | 12512 | 109019 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3182 | 3248 | 34597404 | 729329 | 171128 | 20477 | 1467410 | 1511757 | 1586453 |
|  | Firms operated for the entire year | 2301 | 2367 | 34135776 | 696700 | 164983 | 19021 | 1402181 | 1503861 | 1460214 |
|  | Firms with less than 5 employees. | 1629 | 1629 | 1204813 | 77339 | 17150 | 3070 | 182063 | 102939 | 101599 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 381 | 390 | 740007 | 59130 | 13131 | 2407 | 130146 | 62530 | 66540 |
|  | employees | 156 | 162 | 814787 | 55331 | 12506 | 2073 | 102523 | 47355 | 47714 |
|  | Firms with 20 to 49 employees. | 81 | 89 | 676241 | 72043 | 15463 | 2498 | 168788 | 56518 | 60520 |
|  | Firms with 50 to 99 employees. | 25 | 38 | 2741936 | 56972 | 12673 | 1694 | 101556 | 249890 | 280180 |
|  | Firms with 100 employess or more. | 29 | 59 | 27957992 | 375885 | 94060 | 7279 | 717105 | 984629 | 903661 |
|  | Firms not operated for the entire year | 881 | 881 | 461628 | 32629 | 6145 | 1456 | 65229 | 7896 | 126239 |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 437 | 446 | 802397 | 77465 | 16774 | 2966 | 182076 | 91231 | 111979 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADECon. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229903 | Textile bags, bagging, \& burlap whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 343 | 352 | 727527 | 71652 | 16048 | 2833 | 168077 | 89389 | 88484 |
|  | Firms with less than 5 employees. | 220 | 221 | 225430 | $13725$ | 2887 | 440 | $34820$ | $23598$ | $22026$ |
|  | Firms with 5 to 9 employees .. | 67 | 68 | 152340 | 12820 | 2757 | 432 | 32426 | 16848 | 17151 |
|  | Firms with 10 to 19 employees. | 33 | 37 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 18 | 21 | 158257 | 20924 | 4647 | 593 | 50677 | 20218 | 20508 |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 3 | 3 | 41275 | 10280 | 2692 | 825 | 18295 | 7281 | 7212 |
|  | Firms not operated for the entire year | 94 | 94 | 74870 | 5813 | 726 | 133 | 13999 | 1842 | 23495 |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6345 | 6490 | 15575806 | 1055525 | 233313 | 36350 | 2291078 | 1374646 | 1552966 |
|  | Firms operated for the entire year | 4551 | 4695 | 14619920 | 990137 | 223548 | 34263 | 2150136 | 1358232 | 1378911 |
|  | Firms with less than 5 employees. | 3100 | 3104 | 3859926 | 189496 | 41108 | 6049 | 428279 | 214896 | 225671 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 718 | 726 | 2463223 | 137902 | 29854 | 4635 | 308386 | 192421 | 199000 |
|  | employees. | 421 | 452 | 2205756 | 163315 | 37444 | 5574 | 351607 | 213656 | 223677 |
|  | employees. | 215 | 250 | 2313663 | 187520 | 43718 | 6218 | 402887 | 251631 | 265886 |
|  | Firms with employes............... | 60 | 86 | 1426230 | 123229 | 27392 | 4058 | 258699 | 242141 | 213515 |
|  | Firms with 100 employess or more. | 37 | 77 | 2351122 | 188675 | 44032 | 7729 | 400278 | 243487 | 251162 |
|  | Firms not operated for the entire year | 1794 | 1795 | 955886 | 65388 | 9765 | 2087 | 140942 | 16414 | 174055 |
|  | MERCHANT WHOLESALERS |  |  |  |  |  |  |  |  |  |
|  | All firms | 316930 | r376 330 | '2 333131187 | r158 373291 | r36 705674 | '4 591092 | 329085927 | 214621484 | 230839579 |
|  | Firms operated for the entire year $\qquad$ | 273223 | 332151 | 2294273079 | 155131483 | 35976780 | 4483837 | 322195951 | 213257524 | 223956487 |
|  | Firms with less than 5 employees. | 127250 | 127572 | 128560128 | 8413704 | 1835559 | 274996 | 19466098 | 10054561 | 10490094 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 59598 | 60753 | 158375344 | 12191945 | 2699827 | 394116 | 26020266 | 13836680 | 14401055 |
|  | Firms with 10 to 19 employees. | 42814 | 46803 | 219226784 | 18869226 | 4211351 | 576728 | 38386229 | 21151517 | 22345510 |
|  | Firms with 20 to 49 employees. | 29057 | 39525 | 343909798 | 29976741 | 6774540 | 867965 | 59490761 | 34971788 | 36542022 |
|  | Firms with 50 to 99 employees. | 8723 | 17211 | 247137221 | 20753442 | 4788325 | 595647 | 41779890 | 25943625 | 27658251 |
|  | Firms with 100 employess or more. | 5781 | 40287 | 1197063804 | 64926425 | 15667178 | 1774385 | 137052707 | 107299353 | 112519555 |
|  | Firms not operated for the entire year $\qquad$ | 43707 | 44179 | 38858108 | 3241808 | 728894 | 107255 | 6889976 | 1363960 | 6883092 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |  |
|  | All firms | 201033 | 241379 | 1214780670 | 99709272 | 23056814 | 2756659 | 201524492 | 135753109 | 146224425 |
|  | Firms operated for the entire year | 174875 | 214950 | 1193970790 | 97674381 | 22599504 | 2694517 | 197367720 | 134981260 | 141932237 |
|  | Firms with less than 5 employees. | 80490 | 80715 | 69560806 | 5397266 | 1171779 | 176141 | $12113176$ | $6684707$ | 6948784 |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 39178 | 39879 | 84932004 | 8166221 | 1808630 | 259487 | $16795093$ | $9246263$ | 9611863 |
|  | Firms with 10 to 19 employees. | 28013 | 30536 | 123249796 | 12789295 | 2851492 | 376944 | 24940284 | 14780350 | 15608633 |
|  | Firms with 20 to 49 employees. | 18491 | 25771 | 187562336 | 19944394 | 4505590 | 550514 | 38015652 | 24106888 | 25542810 |
|  | Firms with 50 to 99 employees. | 5325 | 11380 | 140567587 | 13399677 | 3100244 | 361799 | 25684635 | 18144921 | 19214971 |
|  | Firms with 100 employess or more. | 3378 | 26669 | 588098261 | 37977528 | 9161769 | 969632 | 79818880 | 62018131 | 65005176 |
|  | Firms not operated for the entire year $\qquad$ | 26158 | 26429 | 20809880 | 2034891 | 457310 | 62142 | 4156772 | 771849 | 4292188 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 22478 | '26 093 | '166 674187 | '8 287385 | '1934 223 | '281969 | 18128586 | 16213453 | 17086156 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payyorll $(\$ 1,000)$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 19481 | 23065 | 164592946 | 8115343 | 1896302 | 274749 | 17766086 | 16109378 | 16574514 |
|  | employees <br> Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | $\begin{array}{ll} 9 & 368 \\ 4 & 398 \end{array}$ | 9382 4479 | $\begin{array}{lll} 8 & 069 & 479 \\ 8 & 001 & 361 \end{array}$ | $\begin{aligned} & 464383 \\ & 686902 \end{aligned}$ | $\begin{aligned} & 104292 \\ & 159755 \end{aligned}$ | 20453 29102 | $\begin{aligned} & 1130597 \\ & 1477976 \end{aligned}$ | $\begin{array}{r} 806692 \\ 1007871 \end{array}$ | $\begin{array}{r} 839854 \\ 1032883 \end{array}$ |
|  | employees. <br> Firms with 20 to 49 | 2923 | 3177 | 9619374 | 1015900 | 232439 | 39026 | 2021419 | 1323785 | 1360667 |
|  | to 49 employees. Firms with 50 to 99 | 1823 | 2516 | 19141345 | 1673680 | 381918 | 55748 | 3130257 | 2455281 | 2538891 |
|  | employees Firms with 100 employess or | 604 | 1262 | 18212496 | 1349430 | 311728 | 41684 | 2410903 | 2363563 | 2505161 |
|  | more. | 365 | 2249 | 101548891 | 2925048 | 706170 | 88736 | 7594934 | 8152186 | 8297058 |
|  | Firms not operated for the entire year $\qquad$ | 2997 | 3028 | 2081241 | 172042 | 37921 | 7220 | 362500 | 104075 | 511642 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6011 | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Firms operated for the entire year . Firms with less than 5 | 5187 | 5825 | 112685857 | 3260158 | 763024 | 93641 | 7824407 | 8074057 | 8359836 |
|  | employees. <br> Firms with 5 to 9 omployees | 2533 900 | 2537 914 | $\begin{array}{ll}5 & 249823 \\ 4115 & 237\end{array}$ | 142199 168861 | 31686 38802 | 5191 5936 | 407507 405044 | 394482 380 527 | 412365 389 |
|  | mployees .. <br> Firms with 10 to 19 <br> employees. | 900 639 | 914 665 | 4115237 4 240 585 | 168861 249675 | 38882 5681 | 5936 8618 | 405044 516713 | 380527 462046 | 389 478 057 |
|  | Firms with 20 to 49 employees. | 666 | 744 | 11038659 | 678588 | 156241 | 21161 | 1200111 | 1164247 | 1217342 |
|  | Firms with 50 to 99 employees. | 292 | 450 | 11316301 | 708986 | 159866 | 20513 | 1194457 | 1351327 | 1424872 |
|  | Firms with 100 employess or more. | 157 | 515 | 76725252 | 1311849 | 319548 | 32222 | 4100575 | 4321428 | 4437262 |
|  | Firms not operated for the entire year $\qquad$ | 824 | 829 | 1231965 | 60481 | 14378 | 2539 | 127802 | 49806 | 230465 |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6011 | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Firms operated for the entire year. $\qquad$ | 5187 | 5825 | 112685857 | 3260158 | 763024 | 93641 | 7824407 | 8074057 | 8359836 |
|  | Firms with less than 5 employees. | 2533 | 2537 | 5249823 | 142199 | 31686 | 5191 | 407507 | 394482 | 412365 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 900 | 914 | 4115237 | 168861 | 38802 | 5936 | 405044 | 380527 | 389938 |
|  | employees. | 639 | 665 | 4240585 | 249675 | 56881 | 8618 | 516713 | 462046 | 478057 |
|  | Firms with 20 to 49 employees. | 666 | 744 | 11038659 | 678588 | 156241 | 21161 | 1200111 | 1164247 | 1217342 |
|  | Firms with 50 to 99 employees. | 292 | 450 | 11316301 | 708986 | 159866 | 20513 | 1194457 | 1351327 | 1424872 |
|  | Firms with 100 employess or more. | 157 | 515 | 76725252 | 1311849 | 319548 | 32222 | 4100575 | 4321428 | 4437262 |
|  | Firms not operated for the entire year $\qquad$ | 824 | 829 | 1231965 | 60481 | 14378 | 2539 | 127802 | 49806 | 230465 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 3172 | 3331 | 79437563 | 911926 | 222524 | 25772 | 3707653 | 3709763 | 3981633 |
|  | Firms operated for the entire year Firms with less than 5 | 2668 | 2826 | 78776385 | 893831 | 219133 | 24963 | 3651471 | 3697984 | 3881167 |
|  | Firms with less than 5 employees. | 1746 | 1746 | 4178304 | 94276 | 21371 | 3490 | 294690 | 286342 | 295992 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 493 | 495 | 2792552 | 88000 | 20431 | 3245 | 239364 | 194568 | 202579 |
|  | employees. <br> Firms with 20 to 49 | 245 | 253 | 2186746 | 81262 | 19019 | 3218 | 192760 | 148539 | 151491 |
|  | employees | 116 | 137 | 3978011 | 95016 | 22486 | 3534 | 211882 | 145466 | 150824 |
|  | Firms with 50 to 99 employees. | 39 | 70 | 3391106 | 74156 | 13299 | 2757 | 155781 | 205438 | 218178 |
|  | Firms with 100 employess or more. $\square$ | 29 | 125 | 62249666 | 461121 | 122527 | 8719 | 2556994 | 2717631 | 2862103 |
|  | Firms not operated for the entire year $\qquad$ | 504 | 505 | 661178 | 18095 | 3391 | 809 | 56182 | 11779 | 100466 |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 331 | 347 | D | D | D | h | D | D | D |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211102 | Bus \& recreational vehicle whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 291 | 307 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees Firms with 10 to 19 | 108 58 | 108 60 | D | D | D | $\stackrel{\text { c }}{\text { e }}$ | D | D | D |
|  | employees................ | 49 | 53 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 60 | 63 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees | 11 | 17 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 5 | 6 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 40 | 40 | D | D | D | c | D | D | D |
| 4211103 | Light truck \& van ( $14,000 \mathrm{lb}$ or less) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 413 | 428 | 7133116 | 216730 | 49437 | 6188 | 593040 | 535182 | 534493 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 357 | 372 | 7074574 | 214099 | 48791 | 6044 | 588089 | 533702 | 520794 |
|  | employees | 167 | 167 | 304351 | 8910 | 1994 | 347 | 20039 | 22829 | 24930 |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 70 | 74 | 294576 | 12993 | 3240 | 455 | 26711 | 23101 | 25631 |
|  | employees. | 49 | 52 | 314120 | 20088 | 4729 | 678 | 41740 | 55759 | 57408 |
|  | 20 to 49 employees. | 32 | 32 | 415364 | 33456 | 7387 | 1026 | 54031 | 48578 | 52150 |
|  | Firms with 50 to 99 employees | 28 | 29 | 1731996 | 76546 | 15856 | 1937 | 159892 | 130779 | 152096 |
|  | Firms with 100 employess or more. | 11 | 18 | 4014167 | 62106 | 15585 | 1601 | 285676 | 252656 | 208579 |
|  | Firms not operated for the entire year $\qquad$ | 56 | 56 | 58542 | 2631 | 646 | 144 | 4951 | 1480 | 13699 |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 444 | 480 | D | D | D | i | D | D | D |
|  | Firms operated for the entire year | 392 | 428 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 124 | 125 | D |  | D |  | D | D | D |
|  | Firms with 5 to 9 employees ... | 77 | 78 | D | D | D | f | D | D | D |
|  | employees. | 76 | 78 | D | D | D | g | D | D | D |
|  | employees................ | 81 | 92 | D | D | D | h | D | D | D |
|  | employees................ | 29 | 38 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 5 | 17 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 52 | 52 | D | D | D | c | D | D | D |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1679 | 2068 | 22058292 | 1799190 | 415301 | 52127 | 2898790 | 3107815 | 3262391 |
|  | Firms operated for the entire year | 1506 | 1892 | 21663654 | 1768986 | 406918 | 50822 | 2851272 | 3078221 | 3173573 |
|  | Firms with less than 5 employees. | 392 | 395 | 481055 | 25366 | 5377 | 843 | 59670 | 52906 | 57728 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 206 | 211 | 664203 | 41789 | 9258 | 1360 | 84221 | 115609 | 111453 |
|  | employees............... | 224 | 233 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 391 | 432 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 187 | 290 | 5751289 | 463729 | 106317 | 13046 | 728759 | 782026 | 825020 |
|  | Firms with 100 employess or more. | 106 | 331 | 8892073 | 719935 | 167270 | 19774 | 1104515 | 1247019 | 1258307 |
|  | Firms not operated for the entire year $\qquad$ | 173 | 176 | 394638 | 30204 | 8383 | 1305 | 47518 | 29594 | 88818 |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8350 | '10 596 | '40 856802 | '3 428913 | '799 934 | '121 664 | 7054127 | 6453745 | 6743051 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ |  | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42112 | Motor vehicle supplies \& new parts whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year Firms with less than 5 | 7053 | 9279 | 40242181 | 3347420 | 783387 | 118574 | 6887004 | 6413090 | 6540037 |
|  | employees............... | 3169 | 3179 | 1708749 | 176490 | 38883 | 6923 | 375083 | 257754 | 266374 |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 1564 | 1614 | 2348813 | 261102 | 61863 | 10441 | 539748 | 416034 | 429298 |
|  | employees. <br> employts...... | 1187 | 1342 | 3310053 | 432124 | 97997 | 15988 | 848551 | 633828 | 643855 |
|  | employees. <br> employees...... | 729 | 1147 | 6851110 | 665872 | 151155 | 22238 | 1300992 | 1023633 | 1057493 |
|  | employees | 232 | 601 | 6361787 | 482382 | 114821 | 15814 | 904940 | 800667 | 842964 |
|  | Firms with more. . . | 172 | 1396 | 19661669 | 1329450 | 318668 | 47170 | 2917690 | 3281174 | 3300053 |
|  | Firms not operated for the entire year $\qquad$ | 1297 | 1317 | 614621 | 81493 | 16547 | 3090 | 167123 | 40655 | 203014 |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8350 | '10 596 | r40 856802 | r3 428913 | 1799 934 | '121 664 | 7054127 | 6453745 | 6743051 |
|  | Firms operated for the entire year ........................... | 7053 | 9279 | 40242181 | 3347420 | 783387 | 118574 | 6887004 | 6413090 | 6540037 |
|  | employees............... | 3169 | 3179 | 1708749 | 176490 | 38883 | 6923 | 375083 | 257754 | 266374 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1564 | 1614 | 2348813 | 261102 | 61863 | 10441 | 539748 | 416034 | 429298 |
|  | employees...... | 1187 | 1342 | 3310053 | 432124 | 97997 | 15988 | 848551 | 633828 | 643855 |
|  | employees. | 729 | 1147 | 6851110 | 665872 | 151155 | 22238 | 1300992 | 1023633 | 1057493 |
|  | Firms with 50 to 99 employees. | 232 | 601 | 6361787 | 482382 | 114821 | 15814 | 904940 | 800667 | 842964 |
|  | Firms with 100 employess or more. | 172 | 1396 | 19661669 | 1329450 | 318668 | 47170 | 2917690 | 3281174 | 3300053 |
|  | Firms not operated for the entire year $\qquad$ | 1297 | 1317 | 614621 | 81493 | 16547 | 3090 | 167123 | 40655 | 203014 |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3323 | r4 357 | r19 025397 | r1677699 | 「387998 | r59 564 | 3534928 | 3138584 | 3254209 |
|  | Firms operated for the entire year | 2920 | 3949 | 18744707 | 1644985 | 381905 | 58557 | 3466898 | 3117062 | 3156327 |
|  | Firms with less than 5 employees. | 1155 | 1159 | 661338 | 67535 | 14789 | 2568 | 148561 | 109637 | 112073 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 665 | 677 | 1098549 | 111928 | 26602 | 4437 | 246429 | 212926 | 217074 |
|  | Firms with 10 to 19 employees | 526 | 587 | 1612468 | 192679 | 42628 | 7068 | 391736 | 325361 | 329783 |
|  | Firms with 20 to 49 employees. | 347 | 516 | 3751232 | 319770 | 74656 | 10787 | 639820 | 534821 | 563588 |
|  | Firms with 50 to 99 employees.................. | 139 | 361 | 2647854 | 267294 | 63167 | 9299 | 506463 | 438215 | 465338 |
|  | Firms with 100 employess or more. | 88 | 649 | 8973266 | 685779 | 160063 | 24398 | 1533889 | 1496102 | 1468471 |
|  | Firms not operated for the entire year $\qquad$ | 403 | 408 | 280690 | 32714 | 6093 | 1007 | 68030 | 21522 | 97882 |
| 4211202 | Motor vehicle supplies \& new parts-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 4672 | 5732 | 20760962 | 1606696 | 377859 | 57724 | 3267551 | 3194153 | 3354760 |
|  | Firms operated for the entire year | 3831 | 4867 | 20418258 | 1559655 | 367411 | 55550 | 3172577 | 3169751 | 3246706 |
|  | Firms with less than 5 employees. | 1867 | 1874 | 986355 | 101173 | 22378 | 4068 | 211313 | 143742 | 149576 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 845 | 883 | 1224889 | 139554 | 32872 | 5637 | 277602 | 202075 | 210977 |
|  | employees. <br> Firms with 20 to 49 | 603 | 712 | 1517570 | 211547 | 48347 | 8084 | 406927 | 284768 | 287720 |
|  | Firms with 20 to 49 employees. | 344 | 531 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 91 | 211 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 81 | 656 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 841 | 865 | 342704 | 47041 | 10448 | 2174 | 94974 | 24402 | 108054 |

[^283]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 442 | 507 | 1070443 | 144518 | 34077 | 4376 | 251648 | 121008 | 134082 |
|  | Firms operated for the entire year | 382 | 444 | 1027052 | 137605 | 32451 | 4172 | 238702 | 118533 | 122829 |
|  | Firms with less than 5 employees. | 165 | 166 | 73512 | 9053 | 2013 | 326 | 18382 | 7189 | 7642 |
|  | Firrs with 5 to 9 employees .. | 73 | 76 | 105961 | 13829 | 3182 | 487 | 25537 | 10490 | 11174 |
|  | Firms with 10 to 19 employees Firms with 20 to 49 | 84 | 90 | 303383 | 37386 | 9353 | 1171 | 70889 | 35822 | 37972 |
|  | employees....... | 48 | 73 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 11 | 33 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 1 | 6 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 60 | 63 | 43391 | 6913 | 1626 | 204 | 12946 | 2475 | 11253 |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1348 | 1738 | 6627456 | 566057 | 128741 | 18318 | 1148391 | 890895 | 958659 |
|  | Firms operated for the entire year | 1177 | 1563 | 6544339 | 558188 | 126678 | 17960 | 1130993 | 886107 | 933547 |
|  | Firms with less than 5 employees. | 471 | 472 | 345635 | 24887 | 5465 | 996 | 57547 | 28 431 | 29537 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 255 | 262 | 499590 | 47278 | 9823 | 1682 | 96361 | 51970 | 51612 |
|  | employees............... | 213 | 232 | 914616 | 86524 | 18976 | 2914 | 175055 | 103199 | 107908 |
|  | Firms with 20 to 49 employees. | 176 | 290 | 1525848 | 161610 | 36482 | 5319 | 327163 | 207709 | 215943 |
|  | Firms with 50 to 99 employees. | 42 | 126 | 1292754 | 95090 | 22043 | 2844 | 188090 | 199906 | 209453 |
|  | Firms with 100 employess or more. | 20 | 181 | 1965896 | 142799 | 33889 | 4205 | 286777 | 294892 | 319094 |
|  | Firms not operated for the entire year | 171 | 175 | 83117 | 7869 | 2063 | 358 | 17398 | 4788 | 25112 |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1348 | 1738 | 6627456 | 566057 | 128741 | 18318 | 1148391 | 890895 | 958659 |
|  | Firms operated for the entire year | 1177 | 1563 | 6544339 | 558188 | 126678 | 17960 | 1130993 | 886107 | 933547 |
|  | Firms with less than 5 employees. | 471 | 472 | 345635 | 24887 | 5465 | 996 | 57547 | 28431 | 29537 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 255 | 262 | 499590 | 47278 | 9823 | 1682 | 96361 | 51970 | 51612 |
|  | employees | 213 | 232 | 914616 | 86524 | 18976 | 2914 | 175055 | 103199 | 107908 |
|  | Firms with 20 to 49 employees. | 176 | 290 | 1525848 | 161610 | 36482 | 5319 | 327163 | 207709 | 215943 |
|  | Firms with 50 to 99 employees. | 42 | 126 | 1292754 | 95090 | 22043 | 2844 | 188090 | 199906 | 209453 |
|  | Firms with 100 employess or more. | 20 | 181 | 1965896 | 142799 | 33889 | 4205 | 286777 | 294892 | 319094 |
|  | Firms not operated for the entire year | 171 | 175 | 83117 | 7869 | 2063 | 358 | 17398 | 4788 | 25112 |
| 42114 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 6877 | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |
|  | Firms operated for the entire year | 6166 | 6392 | 5067811 | 946435 | 221876 | 44395 | 1918705 | 717393 | 731587 |
|  | Firms with less than 5 employees. | 3224 | 3227 | 799060 | 123319 | 28797 | 7428 | 295571 | 129114 | 134697 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1701 | 1714 | 1120913 | 214432 | 50589 | 11187 | 447070 | 174108 | 176740 |
|  | employees. | 912 | 958 | 1278354 | 260554 | 61683 | 11895 | 507907 | 165729 | 171377 |
|  | Firms with 20 to 49 employees. | 269 | 338 | 956911 | 192415 | 44985 | 7576 | 361586 | 109744 | 114041 |
|  | Firms with 50 to 99 employees. | 42 | 72 | 413229 | 74951 | 17217 | 2853 | 136150 | 55062 | 63531 |
|  | Firms with 100 employess or more. | 18 | 83 | 499344 | 80764 | 18605 | 3456 | 170421 | 83636 | 71201 |
|  | Firms not operated for the entire year | 711 | 713 | 204296 | 25341 | 6270 | 1412 | 55154 | 27557 | 62558 |
| 421140 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 6877 | 7105 | 5272107 | 971776 | 228146 | 45807 | 1973859 | 744950 | 794145 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213 | Lumber \& other construction materials whsle-Con. <br> Firms not operated for the entire year $\qquad$ | 1653 | 1656 | 1006552 | 89318 | 16927 | 2981 | 182649 | 31054 | 171478 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 4777 | 5636 | 46426349 | 2598366 | 618903 | 75730 | 5000401 | 3784463 | 4003845 |
|  | Firms operated for the entire year Firms with ioss the.... $\qquad$ | 4103 | 4960 | D | D | D | 1 | D | D | D |
|  | employees. <br> Firms with 5 to 9 employees . <br> Firms with 10 to 19 | $\begin{array}{r}1695 \\ 852 \\ \\ \hline\end{array}$ | 1703 869 | $\begin{array}{r} 2979972 \\ 3745601 \end{array}$ | $\begin{aligned} & 125581 \\ & 192300 \end{aligned}$ | 27092 40857 | 3643 5661 | $\begin{aligned} & 269217 \\ & 371370 \end{aligned}$ | $\begin{aligned} & 146498 \\ & 243335 \end{aligned}$ | $\begin{aligned} & 150697 \\ & 259013 \end{aligned}$ |
|  | employees. | 710 | 753 | D | D | D | i | D | D | D |
|  | employees........ | 576 | 683 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 177 | 302 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 93 | 650 | 20890184 | 970314 | 255059 | 26445 | 1869654 | 1647633 | 1678038 |
|  | Firms not operated for the entire year | 674 | 676 | D | D | D | g | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 4777 | 5636 | 46426349 | 2598366 | 618903 | 75730 | 5000401 | 3784463 | 4003845 |
|  | Firms operated for the entire year ............................ | 4103 | 4960 | D | D | D | 1 | D | D | D |
|  | Firms with less than 5 employees. | 1695 | 1703 | 2979972 | 125581 | 27092 | 3643 | 269217 | 146498 | 150697 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 852 | 869 | 3745601 | 192300 | 40857 | 5661 | 371370 | 243335 | 259013 |
|  | employees. | 710 | 753 | D | D | D | i | D | D | D |
|  | employees....... | 576 | 683 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 177 | 302 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 93 | 650 | 20890184 | 970314 | 255059 | 26445 | 1869654 | 1647633 | 1678038 |
|  | Firms not operated for the entire year | 674 | 676 | D | D | D | g | D | D | D |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1317 | 1425 | 13795098 | 440679 | 111306 | 11000 | 809598 | 569650 | 593504 |
|  | Firms operated for the entire year | 1173 | 1281 | 13676611 | 434366 | 110006 | 10773 | 796826 | 566250 | 582128 |
|  | Firms with less than 5 employees. | 686 | 690 | D | D | D |  | D | D | D |
|  | Firms with 5 to 9 employees .. | 250 | 260 | 1966488 | 69257 | 14882 | 1651 | 130722 | 76106 | 77632 |
|  | Firms with 10 to 19 employees. | 123 | 135 | 2191551 | 69024 | 15562 | 1667 | 127125 | 85465 | 94105 |
|  | Firms with 20 to 49 employees. | 85 | 99 | 1482018 | 82028 | 20725 | 2464 | 156239 | 98349 | 105189 |
|  | Firms with 50 to 99 employees. | 23 | 28 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 6 | 69 |  | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 144 | 144 | 118487 | 6313 | 1300 | 227 | 12772 | 3400 | 11376 |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1284 | 1499 | 13188854 | 780649 | 176782 | 24380 | 1583785 | 1408289 | 1522629 |
|  | Firms operated for the entire year | 1129 | 1344 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 294 |  |  | D |  | f | D | D | D |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 220 | 220 | 802277 | 45991 | 9275 | 1452 | 93511 | 95055 | 101018 |
|  | Firms with 10 to 19 employees. | 258 | 270 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 247 | 290 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 80 | 133 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 30 | 135 | 3291770 | 182497 | 43672 | 5630 | 407106 | 371998 | 398599 |
|  | Firms not operated for the entire year | 155 | 155 | D | D | D | e | D | D | D |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2233 | 2712 | 19442397 | 1377038 | 330815 | 40350 | 2607018 | 1806524 | 1887712 |
|  | Firms operated for the entire year ............................ | 1857 | 2334 | D | D | D | k | D | D | D |
|  | Femployees............... | 723 | 727 | 862183 | 48930 | 10409 | 1563 | 103956 | 56319 | 59459 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 391 | 397 | 1040138 | 79279 | 17136 | 2612 | 150698 | 76049 | 83572 |
|  | Firms with 10 to 19 employees. | 340 | 357 | 1574918 | 147487 | 32868 | 4681 | 287028 | 156087 | 168057 |
|  | Firms with 20 to 49 employes....... | 262 | 308 | 3160604 | 266908 | 60388 | 7779 | 499899 | 334178 | 348157 |
|  | Firms with 50 to 99 employees........ | 81 | 150 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 60 | 395 |  | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 376 | 378 | D | D | D | f | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1863 | 2094 | 4444476 | 502387 | 104660 | 15737 | 1093199 | 458820 | 523468 |
|  | Firms operated for the entire year ........................... | 1463 | 1694 | 4240897 | 479672 | 101197 | 15088 | 1042440 | 454170 | 484643 |
|  | Firms with less than 5 employees. | 673 | 674 | 454190 | 45805 | 8563 | 1482 | 109224 | 43257 73 | 45190 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 350 | 366 | 716361 | 70964 | 14500 | 2334 | 165109 | 73751 | 77453 |
|  | Firms with 10 to 19 employees | 245 | 276 | 905726 | 102890 | 21926 | 3335 | 232235 | 97180 | 105399 |
|  | Firms with 20 to 49 employees. | 148 | 237 | 1181045 | 141191 | 29607 | 4122 | 297052 | 130755 | 138751 |
|  | Firms with 50 to 99 | 39 | 98 | 679133 | 83540 | 18848 | 2578 | 167194 | 76016 | 83195 |
|  | Firms with 100 employess or more. | 8 | 43 | 304442 | 35282 | 7753 | 1237 | 71626 | 33211 | 34655 |
|  | Firms not operated for the entire year | 400 | 400 | 203579 | 22715 | 3463 | 649 | 50759 | 4650 | 38825 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1863 | 2094 | 4444476 | 502387 | 104660 | 15737 | 1093199 | 458820 | 523468 |
|  | Firms operated for the entire year | 1463 | 1694 | 4240897 | 479672 | 101197 | 15088 | 1042440 | 454170 | 484643 |
|  | Firms with less than 5 employees. |  | 674 | 454190 | 45805 | 8563 | 1482 | 109224 | 43257 | 45190 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 350 | 366 | 716361 | 70964 | 14500 | 2334 | 165109 | 73751 | 77453 |
|  | Firms with 10 to 19 employees. | 245 | 276 | 905726 | 102890 | 21926 | 3335 | 232235 | 97180 | 105399 |
|  | Firms with 20 to 49 employees........ | 148 | 237 | 1181045 | 141191 | 29607 | 4122 | 297052 | 130755 | 138751 |
|  | Firms with 50 to 99 employees............ | 39 | 98 | 679133 | 83540 | 18848 | 2578 | 167194 | 76016 | 83195 |
|  | Firms with 100 employess or more. | 8 | 43 | 304442 | 35282 | 7753 | 1237 | 71626 | 33211 | 34655 |
|  | Firms not operated for the entire year | 400 | 400 | 203579 | 22715 | 3463 | 649 | 50759 | 4650 | 38825 |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . | 601 | 679 | 1320519 | 152601 | 33054 | 4968 | 313537 | 156878 | 173928 |
|  | Firms operated for the entire year | 471 | 549 | 1248213 | 146503 | 32206 | 4811 | 298594 | 154123 | 160742 |
|  | Firms with less than 5 employees. | 228 | $228$ | 130866 |  | $3095$ | 508 | $33086$ |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | $103$ | $108$ | 192645 | $21730$ | $4429$ | $698$ | $46614$ | 23497 | 24377 |
|  | employees............... | 78 | 84 | 255375 | 36427 | 7546 | 1055 | 69610 | 37958 | 40133 |
|  | Firms with 20 to 49 employees. | 50 | 77 | 334151 | 43588 | 9463 | 1366 | 88016 | 44163 | 46327 |
|  | Firms with 50 to 99 employees. | 8 | 31 | 182058 | 15909 | 4163 | 560 | 36646 | 17132 | 17423 |
|  | Firms with 100 employess or more. | 4 | 21 | 153118 | 14086 | 3510 | 624 | 24622 | 14935 | 15397 |
|  | Firms not operated for the entire year | 130 | 130 | 72306 | 6098 | 848 | 157 | 14943 | 2755 | 13186 |

[^284]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 804 | 886 | 1574246 | 206541 | 42351 | 6878 | 462750 | 157811 | 179524 |
|  | Firms operated for the entire year | 622 | 704 | 1486952 | 194735 | 40513 | 6532 | 436972 | 156591 | 163755 |
|  | Firms with less than 5 employees. | 280 | 280 | 176383 | 18255 | 3396 | 605 | 44344 | 16011 | 17071 |
|  | Firms with 5 to 9 employees .. | 160 | 168 | 312895 | 29820 | 5942 | 1061 | 73684 | 29918 | 31691 |
|  | Firms with 10 to 19 employees. | 103 | 107 | 262986 | 39230 | 8615 | 1397 | 91530 | 24562 | 27089 |
|  | employees....... | 56 | 88 | 356731 | 49887 | 10311 | 1608 | 108815 | 43635 | 43664 |
|  | Firms with 50 to 99 employees | 19 | 40 | 228778 | 36647 | 8061 | 1255 | 72158 | 24523 | 25326 |
|  | Firms with 100 employess or more. | 4 | 21 | 149179 | 20896 | 4188 | 606 | 46441 | 17942 | 18914 |
|  | Firms not operated for the entire year | 182 | 182 | 87294 | 11806 | 1838 | 346 | 25778 | 1220 | 15769 |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 474 | 529 | 1549711 | 143245 | 29255 | 3891 | 316912 | 144131 | 170016 |
|  | Firms operated for the entire year | 385 | 440 | 1505123 | 138357 | 28461 | 3743 | 306692 | 143354 | 160041 |
|  | Firms with less than 5 employees. | 171 | 171 | 157691 | 13175 | 2159 | 380 | 32902 | 11687 | 11999 |
|  | Firms with 5 to 9 employees .. | 99 | 104 | 260046 | 22290 | 4867 | 668 | 54954 | 23217 | 24580 |
|  | employees. | 60 | 73 | 356350 | 25404 | 5284 | 816 | 63240 | 33218 | 36571 |
|  | Firms with 20 to 49 employees | 43 | 72 | 500171 | 48194 | 9862 | 1141 | 101420 | 43211 | 48857 |
|  | Firms with 50 to 99 employees. | 12 | 20 | 230865 | 29294 | 6289 | 738 | 54176 | 32021 | 38034 |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 89 | 89 | 44588 | 4888 | 794 | 148 | 10220 | 777 | 9975 |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 757 | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Firms operated for the entire year | 597 | 909 | 5081596 | 420094 | 94258 | 12403 | 874891 | 470663 | 464519 |
|  | Firms with less than 5 employees. | 242 | 242 | 218555 | 17461 | 3891 | 505 | 39968 |  | 14192 |
|  | Firms with 5 to 9 employees .. | 129 | 132 | 321093 | 27201 | 6154 | 871 | 60867 | 26841 | 26941 |
|  | Firms with 10 to 19 employees. | 97 | 106 | 586880 | 50570 | 10933 | 1273 | 97688 | 46396 | 49683 |
|  | Firms with 20 to 49 employees. | 76 | 128 | 1310727 | 80425 | 17914 | 2304 | 170059 | 86489 | 88840 |
|  | Firms with 50 to 99 employees | 31 | 84 | 900042 | 80920 | 17396 | 2236 | 161812 | 88098 | 88822 |
|  | Firms with 100 employess or more. $\qquad$ | 22 | 217 | 1744299 | 163517 | 37970 | 5214 | 344497 | 209223 | 196041 |
|  | Firms not operated for the entire year | 160 | 160 | 121883 | 10387 | 1437 | 258 | 21364 | 4584 | 20832 |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 757 | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Firms operated for the entire year | 597 | 909 | 5081596 | 420094 | 94258 | 12403 | 874891 | 470663 | 464519 |
|  | Firms with less than 5 employees. | 242 | 242 | 218555 | 17461 | 3891 | 505 | 39968 | 13616 | 14192 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 129 | 132 | 321093 | 27201 | 6154 | 871 | 60867 | 26841 | 26941 |
|  | employees. | 97 | 106 | 586880 | 50570 | 10933 | 1273 | 97688 | 46396 | 49683 |
|  | Firms with 20 to 49 employees. | 76 | 128 | 1310727 | 80425 | 17914 | 2304 | 170059 | 86489 | 88840 |
|  | Firms with 50 to 99 employees. | 31 | 84 | 900042 | 80920 | 17396 | 2236 | 161812 | 88098 | 88822 |
|  | Firms with 100 employess or more. | 22 | 217 | 1744299 | 163517 | 37970 | 5214 | 344497 | 209223 | 196041 |
|  | Firms not operated for the entire year | 160 | 160 | 121883 | 10387 | 1437 | 258 | 21364 | 4584 | 20832 |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  |  | 757 | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213301 | Roofing, siding, \& insulation material whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 597 | 909 | 5081596 | 420094 | 94258 | 12403 | 874891 | 470663 | 464519 |
|  | Firms with less than 5 employees | 242 | 242 | 218555 | 17461 | 3891 | 505 | 39968 | 13616 | 14192 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 129 | 132 | 321093 | 27201 | 6154 | 871 | 60867 | 26841 | 26941 |
|  | employees.............. | 97 | 106 | 586880 | 50570 | 10933 | 1273 | 97688 | 46396 | 49683 |
|  | employees........ | 76 | 128 | 1310727 | 80425 | 17914 | 2304 | 170059 | 86489 | 88840 |
|  | Firms with 50 to 99 employees. | 31 | 84 | 900042 | 80920 | 17396 | 2236 | 161812 | 88098 | 88822 |
|  | Firms with 100 employess or more. | 22 | 217 | 1744299 | 163517 | 37970 | 5214 | 344497 | 209223 | 196041 |
|  | Firms not operated for the entire year $\qquad$ | 160 | 160 | 121883 | 10387 | 1437 | 258 | 21364 | 4584 | 20832 |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2095 | 2343 | 5228266 | 636313 | 149346 | 21446 | 1246917 | 506469 | 542748 |
|  | Firms operated for the entire year ............................ | 1674 | 1921 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees | 826 | 828 | 539613 | 50468 | 10284 | 1771 | 108546 | 41113 | 41814 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 391 | 397 | 563708 | 68185 | 14713 | 2536 | 139131 | 54939 | 56013 |
|  | employees................ | 236 | 254 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 149 | 196 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 44 | 80 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 28 | 166 | 1239398 | 162961 | 40029 | 5565 | 311355 | 129744 | 132529 |
|  | Firms not operated for the entire year $\qquad$ | 421 | 422 | D | D | D | f | D | D | D |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2095 | 2343 | 5228266 | 636313 | 149346 | 21446 | 1246917 | 506469 | 542748 |
|  | Firms operated for the entire year | 1674 | 1921 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 826 | 828 | 539613 | 50468 | 10284 | 1771 | 108546 | 41113 | 41814 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 391 | 397 | 563708 | 68185 | 14713 | 2536 | 139131 | 54939 | 56013 |
|  | employees............... | 236 | 254 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 149 | 196 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 44 | 80 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 28 | 166 | 1239398 | 162961 | 40029 | 5565 | 311355 | 129744 | 132529 |
|  | Firms not operated for the entire year $\qquad$ | 421 | 422 | D | D | D | f | D | D | D |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 482 | 523 | 1017500 | 169597 | 40685 | 6050 | 312684 | 98460 | 100669 |
|  | Firms operated for the entire year | 403 | 443 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees | 185 | 186 | 81052 | 9960 | 2239 | 396 | 21362 | 5270 | 5483 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 94 | 94 | 91350 | 15836 | 3127 | 602 | 30209 | 7480 | 8015 |
|  | Firms with 10 to 19 employees | 65 | 70 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 39 | 45 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. |  | 14 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 11 9 | 34 | 321064 | 59359 | 13547 | 2095 | 111257 | 37086 | 37548 |
|  | Firms not operated for the entire year $\qquad$ | 79 | 80 | D | D | D | e | D | D | D |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 1614 | 1820 | 4210766 | 466716 | 108661 | 15396 | 934233 | 408009 | 442079 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213902 | Other construction materials whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 1272 | 1478 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees | 641 | 642 | 458561 | 40508 | 8045 | 1375 | 87184 | 35843 | 36331 |
|  | Firms with 5 to 9 employees .. | 297 | 303 | 472358 | 52349 | 11586 | 1934 | 108922 | 47459 | 47998 |
|  | Firms with 10 to 19 employees | 171 | 184 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees.................... . . | 110 | 151 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 33 | 66 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 20 | 132 | 918334 | 103602 | 26482 | 3470 | 200098 | 92658 | 94981 |
|  | Firms not operated for the entire year $\qquad$ | 342 | 342 | D | D | D | f | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 32919 | 38366 | 237178097 | 21339923 | 4950844 | 532717 | 40976760 | 18662447 | 20505089 |
|  | Firms operated for the entire year . Firms with less than 5 | 28236 | 33637 | 232576920 | 20807982 | 4823912 | 519616 | 39947928 | 18513705 | 19802799 |
|  | employees............... | 12969 | 13012 | 9646393 | 954555 | 204380 | 28435 | 1994433 | 639165 | 665387 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 6271 | 6374 | 12216523 | 1424477 | 313397 | 41686 | 2773479 | 905515 | 960518 |
|  | employees. | 4456 | 4788 | 18733993 | 2199047 | 489544 | 59763 | 4091793 | 1456558 | 1524830 |
|  | Firms with 20 to 49 employees. | 2982 | 3801 | 31913478 | 3558857 | 804557 | 88872 | 6539473 | 2522369 | 2703312 |
|  | employees...... | 910 | 1506 | D | D | D | । | D | D | D |
|  | Firms with 100 employess or more. | 648 | 4156 | D | D | D | m | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 4683 | 4729 | 4601177 | 531941 | 126932 | 13101 | 1028832 | 148742 | 702290 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1014 | 1207 | 8347662 | 656569 | 148769 | 16320 | 1601725 | 898918 | 920883 |
|  | Firms operated for the entire year | 902 | 1095 | 8276599 | 647417 | 147509 | 16110 | 1583786 | 896505 | 909714 |
|  | Firms with less than 5 employees. | 372 | 374 | 300467 | 28662 | 5779 | 838 | 63280 | 27209 | 29174 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 201 | 204 | 558566 | 45987 | 10200 | 1374 | 99831 | 55563 | 57894 |
|  | employees. <br> Firms with 20 to 49 $\qquad$ | 143 | 159 | 742746 | 77538 | 15650 | 1971 | 158810 | 74664 | 77832 |
|  | employees............... | 116 | 149 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees................... | 45 | 79 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 25 | 130 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 112 | 112 | 71063 | 9152 | 1260 | 210 | 17939 | 2413 | 11169 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1014 | 1207 | 8347662 | 656569 | 148769 | 16320 | 1601725 | 898918 | 920883 |
|  | Firms operated for the entire year Firms with less than 5 | 902 | 1095 | 8276599 | 647417 | 147509 | 16110 | 1583786 | 896505 | 909714 |
|  | Firms with less than 5 employees. | 372 | 374 | 300467 | 28662 | 5779 | 838 | 63280 | 27209 | 29174 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 201 | 204 | 558566 | 45987 | 10200 | 1374 | 99831 | 55563 | 57894 |
|  | employees | 143 | 159 | 742746 | 77538 | 15650 | 1971 | 158810 | 74664 | 77832 |
|  | Firms with 20 to 49 employees. | 116 | 149 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 45 | 79 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 25 | 130 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 112 | 112 | 71063 | 9152 | 1260 | 210 | 17939 | 2413 | 11169 |
| 42142 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 4719 | '6291 | '24 496462 | '3 709687 | '865 277 | '110 654 | 6786849 | 2182436 | 2289966 |

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of firms by type of operation and kind of business \({ }^{1}\) \& \[
\begin{aligned}
\& \text { Firms } \\
\& \text { (number) }
\end{aligned}
\] \& Establishments (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 \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& \[
\begin{gathered}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \\
\hline 421 \& \begin{tabular}{l}
MERCHANT \\
WHOLESALERS-Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{8}{*}{4214301} \& Computer \& peripheral equipment whsle-Con. \& \& \& \& \& \& \& \& \& \\
\hline \& Firms operated for the entire year ........................... Firms with less than 5 \& 8654 \& 10121 \& 129009231 \& 7569195 \& 1728034 \& 171245 \& 14125816 \& 8460330 \& 9297204 \\
\hline \& \begin{tabular}{l}
employees. \\
Firms with 5 to 9 employees \\
Firms with 10 to 19
\end{tabular} \& 3804
1885 \& 3821
1908 \& 4571720
D \& 306019 \& 65047
D \& 8331 \& 613588
D \& 228558 \& 234272 \\
\hline \& employees................ \& 1433 \& 1534 \& 9731416 \& 775667 \& 168413 \& 19081 \& 1415653 \& 547201 \& 585168 \\
\hline \& Firms with 20 to 49 employees. \& 1015 \& 1261 \& 17492750 \& 1348973 \& 301685 \& 30287 \& 2454217 \& 1078018 \& 1121352 \\
\hline \& Firms with 50 to 99 employees. \& 287 \& 459 \& 11274251 \& 888398 \& 201694 \& 19605 \& 1567739 \& 687607 \& 754664 \\
\hline \& Firms with 100 employess or more. \(\qquad\) \& 230 \& 1138 \& D \& D \& D \& 1 \& D \& D \& D \\
\hline \& Firms not operated for the entire year \(\qquad\) \& 1664 \& 1685 \& 2905461 \& 288036 \& 66862 \& 5339 \& 553099 \& 73967 \& 374078 \\
\hline \multirow[t]{9}{*}{42143011} \& Computers \& peripheral equipment for resale \& \& \& \& \& \& \& \& \& \\
\hline \& All firms \& 4348 \& 4861 \& 83034207 \& 3215540 \& 782321 \& 77346 \& 6840403 \& 6008852 \& 6837354 \\
\hline \& Firms operated for the entire year \& 3622 \& 4118 \& 81408996 \& 3101467 \& 756585 \& 74954 \& 6596245 \& 5954859 \& 6597935 \\
\hline \& Firms with less than 5 employees. Firms with 5 to 9 employees Firms with 10 to 19 \& 1595
758 \& 1607

773 \& 2777887 \& 129942
D \& 27993
D \& 3501 \& 281776 \& 133666 \& 139016 <br>
\hline \& employees................ \& 593 \& 635 \& 6069522 \& 306795 \& 66871 \& 7960 \& 618126 \& 331883 \& 369006 <br>
\hline \& Firms with 20 to 49 employees. \& 444 \& 533 \& 10679222 \& 556040 \& 125572 \& 13354 \& 1143304 \& 704175 \& 742155 <br>
\hline \& Firms with 50 to 99 employees. \& 122 \& 178 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Firms with 100 employess or more. $\qquad$ \& 110 \& 392 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 726 \& 743 \& 1625211 \& 114073 \& 25736 \& 2392 \& 244158 \& 53993 \& 239419 <br>
\hline \multirow[t]{9}{*}{42143012} \& Computers \& peripheral equipment for end use \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms . . \& 6011 \& 6945 \& 48880485 \& 4641691 \& 1012575 \& 99238 \& 7838512 \& 2525445 \& 2833928 <br>
\hline \& Firms operated for the entire year \& 5069 \& 5999 \& 47583527 \& 4465033 \& 971177 \& 96275 \& 7523203 \& 2505471 \& 2697144 <br>
\hline \& Firms with less than 5 employees. Firms with 5 to 9 employees \& 2218
1141 \& 2225
1157 \& 1821337
D \& 178110
D \& 37477 \& 4855 \& 336243 \& 97091 \& 97522 <br>
\hline \& Firms with 10 to 19 employees. \& 845 \& 910 \& 3873733 \& 474671 \& 102859 \& 11204 \& 807282 \& 219557 \& 221367 <br>
\hline \& Firms with 20 to 49 employees. \& 579 \& 722 \& 6993361 \& 806291 \& 179102 \& 17182 \& 1330348 \& 396869 \& 403107 <br>
\hline \& Firms with 50 to 99 employees. \& 165 \& 271 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Firms with 100 employess or more. \& 121 \& 714 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Firms not operated for the entire year \& 942 \& 946 \& 1296958 \& 176658 \& 41398 \& 2963 \& 315309 \& 19974 \& 136784 <br>
\hline \multirow[t]{9}{*}{4214302} \& Computer software (packaged) whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............. \& 2359 \& 2653 \& 10144817 \& 1758839 \& 408639 \& 33942 \& 3117946 \& 383006 \& 442579 <br>
\hline \& Firms operated for the entire year ............................ \& 1931 \& 2220 \& 9870610 \& 1704199 \& 396681 \& 32766 \& 3014034 \& 380209 \& 409742 <br>

\hline \& | Firms with less than 5 employees. |
| :--- |
| Firms with 5 to 9 employees | \& \[

$$
\begin{aligned}
& 955 \\
& 376
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& 961 \\
& 392
\end{aligned}
$$

\] \& \[

$$
\begin{array}{r}
569816 \\
\mathrm{D}
\end{array}
$$
\] \& 93346

D \& $$
19 \underset{\mathrm{D}}{929}
$$ \& 2039

$h$ \& 176626
D \& 16096
D \& 17314
D <br>
\hline \& Firms with 10 to 19 employees. \& 282 \& 333 \& 949581 \& 181776 \& 40582 \& 3773 \& 315447 \& 31928 \& 32916 <br>
\hline \& Firms with 20 to 49 employees. \& 199 \& 283 \& 1833715 \& 346383 \& 75212 \& 6121 \& 598410 \& 78668 \& 99987 <br>
\hline \& Firms with 50 to 99 employees. \& 63 \& 104 \& 1235652 \& 245110 \& 58670 \& 4118 \& 406190 \& 30046 \& 30374 <br>
\hline \& Firms with 100 employess or more. \& 56 \& 147 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Firms not operated for the entire year \& 428 \& 433 \& 274207 \& 54640 \& 11958 \& 1176 \& 103912 \& 2797 \& 32837 <br>
\hline \multirow[t]{2}{*}{42144} \& Other commercial equipment whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& \& 4404 \& '4658 \& '12 215821 \& '1 550219 \& '355 083 \& r47 048 \& 2981362 \& 1142404 \& 1241855 <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of firms by type of operation and kind of business \({ }^{1}\) \& \[
\begin{array}{r}
\text { Firms } \\
\text { (number) }
\end{array}
\] \& 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
\((\$ 1,000)\) \& Paid for pay period including
March 12 (number) \& Operating expenses \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& \[
\begin{gathered}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \\
\hline 421 \& \begin{tabular}{l}
MERCHANT WHOLESALERS-Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \& \\
\hline 42144 \& Other commercial equipment whsle-Con. \& \& \& \& \& \& \& \& \& \\
\hline \& Firms operated for the entire year ............................ \& 3916 \& 4164 \& 11986274 \& 1522752 \& 348534 \& 45969 \& 2926279 \& 1135037 \& 1201860 \\
\hline \& Firms with less than 5 employees. \(\qquad\) \& 1765 \& 1769 \& 970954 \& 107200 \& 23462 \& 3976 \& 241854 \& 79118 \& 81390 \\
\hline \& Firms with 5 to 9 employees...
Firms with 10 to 19 \& 928 \& 933 \& 1411768 \& 179787 \& 39998 \& 6159 \& 364487 \& 121127 \& 129186 \\
\hline \& employees................ \& 686 \& 725 \& 2082671 \& 293512 \& 66622 \& 9214 \& 567320 \& 204302 \& 208535 \\
\hline \& Firms with 20 to 49 employees \& 393 \& 460 \& 2801521 \& 395844 \& 89050 \& 11365 \& 732461 \& 289675 \& 313615 \\
\hline \& Firms with 50 to 99 employees.................. \& 99 \& 157 \& 1735053 \& 244691 \& 59679 \& 6591 \& 448574 \& 196845 \& 208890 \\
\hline \& Firms with 100 employess or more. \& 45 \& 120 \& 2984307 \& 301718 \& 69723 \& 8664 \& 571583 \& 243970 \& 260244 \\
\hline \& Firms not operated for the entire year \& 488 \& 494 \& 229547 \& 27467 \& 6549 \& 1079 \& 55083 \& 7367 \& 39995 \\
\hline 421440 \& Other commercial equipment whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms. \& 4404 \& r4 658 \& r12 215821 \& r1550 219 \& 「355 083 \& 「47 048 \& 2981362 \& 1142404 \& 1241855 \\
\hline \& Firms operated for the entire year. \& 3916 \& 4164 \& 11986274 \& 1522752 \& 348534 \& 45969 \& 2926279 \& 1135037 \& 1201860 \\
\hline \& Firms with less than 5 employees. \& 1765 \& 1769 \& 970954 \& 107200 \& 23462 \& 3976 \& 241854 \& 79118 \& 81390 \\
\hline \& Firms with 5 to 9 employees .. Firms with 10 to 19 \& 928 \& 933 \& 1411768 \& 179787 \& 39998 \& 6159 \& 364487 \& 121127 \& 129186 \\
\hline \& employees. \& 686 \& 725 \& 2082671 \& 293512 \& 66622 \& 9214 \& 567320 \& 204302 \& 208535 \\
\hline \& employees...... \& 393 \& 460 \& 2801521 \& 395844 \& 89050 \& 11365 \& 732461 \& 289675 \& 313615 \\
\hline \& Firms with 50 to 99 employees. \& 99 \& 157 \& 1735053 \& 244691 \& 59679 \& 6591 \& 448574 \& 196845 \& 208890 \\
\hline \& Firms with 100 employess or more. \& 45 \& 120 \& 2984307 \& 301718 \& 69723 \& 8664 \& 571583 \& 243970 \& 260244 \\
\hline \& Firms not operated for the entire year \& 488 \& 494 \& 229547 \& 27467 \& 6549 \& 1079 \& 55083 \& 7367 \& 39995 \\
\hline 4214401 \& Restaurant \& hotel equipment \& supplies whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms . \& 2535 \& 2689 \& 8094253 \& 898717 \& 204625 \& 28408 \& 1720999 \& 756372 \& 824178 \\
\hline \& Firms operated for the entire year \& 2262 \& 2416 \& 7958844 \& 884046 \& 201315 \& 27798 \& 1691436 \& 753816 \& 797112 \\
\hline \& \begin{tabular}{l}
Firms with less than 5 employees. \\
Firms with 5 to 9 employees
\end{tabular} \& 1008

555 \& 1010
558 \& 578367
D \& 57611
D \& 12995 \& 2311
$h$ \& 131876 \& 54698
D \& 55558 <br>
\hline \& employees. . . . . . . . . . . . \& 381 \& 400 \& 1213769 \& 155515 \& 35040 \& 5134 \& 298689 \& 131163 \& 133121 <br>
\hline \& Firms with 20 to 49 employees. \& 228 \& 259 \& 1723424 \& 226547 \& 50397 \& 6559 \& 410696 \& 193954 \& 208612 <br>
\hline \& Firms with 50 to 99 employees. \& 61 \& 94 \& 1165764 \& 134277 \& 31424 \& 4018 \& 255326 \& 129468 \& 139845 <br>
\hline \& Firms with 100 employess or more. \& 29 \& 95 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Firms not operated for the entire year \& 273 \& 273 \& 135409 \& 14671 \& 3310 \& 610 \& 29563 \& 2556 \& 27066 <br>
\hline \multirow[t]{9}{*}{4214402} \& Store machines \& equipment whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............ \& 1875 \& '1969 \& '4 121568 \& '651 502 \& '150 458 \& r18 640 \& 1260363 \& 386032 \& 417677 <br>
\hline \& Firms operated for the entire year \& 1660 \& 1748 \& 4027430 \& 638706 \& 147219 \& 18171 \& 1234843 \& 381221 \& 404748 <br>

\hline \& | Firms with less than 5 employees. |
| :--- |
| Firms with 5 to 9 employees | \& \[

$$
\begin{aligned}
& 762 \\
& 373
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& 764 \\
& 374
\end{aligned}
$$

\] \& \[

395747

\] \& \[

49901

\] \& \[

$$
\begin{array}{r}
10537 \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1676 \\
g
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
110626 \\
\mathrm{D}
\end{array}
$$
\] \& 25038

D \& $$
\begin{array}{r}
26433 \\
\mathrm{D}
\end{array}
$$ <br>

\hline \& employees. \& 305 \& 325 \& 868902 \& 137997 \& 31582 \& 4080 \& 268631 \& 73139 \& 75414 <br>
\hline \& Firms with 20 to 49 employees. \& 166 \& 200 \& 1078188 \& 170269 \& 38679 \& 4828 \& 322607 \& 96405 \& 105720 <br>
\hline \& Firms with 50 to 99 employees. \& 38 \& 61 \& 566478 \& 109228 \& 28182 \& 2543 \& 191923 \& 66276 \& 67922 <br>
\hline \& Firms with 100 employess or more. \& 16 \& 24 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms not operated for the entire year \& 215 \& 221 \& 94138 \& 12796 \& 3239 \& 469 \& 25520 \& 4811 \& 12929 <br>
\hline
\end{tabular}

[^285]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 6759 | 7850 | 35599345 | 3918018 | 932702 | 93520 | 7816953 | 3699838 | 3994021 |
|  | Firms operated for the entire $\qquad$ <br> year ................... | 5667 | 6751 | 34842264 | 3827612 | 911052 | 90860 | 7625038 | 3659746 | 3837107 |
|  | employees................ | 3036 | 3044 | 1824620 | 228067 | 48342 | 6344 | 495371 | 154027 | 161772 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1146 | 1159 | 1961055 | 276747 | 60205 | 7526 | 572638 | 195242 | 205703 |
|  | employees. <br> Firms with 20 to 49 | 715 | 749 | 2536920 | 377454 | 84339 | 9582 | 728533 | 266741 | 281545 |
|  | employees | 484 | 634 | D | D | D | j | D | D | D |
|  | employees............... | 157 | 232 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 129 | 933 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 1092 | 1099 | 757081 | 90406 | 21650 | 2660 | 191915 | 40092 | 156914 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6759 | 7850 | 35599345 | 3918018 | 932702 | 93520 | 7816953 | 3699838 | 3994021 |
|  | Firms operated for the entire year...................... | 5667 | 6751 | 34842264 | 3827612 | 911052 | 90860 | 7625038 | 3659746 | 3837107 |
|  | employees................ | 3036 | 3044 | 1824620 | 228067 | 48342 | 6344 | 495371 | 154027 | 161772 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1146 | 1159 | 1961055 | 276747 | 60205 | 7526 | 572638 | 195242 | 205703 |
|  | employees. | 715 | 749 | 2536920 | 377454 | 84339 | 9582 | 728533 | 266741 | 281545 |
|  | Firms with 20 to 49 employees. | 484 | 634 | D | D | D | j | D | D | D |
|  | Firmployees. . ${ }^{\text {a }}$. . | 157 | 232 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 129 | 933 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 1092 | 1099 | 757081 | 90406 | 21650 | 2660 | 191915 | 40092 | 156914 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6014 | 6859 | 31745475 | 3363241 | 805891 | 79839 | 6757373 | 3269780 | 3522027 |
|  | Firms operated for the entire year .......................... | 5009 | 5847 | 30932861 | 3267802 | 783173 | 77151 | 6554572 | 3223493 | 3350506 |
|  | Firms with less than 5 employees. | 2684 | 2692 | 1651506 | 205834 | 43709 | 5591 | 446803 | 137160 | 144352 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1005 | 1017 | 1723460 | 246090 | 53454 | 6581 | 506929 | 170309 | 179722 |
|  | employees. | 631 | 663 | 2293527 | 339886 | 75746 | 8481 | 651181 | 227782 | 243433 |
|  | Firms with 20 to 49 employees. | 437 | 581 | D | D | D | j | D | D | D |
|  | Firms employees. ............... . | 141 | 198 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 111 | 696 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 1005 | 1012 | 812614 | 95439 | 22718 | 2688 | 202801 | 46287 | 171521 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 752 | 991 | 3853870 | 554777 | 126811 | 13681 | 1059580 | 430058 | 471994 |
|  | Firms operated for the entire year ........................... | 663 | 902 | 3834312 | 552067 | 126123 | 13590 | 1053708 | 429267 | 467037 |
|  | Firms with less than 5 employees. | 353 | 353 | 176288 | 22378 |  | 755 |  |  | 17420 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 141 | 142 | 237595 | 30657 | 6751 | 945 | 65709 | 24933 | 25981 |
|  | Firms with 10 to 19 employees. | 86 | 88 | 249306 | 38320 | 8779 | 1125 | 79110 | 39747 | 38924 |
|  | Firms with 20 to 49 employees. | 48 | 53 | 352876 | 49974 | 11555 | 1315 | 104827 | 38166 | 42332 |
|  | Firms with 50 to 99 employees. | 16 | 33 | 300078 | 47346 | 11048 | 1210 | 93583 | 51354 | 54374 |
|  | Firms with 100 employess or more. $\qquad$ | 19 | 233 | 2518169 | 363392 | 83321 | 8240 | 661584 | 258200 | 288006 |
|  | Firms not operated for the entire year | 89 | 89 | $19558$ | $2710$ | 688 | 91 | 5872 | 791 | 4957 |

[^286]Table 5. Employment Size of Firms: 1997-Con.




[^287]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 382 | 397 | 1110568 | 161074 | 36464 | 5358 | 324534 | 141678 | 158867 |
|  | Firms operated for the entire year | 348 | 363 | 1102265 | 159823 | 36306 | 5315 | 321901 | 141167 | 155528 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees | 171 63 | $\begin{array}{r}171 \\ 64 \\ \hline\end{array}$ | 83807 D | 9292 D | 2087 | 367 | 20242 | 8386 D | 8882 |
|  | Firms with 10 to 19 employees. | 61 | 61 | 163931 | 24969 | 6717 | 858 | 54139 | 21142 | 21262 |
|  | Firms with 20 to 49 employees. <br> Firms with 50 to 99 | 35 | 37 | 215821 | 29934 | 6444 | 1074 | 65320 | 32496 | 36716 |
|  | employees. | 7 | 9 | D | D | D | e | D | D | D |
|  | more. | 11 | 21 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 34 | 34 | 8303 | 1251 | 158 | 43 | 2633 | 511 | 3339 |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1711 | 1953 | 7634909 | 944789 | 224298 | 23269 | 1929001 | 965452 | 995233 |
|  | Firms operated for the entire year | 1536 | 1778 | 7562809 | 929439 | 218926 | 22631 | 1903456 | 959744 | 980230 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees | $\begin{aligned} & 679 \\ & 392 \end{aligned}$ | $\begin{aligned} & 681 \\ & 404 \end{aligned}$ | 429949 | 50186 D | 11030 | 1505 $h$ | 109015 | 42081 D | 43986 D |
|  | Firms with 10 to 19 employees. | 243 | 268 | 798296 | 119017 | 26231 | 3210 | 230303 | 95546 | 94696 |
|  | Firms with 20 to 49 employees. | 136 | 193 | 1117944 | 167006 | 39669 | 4124 | 323471 | 119332 | 131886 |
|  | Firms with 50 to 99 employees. | 57 | 90 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 29 | 142 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 175 | 175 | 72100 | 15350 | 5372 | 638 | 25545 | 5708 | 15003 |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 8201 | r10 079 | r91 553201 | r5 595871 | r1 287325 | r146964 | 11460513 | 11240009 | 11965871 |
|  | Firms operated for the entire year Firms with less than 5 | 7397 | 9245 | 90411198 | 5528811 | 1272762 | 144958 | 11321922 | 11201950 | 11797397 |
|  | Firms with less than 5 employees. | 3040 | 3052 | 5631287 | 270609 | 58315 | 6784 |  | 334575 | 349167 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1613 | 1649 | 6819986 | 404699 | 89022 | 10794 | 822231 | 653097 | 630056 |
|  | employees................ | 1265 | 1340 | 11521408 | 646187 | 141590 | 16959 | 1308732 | 1157993 | 1260459 |
|  | Firms with 20 to 49 employees. | 949 | 1251 | 17036270 | 1144149 | 250537 | 28970 | 2255092 | 1852212 | 1982765 |
|  | Firms with 50 to 99 employees. | 311 | 619 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more | 219 | 1334 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year | 804 | 834 | 1142003 | 67060 | 14563 | 2006 | 138591 | 38059 | 168474 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 7686 | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Firms operated for the entire year ............................. . Firms with less than 5 | 6950 | 8721 | 82057929 | 5341173 | 1228407 | 141090 | 10894853 | 10763673 | 11350923 |
|  | employees................ | 2787 | 2797 | 4445680 | 243580 | 52326 | 6257 | 523143 | 282347 | 291828 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1518 | 1553 | 5486505 | 376154 | 82783 | 10193 | 752473 | 553871 | 559261 |
|  | employees. <br> Firms with 20 to 49 | 1204 | 1269 | 9321482 | 603778 | 130773 | 16168 | 1209591 | 1010723 | 1099799 |
|  | employees. | 923 | 1208 | D | D | D | k | D | D | D |
|  | Firms with 50 to $99 . . . . . . .$. . | 302 | 578 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more $\qquad$ | 216 | 1316 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year | 736 | 766 | 1066762 | 63850 | 13854 | 1938 | 131572 | 37752 | 162628 |

[^288]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms | 7686 | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 6950 | 8721 | 82057929 | 5341173 | 1228407 | 141090 | 10894853 | 10763673 | 11350923 |
|  | employees................ | 2787 | 2797 | 4445680 | 243580 | 52326 | 6257 | 523143 | 282347 | 291828 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1518 | 1553 | 5486505 | 376154 | 82783 | 10193 | 752473 | 553871 | 559261 |
|  | employees. <br> Firms with 20 to 49 | 1204 | 1269 | 9321482 | 603778 | 130773 | 16168 | 1209591 | 1010723 | 1099799 |
|  | employees................ | 923 | 1208 | D | D | D | k | D | D | D |
|  | employees....... | 302 | 578 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 216 | 1316 | D | D | D | 1 | D | D | D |
|  | Firms not operated for the entire year | 736 | 766 | 1066762 | 63850 | 13854 | 1938 | 131572 | 37752 | 162628 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6094 | 7595 | 66113409 | 4485391 | 1037061 | 120653 | 9133012 | 8873016 | 9359046 |
|  | Firms operated for the entire year | 5524 | 6995 | 65218612 | 4433368 | 1025998 | 119065 | 9026026 | 8838364 | 9215062 |
|  | Firms with less than 5 employees. |  | 2125 | 3096520 | 185850 | 39920 |  | 399880 | 214251 | $222060$ |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1178 | 1208 | 3862894 | 296729 | 65182 | 7921 | 585000 | 369594 | 371689 |
|  | employees................ | 992 | 1046 | 7036833 | 499113 | 107162 | 13365 | 991080 | 757448 | 799320 |
|  | Firms with 20 to 49 employees................... | 791 | 1036 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees | 262 | 510 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 185 | 1070 | D | D | D | , | D | D | D |
|  | Firms not operated for the entire year | 570 | 600 | 894797 | 52023 | 11063 | 1588 | 106986 | 34652 | 143984 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4469 | 5827 | 58768929 | 4105455 | 951193 | 110297 | 8340519 | 8873016 | 9359046 |
|  | Firms operated for the entire year ............................ | 4149 | 5477 | 58292111 | 4068611 | 942562 | 109070 | 8266223 | 8838364 | 9215062 |
|  | Firms with less than 5 employees. | 1192 |  | 1756325 | $113895$ | $23304$ |  | 248537 | $214251$ | 222060 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 941 | 957 | 2883945 | 238408 | 52670 | 6429 | 471209 | 370471 | 372697 |
|  | employees. <br> Firms with 20 to 49 | 860 | 905 | 5748349 | 437978 | 93733 | 11654 | 867254 | 825670 | 869678 |
|  | employees............... | 727 | 947 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees.................. | 260 | 510 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 169 | 960 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 320 | 350 | 476818 | 36844 | 8631 | 1227 | 74296 | 34652 | 143984 |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1679 | 1768 | 7344480 | 379936 | 85868 | 10356 | 792493 | - | - |
|  | Firms operated for the entire year | 1428 | 1517 | 6926459 | 364737 | 83425 | 9993 | 759776 | - | - |
|  | Firms with less than 5 employees. | 942 | 949 | 1472475 | 74599 | 17216 |  | 157242 | - | - |
|  | Firrs with 5 to 9 employees .. | 253 | 274 | 1124627 | 63495 | 13923 | 1603 | 125986 | - | - |
|  | Firms with 10 to 19 employees. | 142 | 156 | 1568810 | 67449 | 15078 | 1832 | 137592 | - | - |
|  | Firms with 20 to 49 employees. | 71 | 90 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 10 | 29 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 10 | 19 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 251 | 251 | 418021 | 15199 | 2443 | 363 | 32717 | - | - |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1624 | 1892 | 17011282 | 919632 | 205200 | 22375 | 1893413 | 1928409 | 2154505 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT |  |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42169 | Other electronic parts \& equipment whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms with 20 to 49 employees............ | 1107 | 1530 | 12914120 | 1378140 | 306397 | 32801 | 2561740 | 1139961 | 1218329 |
|  | Firms with 50 to 99 employees | 344 | 685 | 11216040 | 993872 | 228610 | 23522 | 1921856 | 1091495 | 1188800 |
|  | Firms with 100 employess or more. | 251 | 2393 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year | 1664 | 1714 | 2460335 | 274601 | 71470 | 6486 | 522709 | 39957 | 324731 |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 12039 | 15253 | 104267176 | 9328045 | 2181492 | 200492 | 18103412 | 8880007 | 9814928 |
|  | Firms operated for the entire year ......................... | 10375 | 13539 | 101806841 | 9053444 | 2110022 | 194006 | 17580703 | 8840050 | 9490197 |
|  | employees. | 4681 | 4704 | D | D | D | j | D | D | D |
|  | Firms with 5 to 9 employees .. | 2338 | 2400 | D | D | D | j | D | D | D |
|  | employees......... | 1654 | 1827 | 8527826 | 913595 | 201256 | 22298 | 1729163 | 686826 | 732281 |
|  | Firms with 20 to 49 employees........ | 1107 | 1530 | 12914120 | 1378140 | 306397 | 32801 | 2561740 | 1139961 | 1218329 |
|  | Firms with 50 to 99 employees. | 344 | 685 | 11216040 | 993872 | 228610 | 23522 | 1921856 | 1091495 | 1188800 |
|  | Firms with 100 employess or more. | 251 | 2393 | D | D | D | 1 | D | D | D |
|  | Firms not operated for the entire year | 1664 | 1714 | 2460335 | 274601 | 71470 | 6486 | 522709 | 39957 | 324731 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 5339 | 6722 | 36812342 | 4566622 | 1092431 | 98210 | 8446176 | 3042985 | 3439839 |
|  | Firms operated for the entire year | 4595 | 5934 | 35603114 | 4376982 | 1038640 | 93738 | 8093586 | 3033963 | 3348038 |
|  | Firms with less than 5 employees. |  |  |  |  |  | h |  | D | D |
|  | Firms with 5 to 9 employees .. | 1079 | 1099 | D | D | D | i | D | D | D |
|  | Firms with 10 to 19 employees. | 799 | 869 | 2800636 | 421108 | 93099 | 10828 | 768729 | 233883 | 247362 |
|  | Firms with 20 to 49 employees. | 533 | 736 | 4419745 | 642626 | 146908 | 15759 | 1139189 | 382926 | 403588 |
|  | Firms with 50 to 99 employees. | 156 | 293 | 3419902 | 463020 | 102914 | 10922 | 874970 | 316751 | 380473 |
|  | Firms with 100 employess or more. $\qquad$ | 115 | 1012 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 744 | 788 | 1209228 | 189640 | 53791 | 4472 | 352590 | 9022 | 91801 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 6724 | 8531 | 67454834 | 4761423 | 1089061 | 102282 | 9657236 | 5837022 | 6375089 |
|  | Firms operated for the entire year | 5803 | 7605 | 66203727 | 4676462 | 1071382 | 100268 | 9487117 | 5806087 | 6142159 |
|  | Firms with less than 5 employees. | 2776 | 2788 | 3147021 | 235302 | 50067 | 6022 | 489968 | 206435 | 219424 |
|  | Firms with 5 to 9 employees .. | 1264 | 1306 | 3831094 | 319312 | 69587 | 8217 | 633807 | 304854 | 311726 |
|  | employees. . . . . . . . . . . . . . | 858 | 958 | 5760565 | 494136 | 108580 | 11504 | 964220 | 453706 | 485738 |
|  | Firms with 20 to 49 employees. | 577 | 795 | 8519441 | 738723 | 160398 | 17158 | 1431105 | 768362 | 826062 |
|  | Firms with 50 to 99 employees | 190 |  |  |  | 129025 |  |  |  | $826297$ |
|  | Firms with 100 employess or |  |  |  |  |  |  |  |  |  |
|  | more.................... | 138 | 1369 | 36999591 | 2342895 | 553725 | 44601 | 4885148 | 3282733 | 3472912 |
|  | Firms not operated for the entire year | 921 | 926 | 1251107 | 84961 | 17679 | 2014 | 170119 | 30935 | 232930 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 12420 | 17533 | 57253744 | 6391596 | 1466209 | 186312 | 12167748 | 8709596 | 9185806 |
|  | Firms operated for the entire year | 11072 | 16159 | 56437248 | 6287589 | 1445444 | 182799 | 11966321 | 8666091 | 8973887 |
|  | Firms with less than 5 employees. | 4455 | 4473 | 2660424 | 301305 | 64923 | 10117 | 627953 | 348751 | 362891 |
|  | Firms with 5 to 9 employees .. | 2580 | 2643 | 4336650 | 564843 | 125664 | 17192 | 1096075 | 590824 | 615085 |
|  | Firms with 10 to 19 employees. | 2029 | 2301 | 6934195 | 955055 | 215391 | 27198 | 1800614 | 992056 | 1049018 |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

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Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle-Con. <br> Firms not operated for the entire year $\qquad$ | 239 | 239 | D | D | D | f | D | D | D |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 1102 | 1275 | 3036164 | 437279 | 101041 | 11324 | 786607 | 376128 | 394716 |
|  | Firms operated for the entire year | 980 | 1153 | 2966248 | 428668 | 99172 | 11051 | 771079 | 375400 | 374366 |
|  | Firms with less than 5 employees. | 433 | 433 | 251968 | 32591 | 6955 | 993 | 63044 | 20005 | 21785 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 271 | 274 | 414881 | 63064 | 13526 | 1803 | 119236 | 44478 | 46163 |
|  | employees................ | 147 | 169 | 485173 | 71997 | 16972 | 1937 | 134667 | 55322 | 57344 |
|  | Firms with 20 to 49 employees. | 93 | 128 | 854763 | 118047 | 29261 | 2692 | 209101 | 97116 | 96227 |
|  | Firms with 50 to 99 employees.......... | 26 | 59 | 461676 | 74923 | 16236 | 1734 | 117503 | 67696 | 70419 |
|  | Firms with 100 employess or more. | 10 | 90 | 497787 | 68046 | 16222 | 1892 | 127528 | 90783 | 82428 |
|  | Firms not operated for the entire year $\qquad$ | 122 | 122 | 69916 | 8611 | 1869 | 273 | 15528 | 728 | 20350 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 1559 | 2019 | 6909587 | 1026999 | 235634 | 24973 | 1872287 | 761871 | 837009 |
|  | Firms operated for the entire year | 1442 | 1902 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 453 | 456 | 261294 | 34705 | 8005 | 1092 | 69115 | 25583 | 26281 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 352 | 363 | 649060 | 87953 | 19201 | 2359 | 167051 | 63166 | 66533 |
|  | employees | 312 | 354 | D | D | D | h | D | D | D |
|  | Firmsloyees........ | 255 | 456 | 2095984 | 321007 | 72950 | 7564 | 547110 | 244214 | 264169 |
|  | Firms with 50 to 99 employees. | 48 | 135 | 990751 | 148706 | 32937 | 3311 | 235896 | 115567 | 121444 |
|  | Firms with 100 employess or more. | 22 | 138 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 117 | 117 | D | D | D | e | D | D | D |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 7351 | 8460 | 28259832 | 3404519 | 772131 | 84667 | 6537227 | 3533463 | 3820152 |
|  | Firms operated for the entire year | 6695 | 7794 | D | D | D | I | D | D | D |
|  | Firms with less than 5 employees. | 2928 | 2944 | 2124550 | 213697 | 46495 | 6363 | 455806 | 143841 | 154870 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1629 | 1667 | 3250583 | 395431 | 87936 | 10838 | 769988 | 300042 | 322816 |
|  | employees | 1155 | 1288 | D | D | D | j | D | D | D |
|  | Firms with 20 to 49 employees. | 725 | 1123 | 6742648 | 884286 | 203815 | 21255 | 1560523 | 816295 | 846224 |
|  | Firms with 50 to 99 employees. | 169 | 378 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 89 | 394 | 7465219 | 791235 | 176096 | 17885 | 1635419 | 1166867 | 1244916 |
|  | Firms not operated for the entire year $\qquad$ | 656 | 666 | D | D | D | g | D | D | D |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 2863 | 3232 | 13925794 | 1338123 | 300153 | 29963 | 2629765 | 2155284 | 2142750 |
|  | Firms operated for the entire year | 2587 | 2956 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. |  |  | 1014663 |  |  |  |  |  |  |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 593 | 598 | 1471402 | 159033 | 33266 | 3912 | 314059 | 168879 | 174538 |
|  | employees................ | 420 | 469 | D | D | D | i | D | D | D |
|  | Firms with 20 to 49 employees. | 255 | 348 | 3409661 | 346709 | 80444 | 7341 | 639522 | 557273 | 571925 |
|  | Firms with 50 to 99 employees. | 50 | 122 | 1968230 | 169493 | 38488 | 3326 | 317208 | 342110 | 296148 |
|  | Firms with 100 employess or more. | 30 | 178 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 276 | 276 | D | D | D | e | D | D | D |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of firms by type of operation and kind of business \({ }^{1}\) \& Firms
(number) \& Establishments (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{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \({ }^{\text {¹ }}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 421 \& \begin{tabular}{l}
MERCHANT WHOLESALERS—Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{9}{*}{4218305} \& Materials handling equipment whsle \& \& \& \& \& \& \& \& \& \\
\hline \& All firms ............ \& 3388 \& 4042 \& 15099475 \& 2069068 \& 487920 \& 56245 \& 3544920 \& 1654475 \& 1743448 \\
\hline \& Firms operated for the entire year Firms with less than 5 \& 3040 \& 3688 \& 14868083 \& 2036721 \& 479158 \& 55150 \& 3486892 \& 1645085 \& 1701753 \\
\hline \& \begin{tabular}{l}
employees. \\
Firms with 5 to 9 employees .. \\
Firms with 10 to 19
\end{tabular} \& 1192

649 \& 1199

654 \& $$
\begin{array}{r}
916987 \\
1119524
\end{array}
$$ \& \[

$$
\begin{array}{r}
94211 \\
148931
\end{array}
$$

\] \& \[

$$
\begin{aligned}
& 20583 \\
& 33979
\end{aligned}
$$
\] \& 2708

4353 \& $$
\begin{aligned}
& 194892 \\
& 281232
\end{aligned}
$$ \& \[

$$
\begin{aligned}
& 53558 \\
& 82759
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& 54942 \\
& 87148
\end{aligned}
$$
\] <br>

\hline \& employees.................. \& 533 \& 577 \& 1825634 \& 264529 \& 58014 \& 7158 \& 474650 \& 192626 \& 202068 <br>

\hline \& | employees. |
| :--- |
| rims with 50 to 99 | \& 401 \& 548 \& 3334954 \& 456988 \& 105254 \& 12305 \& 804639 \& 346997 \& 349186 <br>

\hline \& employees....... \& 163 \& 306 \& 2530091 \& 424903 \& 102377 \& 11239 \& 667850 \& 315688 \& 331157 <br>
\hline \& Firms with 100 employess or more. \& 102 \& 404 \& 5140893 \& 647159 \& 158951 \& 17387 \& 1063629 \& 653457 \& 677252 <br>
\hline \& Firms not operated for the entire year \& 348 \& 354 \& 231392 \& 32347 \& 8762 \& 1095 \& 58028 \& 9390 \& 41695 <br>
\hline \multirow[t]{10}{*}{4218306} \& Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms \& 2029 \& 2688 \& 7740720 \& 693599 \& 150488 \& 18900 \& 1316709 \& 847083 \& 989913 <br>
\hline \& Firms operated for the entire year. \& 1803 \& 2460 \& 7606882 \& 681474 \& 148240 \& 18539 \& 1294527 \& 841160 \& 953762 <br>
\hline \& Firms with less than 5 employees. \& \& 916 \& 934685 \& 70445 \& 14936 \& 2045 \& 152024 \& 78466 \& 84446 <br>
\hline \& Firms with 5 to 9 employees... Firms with 10 to 19 \& 459 \& 471 \& 1189806 \& 108310 \& 21823 \& 3029 \& 216183 \& 119415 \& 138665 <br>

\hline \& | employees. |
| :--- |
| Firms with 20 to 49 | \& 243 \& 319 \& 1091953 \& 123906 \& 26564 \& 3298 \& 242911 \& 137440 \& 154832 <br>

\hline \& employees....... \& 137 \& 251 \& 1447335 \& 145103 \& 31460 \& 3907 \& 268371 \& 131827 \& 164625 <br>
\hline \& Firms with 50 to 99 employees \& 34 \& 105 \& 943025 \& 90757 \& 19823 \& 2236 \& 172066 \& 153936 \& 174824 <br>
\hline \& Firms with 100 employess or more. \& 18 \& 398 \& 2000078 \& 142953 \& 33634 \& 4024 \& 242972 \& 220076 \& 236370 <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 226 \& 228 \& 133838 \& 12125 \& 2248 \& 361 \& 22182 \& 5923 \& 36151 <br>
\hline \multirow[t]{10}{*}{4218307} \& Other industrial machinery \& equipment whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms \& 5105 \& 5549 \& 19252387 \& 2143494 \& 484421 \& 50387 \& 4173661 \& 2582076 \& 2777069 <br>
\hline \& Firms operated for the entire year Firms with less than 5 \& 4365 \& 4806 \& 18799178 \& 2096069 \& 475545 \& 48591 \& 4081733 \& 2565262 \& 2678270 <br>
\hline \& irms with less than 5 employees \& 2155 \& 2158 \& 1721272 \& 175537 \& 37484 \& 4641 \& 376223 \& 163073 \& 174110 <br>
\hline \& Firms with 5 to 9 employees .. Firms with 10 to 19 \& 971 \& 983 \& 2216688 \& 243909 \& 53812 \& 6430 \& 492608 \& 245289 \& 255298 <br>
\hline \& employees. \& 683 \& 752 \& 3087011 \& 375226 \& 85816 \& 9258 \& 725423 \& 358721 \& 371052 <br>
\hline \& employees........ \& 385 \& 507 \& 4011873 \& 487017 \& 110885 \& 11228 \& 922856 \& 608597 \& 617780 <br>
\hline \& Firms with 50 to 99 employees.......... \& 114 \& 194 \& 3245332 \& 349353 \& 80710 \& 7748 \& 637104 \& 472883 \& 488335 <br>
\hline \& Firms with 100 employess or more. \& 57 \& 212 \& 4517002 \& 465027 \& 106838 \& 9286 \& 927519 \& 716699 \& 771695 <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 740 \& 743 \& 453209 \& 47425 \& 8876 \& 1796 \& 91928 \& 16814 \& 98799 <br>
\hline \multirow[t]{10}{*}{42184} \& Industrial supplies whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms \& 8764 \& 12868 \& 36889029 \& 4420039 \& 1012617 \& 122452 \& 8329400 \& 4446078 \& 4765894 <br>

\hline \& | Firms operated for the entire year |
| :--- |
| Firms with les than 5 ........... | \& 7840 \& 11926 \& 36317472 \& 4359163 \& 1000824 \& 120740 \& 8211880 \& 4425660 \& 4650018 <br>

\hline \& Firms with less than 5 employees. \& 3226 \& 3239 \& 2278110 \& 238647 \& 51488 \& 7412 \& 493746 \& 191835 \& 198881 <br>
\hline \& Firms with 5 to 9 employees .. Firms with 10 to 19 \& 1896 \& 1960 \& 3590212 \& 432690 \& 95857 \& 12655 \& 839909 \& 371495 \& 394469 <br>
\hline \& employees. \& 1353 \& 1520 \& 5186940 \& 678036 \& 149618 \& 18242 \& 1254067 \& 624273 \& 648679 <br>
\hline \& Firms with 20 to 49 employees. \& 980 \& 1642 \& 8200447 \& 1105096 \& 250392 \& 28746 \& 1980945 \& 1031181 \& 1060430 <br>
\hline \& Firms with 50 to 99 employees. \& 261 \& 881 \& 5181349 \& 656437 \& 153974 \& 17409 \& 1204618 \& 743194 \& 773174 <br>
\hline \& Firms with 100 employess or more. \& 124 \& 2684 \& 11880414 \& 1248257 \& 299495 \& 36276 \& 2438595 \& 1463682 \& 1574385 <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 924 \& 942 \& 571557 \& 60876 \& 11793 \& 1712 \& 117520 \& 20418 \& 115876 <br>
\hline \multirow[t]{2}{*}{421840} \& Industrial supplies whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms .......... \& 8764 \& 12868 \& 36889029 \& 4420039 \& 1012617 \& 122452 \& 8329400 \& 4446078 \& 4765894 <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218404 | Industrial containers \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year Firms with less than 5 | 1170 | 1303 | 4835483 | 504122 | 109276 | 14379 | 978794 | 298131 | 299910 |
|  | employees............... | 535 | 535 | 515805 | 44678 | 9052 | 1163 | 94037 | 25996 | 26368 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 258 | 263 | 617929 | 63240 | 13138 | 1722 | 124706 | 33746 | 36521 |
|  | to 19 employees. | 188 | 194 | 876064 | 95922 | 19784 | 2495 | 179749 | 54388 | 54780 |
|  | Firms with 20 to 49 employees. $\qquad$ <br> Firms with 50 to 99 $\qquad$ | 133 | 167 | 1286188 | 136212 | 28339 | 3907 | 268938 | 95344 | 95087 |
|  | employees. | 40 | 83 | 906772 | 91916 | 21503 | 2723 | 179641 | 52904 | 54788 |
|  |  | 16 | 61 | 632725 | 72154 | 17460 | 2369 | 131723 | 35753 | 32366 |
|  | Firms not operated for the entire year $\qquad$ | 177 | 177 | 133038 | 13352 | 2388 | 309 | 25951 | 423 | 12358 |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 928 | 1279 | 5276944 | 611403 | 140346 | 14238 | 1145035 | 799843 | 820778 |
|  | Firms operated for the entire year . | 836 | 1186 | 5211388 | 604363 | 138725 | 14015 | 1133196 | 793873 | 806784 |
|  | Firms with less than 5 employees. | 266 | 269 | 234463 | 24228 | 5303 | 641 | 47605 | 19391 | 19774 |
|  | Firms with 5 to 9 employees .. | 197 | 204 | 440459 | 50953 | 10943 | 1299 | 98782 | 52906 | 57072 |
|  | employees | 178 | 208 | 875821 | 105961 | 24834 | 2449 | 195065 | 129378 | 134441 |
|  | Firms with 20 to 49 employees. | 143 | 243 | 1534713 | 197730 | 45488 | 4177 | 337960 | 221195 | 219973 |
|  | Firms with 50 to 99 employees. | 33 | 102 | 973241 | 107122 | 23390 | 2314 | 210568 | 216671 | 231993 |
|  | Firms with 100 employess or more. $\qquad$ | 19 | 160 | 1152691 | 118369 | 28767 | 3135 | 243216 | 154332 | 143531 |
|  | Firms not operated for the entire year $\qquad$ | 92 | 93 | 65556 | 7040 | 1621 | 223 | 11839 | 5970 | 13994 |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3059 | 3751 | 10581175 | 1328647 | 304274 | 36731 | 2457743 | 1231448 | 1334392 |
|  | Firms operated for the entire year | 2763 | 3448 | 10421193 | 1312724 | 302084 | 36356 | 2423924 | 1230056 | 1290740 |
|  | Firms with less than 5 employees. | 1145 | 1151 | 782231 | 86099 | 18538 | 2624 | 178819 | 72758 | 75404 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 651 | 665 | 1285207 | 158192 | 35633 | 4389 | 305532 | 137935 | 147914 |
|  | employees................ | 504 | 555 | 1832987 | 251747 | 54934 | 6773 | 460158 | 219397 | 229490 |
|  | Firms with 20 to 49 employees. | 348 | 484 | 2644926 | 373805 | 85573 | 10087 | 660061 | 318915 | 327658 |
|  | Firms with 50 to 99 employees. | 84 | 248 | 1547515 | 205709 | 49467 | 5534 | 376999 | 190435 | 194229 |
|  | Firms with 100 employess or more. | 31 | 345 | 2328327 | 237172 | 57939 | 6949 | 442355 | 290616 | 316045 |
|  | Firms not operated for the entire year | 296 | 303 | 159982 | 15923 | 2190 | 375 | 33819 | 1392 | 43652 |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 5327 | 6233 | 11044612 | 1646019 | 383581 | 56364 | 3058945 | 1208260 | 1294341 |
|  | Firms operated for the entire year | 4741 | 5644 | D | D | D | । | D | D | D |
|  | Firms with less than 5 employees. |  |  | 947637 | 116929 | 25939 | 4825 | 256754 | 97074 |  |
|  | Firms with 5 to 9 employees . . Firms with 10 to 19 | 1215 | 1224 |  |  |  |  | D | D | D |
|  | Firms with 10 to 19 employees. | 760 | 813 |  | D | D | j | D | D | D |
|  | Firms with 20 to 49 employees. | 464 | 659 | 2528957 | 432899 | 102095 | 13578 | 764957 | 290124 | 304237 |
|  | Firms with 50 to 99 employees. | 115 | 323 | 1661300 | 257524 | 58179 | 7741 | 449414 | 193483 | 205938 |
|  | Firms with 100 employess or more. | 58 | 490 | 2012708 | 317127 | 77888 | 11036 | 575291 | 239806 | 252349 |
|  | Firms not operated for the entire year $\qquad$ | 586 | 589 | D | D | D | g | D | D | D |

[^289]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5327 | 6233 | 11044612 | 1646019 | 383581 | 56364 | 3058945 | 1208260 | 1294341 |
|  | Firms operated for the entire year | 4741 | 5644 | D | D | D | 1 | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees <br> Firms with 10 to 19 | 2129 1215 | 2135 <br> 1224 | 947637 D | 116929 D | 25939 D | 4825 | 256754 D | 97074 D | 99050 |
|  | Firms with 10 to 19 employees. | 760 | 813 | D | D | D | j | D | D | D |
|  | Firms with 20 to 49 employees. | 464 | 659 | 2528957 | 432899 | 102095 | 13578 | 764957 | 290124 | 304237 |
|  | Firms with 50 to 99 employees. | 115 | 323 | 1661300 | 257524 | 58179 | 7741 | 449414 | 193483 | 205938 |
|  | Firms with 100 employess or more. | 58 | 490 | 2012708 | 317127 | 77888 | 11036 | 575291 | 239806 | 252349 |
|  | Firms not operated for the entire year | 586 | 589 | D | D | D | g | D | D | D |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 784 | 1240 | 2016050 | 351378 | 82788 | 13671 | 649637 | 297828 | 328061 |
|  | Firms operated for the entire year | 703 | 1159 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 274 | 276 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees .. | 168 | 171 | D | D | D | g | D | D | D |
|  | Firms with ${ }^{\text {employees to } 19} \ldots \ldots \ldots .$. | 113 | 126 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 80 | 149 | 395653 | 67353 | 15780 | 2322 | 124085 | 56453 | 65307 |
|  | Firms with 50 to 99 employees. | 38 | 143 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 30 | 294 |  | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 81 | 81 | D | D | D | c | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1969 | 2189 | 3745652 | 625841 | 147020 | 21414 | 1144893 | 382831 | 403819 |
|  | Firms operated for the entire year | 1754 | 1973 | 3673088 | 615368 | 144627 | 20913 | 1123897 | 378308 | 392831 |
|  | Firms with less than 5 employees. | 759 | 761 |  | D | D |  | D | D | D |
|  | Firms with 5 to 9 employees .. | 448 | 451 | 477406 | 74547 | 17051 | 2954 | 148093 | 49230 | 54324 |
|  | employees. | 306 | 321 | 746146 | 116761 | 27541 | 4074 | 212194 | 70709 | 71044 |
|  | Firms with 20 to 49 employees. | 185 | 238 | 867244 | 170320 | 39776 | 5406 | 289919 | 92544 | 93835 |
|  | Firms with 50 to 99 employees. | 36 | 77 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 20 | 125 | 898503 | 132471 | 32454 | 4311 | 248142 | 91573 | 95967 |
|  | Firms not operated for the entire year | 215 | 216 | 72564 | 10473 | 2393 | 501 | 20996 | 4523 | 10988 |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 604 | 655 | D | D | D | i | D | D | D |
|  | Firms operated for the entire year | 542 | 593 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 224 | 224 |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | f | D | D | D |
|  | Firrs with 5 to 9 employees .. | 135 | 135 | D |  |  |  |  |  |  |
|  | Firms with 10 to 19 employees. | 98 | 103 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 72 | 97 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees | 12 | 25 | D | D | D | $f$ | D | D | D |
|  | Firms with 100 employess or more. | 12 1 | 25 9 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 62 | 62 | D | D | D | c | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218602 | Marine machinery, equipment, \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 755 | 825 | 2566747 | 304561 | 69149 | 8418 | 596428 | 383049 | 418396 |
|  | Firms operated for the entire year | 650 | 720 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 319 | 319 | 265439 | 23017 | 5120 | 718 | 49919 | 29136 | 29456 |
|  | Firms with 5 to 9 employees . | 141 | 142 | 321824 | 31492 | 7242 | 939 | 62139 | 37868 | 40327 |
|  | Firms with 10 to 19 employees. | 116 | 135 | D | D | D | g | D | D | D |
|  | Firms withees....... | 48 | 53 | D | D | D | g | D | D | D |
|  | employees....... | 15 | 33 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 11 | 38 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 105 | 105 | D | D | D | c | D | D | D |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 500 | 537 | 1853265 | 197139 | 44342 | 5562 | 361479 | 225064 | 274119 |
|  | Firms operated for the entire year | 438 | 475 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 218 | 219 | 224837 | 17217 | 4041 | 477 | 38024 | 18372 | 20381 |
|  | Firms with 5 to 9 employees .. | 92 | 96 | 198129 | 18669 | 4223 | 588 | 37870 | 22960 | 25680 |
|  | employees............. | 66 | 74 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 44 | 54 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 9 | 9 | 252369 | 24672 | 5656 | 604 | 50428 | 40523 | 52733 |
|  | Firms with 100 employess or more. | 9 | 23 | 343800 | 47546 | 10931 | 1581 | 77633 | 53351 | 58523 |
|  | Firms not operated for the entire year | 62 | 62 | D | D | D | b | D | D | D |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 31714 | 33956 | 155636289 | 10094244 | 2345746 | 331513 | 24594828 | 15948947 | 16982519 |
|  | Firms operated for the entire year | 26915 | 29133 | 152212435 | 9817689 | 2282845 | 321268 | 23932778 | 15833796 | 16141113 |
|  | Firms with less than 5 employees. | 14625 | 14666 | 14311794 | 853773 | 188437 | 30701 | 2182193 | 1873195 | 1929352 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 5518 | 5591 | 14166743 | 992387 | 223072 | 36080 | 2381237 | 1701692 | 1729957 |
|  | employees | 3542 | 3736 | 16605035 | 1386171 | 306626 | 47582 | 3069872 | 1913620 | 1979952 |
|  | Firms with 20 to 49 employees. | 2211 | 2677 | 22485563 | 1981272 | 452775 | 65617 | 4587804 | 2645109 | 2758974 |
|  | Firms with 50 to 99 employees. | 634 | 939 | 20308415 | 1386391 | 319600 | 43050 | 3152912 | 2259318 | 2241204 |
|  | Firms with 100 employess or more. | 385 | 1524 | 64334885 | 3217695 | 792335 | 98238 | 8558760 | 5440862 | 5501674 |
|  | Firms not operated for the entire year | 4799 | 4823 | 3423854 | 276555 | 62901 | 10245 | 662050 | 115151 | 841406 |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 4579 | 4961 | 17059006 | 1546470 | 356459 | 53620 | 3678121 | 3018376 | 3206465 |
|  | Firms operated for the entire year ........................... | 3968 | 4348 | 16624851 | 1498751 | 343355 | 51713 | 3573362 | 2995994 | 3069583 |
|  | Firms with less than 5 employees. | 1880 | 1887 | 1318521 | 109798 | 23199 | 4011 | 282229 | 182750 | 187573 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 898 | 909 | 1722648 | 165048 | 36162 | 5953 | 385408 | 255112 | 254773 |
|  | employees................ | 600 | 619 | 2172966 | 233732 | 50785 | 8069 | 520380 | 394550 | 408691 |
|  | Firms with 20 to 49 employees. | 412 | 497 | 4020743 | 355744 | 80068 | 12061 | 847545 | 749937 | 746967 |
|  | Firms with 50 to 99 employees. | 113 | 159 | 2522457 | 217313 | 48532 | 7583 | 555820 | 450104 | 457553 |
|  | Firms with 100 employess or more. | 65 | 277 | 4867516 | 417116 | 104609 | 14036 | 981980 | 963541 | 1014026 |
|  | Firms not operated for the entire year | 611 | 613 | 434155 | 47719 | 13104 | 1907 | 104759 | 22382 | 136882 |

[^290]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421910 | Sporting \& recreational goods \& supplies whsle <br> All firms $\qquad$ | 4579 | 4961 | 17059006 | 1546470 | 356459 | 53620 | 3678121 | 3018376 | 3206465 |
|  | Firms operated for the entire year. Firms with less than 5 | 3968 | 4348 | 16624851 | 1498751 | 343355 | 51713 | 3573362 | 2995994 | 3069583 |
|  | employees................ | $\begin{array}{r}1880 \\ 898 \\ \hline\end{array}$ | 1887 909 | 1318521 1722648 | $\begin{aligned} & 109798 \\ & 165048 \end{aligned}$ | $\begin{aligned} & 23199 \\ & 36162 \end{aligned}$ | 4011 5953 | $\begin{aligned} & 282229 \\ & 385408 \end{aligned}$ | $\begin{aligned} & 182750 \\ & 255112 \end{aligned}$ | $\begin{aligned} & 187573 \\ & 254773 \end{aligned}$ |
|  | employees............... | 600 | 619 | 2172966 | 233732 | 50785 | 8069 | 520380 | 394550 | 408691 |
|  | Firms with 20 to 49 employees | 412 | 497 | 4020743 | 355744 | 80068 | 12061 | 847545 | 749937 | 746967 |
|  | $\begin{aligned} & \text { Firms with } 50 \text { to } 99 \\ & \text { employees. ..... } \end{aligned}$ | 113 | 159 | 2522457 | 217313 | 48532 | 7583 | 555820 | 450104 | 457553 |
|  | Firms with 100 employess or more. | 65 | 277 | 4867516 | 417116 | 104609 | 14036 | 981980 | 963541 | 1014026 |
|  | Firms not operated for the entire year | 611 | 613 | 434155 | 47719 | 13104 | 1907 | 104759 | 22382 | 136882 |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2670 | 2792 | 15890421 | 1060892 | 244488 | 32791 | 3670242 | 2059697 | 2218405 |
|  | Firms operated for the entire year | 2274 | 2396 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 1177 | 1179 | 865717 | 66732 | 15055 | 2549 | 188718 | 139086 | 142161 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 469 | 472 | 1127069 | 78470 | 17080 | 2997 | 236387 | 153729 | 160495 |
|  | Firms with 10 to 19 employees. | 321 | 347 | 1563577 | 120542 | 27064 | 4268 | 333935 | 210138 | 222751 |
|  | Firms with 20 to 49 employees. | 205 | 228 | 2305111 | 210231 | 47939 | 6200 | 571473 | 326644 | 357829 |
|  | Firms with 50 to 99 | 57 | 71 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 45 | 99 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 396 | 396 | D | D | D | f | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2670 | 2792 | 15890421 | 1060892 | 244488 | 32791 | 3670242 | 2059697 | 2218405 |
|  | Firms operated for the entire year | 2274 | 2396 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 1177 | 1179 | 865717 |  | 15055 |  |  |  |  |
|  | Firms with 5 to 9 employees .. | 469 | 472 | 1127069 | 78470 | 17080 | 2997 | 236387 | 153729 | 160495 |
|  | Firms with 10 to 19 employees. | 321 | 347 | 1563577 | 120542 | 27064 | 4268 | 333935 | 210138 | 222751 |
|  | Firms with 20 to 49 employees. | 205 | 228 | 2305111 | 210231 | 47939 | 6200 | 571473 | 326644 | 357829 |
|  | Firms with 50 to 99 employees. | 57 | 71 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 45 | 99 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 396 | 396 | D | D | D | f | D | D | D |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 7727 | 8833 | 37358147 | 3196991 | 746097 | 114097 | 7291056 | 1991917 | 2097394 |
|  | Firms operated for the entire year | 6737 | 7834 | 36608716 | 3114607 | 725895 | 110730 | 7108990 | 1963071 | 2004435 |
|  | Firms with less than 5 employees. | 2769 | 2786 | 2297145 | 163726 | 34735 | 6188 | 406963 |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1417 | 1441 | 2751706 | 232227 | 52130 | 9401 | 539430 | 120157 | 126448 |
|  | Firms with 10 to 19 employees. | 1246 | 1309 | 5020453 | 450882 | 99361 | 16919 | 968030 | 226661 | 246563 |
|  | Firms with 20 to 49 employees. | 898 | 1099 | D | D | D | k | D | D | D |
|  | Firms with 50 to 99 employees.................. | 265 | 420 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 142 | 779 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 990 | 999 | 749431 | 82384 | 20202 | 3367 | 182066 | 28846 | 92959 |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 7727 | 8833 | 37358147 | 3196991 | 746097 | 114097 | 7291056 | 1991917 | 2097394 |

[^291]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421930 | Recyclable material whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year <br> Firms with less than 5 | 6737 | 7834 | 36608716 | 3114607 | 725895 | 110730 | 7108990 | 1963071 | 2004435 |
|  | employees | 2769 | 2786 | 2297145 | 163726 | 34735 | 6188 | 406963 | 85171 | 81711 |
|  | Firms with 5 to 9 employees .. | 1417 | 1441 | 2751706 | 232227 | 52130 | 9401 | 539430 | 120157 | 126448 |
|  | employees. | 1246 | 1309 | 5020453 | 450882 | 99361 | 16919 | 968030 | 226661 | 246563 |
|  | Firms with 20 to 49 employees. | 898 | 1099 | D | D | D | k | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots . .$. | 265 | 420 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 142 | 779 |  | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 990 | 999 | 749431 | 82384 | 20202 | 3367 | 182066 | 28846 | 92959 |
| 4219301 | Iron \& steel scrap processors \& dealers |  |  |  |  |  |  |  |  |  |
|  | All firms | 2981 | 3403 | 17430292 | 1282757 | 308237 | 43370 | 3233625 | 1008934 | 1054579 |
|  | Firms operated for the entire year | 2599 | 3020 | 17111763 | 1246319 | 298520 | 41802 | 3152242 | 984593 | 991889 |
|  | Firms with less than 5 employees. | 1102 | 1107 | 914055 | 59572 | 12826 | 2486 | 158857 | 40373 | 39197 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 553 | 561 | 882911 | 83302 | 20317 | 3674 | 210047 | 40569 | 42124 |
|  | employees................. | 461 | 480 | 1748241 | 161560 | 36486 | 6337 | 377710 | 104312 | 112573 |
|  | Firms with 20 to 49 employees. | 338 | 384 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 93 | 148 | 2311391 | 213340 | 47521 | 6292 | 488122 | 170147 | 168428 |
|  | Firms with 100 employess or more. | 52 | 340 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 382 | 383 | 318529 | 36438 | 9717 | 1568 | 81383 | 24341 | 62690 |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |  |
|  | All firms | 1926 | 2268 | 12322747 | 1093664 | 256788 | 36101 | 2795855 | 881777 | 899101 |
|  | Firms operated for the entire year | 1693 | 2033 | 12090848 | 1065811 | 249653 | 34963 | 2728632 | 858803 | 862877 |
|  | Firms with less than 5 employees. | 570 | 573 | $419443$ | 33467 | $7081$ | $1330$ | $92773$ | 24898 | 23052 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 358 | 362 | 569433 | 54753 | 12333 | 2406 | 138089 | 27498 | 28875 |
|  | employees................ | 353 | 360 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 277 | 313 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 85 | 128 | 1835806 | 194933 | 43522 | 5711 | 450542 | 137310 | 134105 |
|  | Firms with 100 employess or more. | 50 | 297 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 233 | 235 | 231899 | 27853 | 7135 | 1138 | 67223 | 22974 | 36224 |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1080 | 1135 | 5107545 | 189093 | 51449 | 7269 | 437770 | 127157 | 155478 |
|  | Firms operated for the entire year | 929 | 984 | 4956012 | 173679 | 45132 | 6630 | 406519 | 125790 | 129012 |
|  | Firms with less than 5 employees. | 536 | 539 | 497620 | 26310 | 5779 | 1164 | 66788 | 15529 | 16363 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 202 | 207 | 364153 | 30714 | 8438 | 1315 | 77042 | 17067 | 16133 |
|  | employees. | 114 | 128 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 66 | 83 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 11 | 27 | 2234623 | 25843 | 7479 | 704 | 58108 | 27683 | 29267 |
|  | Firms with 100 employess or more. | - | - |  | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 151 | 151 | 151533 | 15414 | 6317 | 639 | 31251 | 1367 | 26466 |

[^292]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1268 | 1539 | 5384421 | 580846 | 133943 | 20405 | 1263317 | 121099 | 133373 |
|  | Firms operated for the entire year. | 1099 | 1369 | 5281030 | 568048 | 130480 | 19782 | 1233861 | 119727 | 128067 |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees .. | $\begin{aligned} & 416 \\ & 220 \end{aligned}$ | $\begin{aligned} & 417 \\ & 226 \end{aligned}$ | 334398 | 26765 D | 5743 D | 948 9 | 62114 | 5963 D | 6414 |
|  | employees................ | 226 | 230 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 161 | 203 | 1212918 | 138783 | 32538 | 4840 | 282649 | 34391 | 34185 |
|  | Firms with 50 to 99 employees. | 55 | 88 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 21 | 205 | 1422124 | 168121 | 39588 | 5805 | 392433 | 21330 | 22927 |
|  | Firms not operated for the entire year | 169 | 170 | 103391 | 12798 | 3463 | 623 | 29456 | 1372 | 5306 |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3566 | 3891 | 14543434 | 1333388 | 303917 | 50322 | 2794114 | 861884 | 909442 |
|  | Firms operated for the entire year | 3120 | 3441 | 14214348 | 1299880 | 296826 | 49129 | 2722055 | 858751 | 884424 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees .. | 1265 | 1278 678 | 1070725 | 78450 | 16379 D | 2792 | 188645 | 43167 D | 39289 |
|  | employees. | 583 | 614 | D | D | D | i | D | D | D |
|  | Firms with 20 to 49 employees. | 417 | 512 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees | 121 | 186 | 2293112 | 228624 | 54527 | 8234 | 453324 | 154912 | 144979 |
|  | Firms with 100 employess or more. | 71 | 173 | 3124870 | 320451 | 77074 | 13232 | 653468 | 220258 | 242224 |
|  | Firms not operated for the entire year $\qquad$ | 446 | 450 | 329086 | 33508 | 7091 | 1193 | 72059 | 3133 | 25018 |
| 42194 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7070 | 7183 | 30824486 | 1613759 | 366259 | 47910 | 3842310 | 5085548 | 5403568 |
|  | Firms operated for the entire year | 6151 | 6262 | 29983481 | 1567242 | 357619 | 46604 | 3727620 | 5058604 | 5093965 |
|  | Firms with less than 5 employees |  |  |  | 256505 |  |  |  |  | $1200845$ |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1161 | 1170 | 4833620 | 239383 | 55053 | 7476 | 564966 | 866869 | 871423 |
|  | employees................ | 554 | 580 | 4496134 | 244621 | 54114 | 7420 | 531779 | 764248 | 778882 |
|  | Firms with 20 to 49 employees. | 244 | 281 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 76 | 87 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 51 | 73 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 919 | 921 | 841005 | 46517 | 8640 | 1306 | 114690 | 26944 | 309603 |
| 421940 | Jewelry/watch/silverware/ precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 7070 | 7183 | 30824486 | 1613759 | 366259 | 47910 | 3842310 | 5085548 | 5403568 |
|  | Firms operated for the entire year | 6151 | 6262 | 29983481 | 1567242 | 357619 | 46604 | 3727620 | 5058604 | 5093965 |
|  | Firms with less than 5 employees. |  |  | 6182373 |  |  |  |  |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1161 | 1170 | 4833620 | 239383 | 55053 | 7476 | 564966 | 866869 | 871423 |
|  | to 19 employees. Firms with 20 to 49 | 554 | 580 | 4496134 | 244621 | 54114 | 7420 | 531779 | 764248 | 778882 |
|  | Firms with 20 to 49 employees. | 244 | 281 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 76 | 87 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 51 | 73 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 919 | 921 | $841005$ | $46517$ | $8640$ | 1306 | 114690 | 26944 | 309603 |

[^293]Table 5. Employment Size of Firms: 1997-Con.




[^294]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 425 | 444 | 2155019 | 160389 | 36931 | 4465 | 395312 | 319907 | 325046 |
|  | Firms operated for the entire year | 359 | 378 | 2130435 | 158395 | 36586 | 4389 | 390269 | 319053 | 318540 |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees <br> Firms with 10 to 19 | 187 | 187 72 | 110721 D | 10467 D | 2222 | 410 e | 26455 D | 20466 D | 21541 |
|  | Firms with 10 to 19 employees. | 48 | 49 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 27 | 30 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 23 | 30 | 965069 | 57651 | 13335 | 1424 | 154853 | 145009 | 140809 |
|  | Firms with 100 employess or more. | 3 | 10 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 66 | 66 | 24584 | 1994 | 345 | 76 | 5043 | 854 | 6506 |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1720 | 1844 | 10671425 | 390863 | 89249 | 10934 | 980351 | 433291 | 465456 |
|  | Firms operated for the entire year | 1404 | 1522 | 10436617 | 377898 | 85981 | 10358 | 944439 | 432252 | 445760 |
|  | Firms with less than 5 employees. | 805 | 810 | 1296593 | 51072 | 11022 | 1701 | 149121 | 55544 | 61730 |
|  | Firms with 5 to 9 employees .. | 329 | 343 |  | D | D | g | D | D | D |
|  | employees................ | 160 | 192 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 82 | 131 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 26 | 40 | 2380887 | 64408 | 15301 | 1653 | 141594 | 86988 | 85375 |
|  | Firms with 100 employess or more. |  | 6 |  | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 316 | 322 | 234808 | 12965 | 3268 | 576 | 35912 | 1039 | 19696 |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2790 | 2864 | 20154440 | 473038 | 112333 | 16449 | 954094 | 1037331 | 1041416 |
|  | Firms operated for the entire year | 2191 | 2258 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 1611 | 1611 | D | D | D | h | D | D | D |
|  | Firss with 5 to 9 employees .. | 347 | 351 | D | D | D | g | D | D | D |
|  | Firms with 10 to 19 employees. | 137 | 138 | 445279 | 46915 | 10275 | 1845 | 94631 | 55987 | 55288 |
|  | Firms with 20 to 49 employees. | 67 | 81 | 337395 | 52056 | 11863 | 1861 | 95264 | 52647 | 56893 |
|  | Firms with 50 to 99 employees | 15 | 24 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 14 | 53 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 599 | 606 | D | D | D | f | D | D | D |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1697 | 1852 | 16079741 | 992129 | 238465 | 30602 | 2326833 | 1421931 | 1569954 |
|  | Firms operated for the entire year | 1402 | 1557 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 724 |  |  |  |  |  | D | D | D |
|  | Firms with 5 to 9 employees .. | 302 | 306 | 510541 | 59298 | 13529 | 1975 | 139845 | 68849 | 64088 |
|  | Firms with 10 to 19 employees. | 173 | 176 | 629743 | 73136 | 16812 | 2263 | 163429 | 79099 | 73661 |
|  | Firms with 20 to 49 employees. | 130 | 155 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees | 28 | 31 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 28 45 | 31 165 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | $295$ | $295$ | D | D | D | f | D | D | D |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT <br> WHOLESALERS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1150 | 1215 | 8766190 | 647937 | 153359 | 20147 | 1517990 | 950427 | 1025205 |
|  | Firms operated for the entire year ............................ | 911 | 976 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 491 | 491 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 employees .. | 188 | 191 | D | D | D | g | D | D | D |
|  | Firms with 10 to 19 employees. <br> Firms with 20 to 49 | 102 | 102 | 338520 | 42489 | 10011 | 1346 | 98399 | 41305 | 42221 |
|  | employees....... | 77 | 85 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 22 | 25 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 31 | 82 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 239 | 239 | D | D | D | e | D | D | D |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 554 | 637 | 7313551 | 344192 | 85106 | 10455 | 808843 | 471504 | 544749 |
|  | Firms operated for the entire year ............................ | 498 | 581 | 7183530 | 337603 | 82736 | 10076 | 794056 | 471085 | 517508 |
|  | Firms with less than 5 employees. | 235 | 235 | 144764 | 15302 | 3671 | 499 | 37039 | 12331 | 13055 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 114 | 115 | D | D | D | f | D | D | D |
|  | employees............... | 72 | 74 | 295731 | 31113 | 6857 | 934 | 65978 | 38397 | 31638 |
|  | Firms with 20 to 49 employees. | 54 | 70 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 8 | 10 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 15 | 77 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 56 | 56 | 130021 | 6589 | 2370 | 379 | 14787 | 419 | 27241 |
| 4219905 | Fire extinguishers \& fire safety equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 874 | 923 | 937818 | 173795 | 40084 | 6421 | 306021 | 75921 | 86997 |
|  | Firms operated for the entire year | 748 | 797 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 357 | 357 | 118044 | 16549 | 3848 | 805 | 35156 | 7299 | 7378 |
|  | Firms with 5 to 9 employees .. | 196 | 198 | D | D | D | g | D | D | D |
|  | Firms with 10 to 19 employees. | 132 | 135 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 53 | 65 | 235116 | 48419 | 11105 | 1548 |  |  | 27523 |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees............... | 8 | 36 | 113133 | 20676 | 4912 | 597 | 32904 | 12117 | 13023 |
|  | more | 2 | 6 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 126 | 126 | D | D | D | c | D | D | D |
| 4219906 | Other durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2197 | 2260 | 4505786 | 485918 | 115381 | 14224 | 1150488 | 505028 | 567818 |
|  | Firms operated for the entire year ............................. | 1711 | 1774 | 4310921 | 471358 | 113088 | 13707 | 1115858 | 500605 | 526249 |
|  | Firms with less than 5 employees. | 1062 | 1065 | $698544$ | $61094$ | 13165 | 2082 | 149880 | 72849 | 74819 |
|  | Firms with 5 to 9 employees <br> Firms with 10 to 19 | 340 | 344 | 580203 | 58151 | 12981 | 2234 | 134714 | 64245 | 66237 |
|  |  | 169 | 178 | 644433 | 75849 | 17014 | 2248 | 163017 | 72339 | 80737 |
|  | Firms with 20 to 49 employees. | 101 | 116 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 24 | 34 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 24 15 | 37 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 486 | 486 | 194865 | $14560$ | $2293$ | 517 | 34630 | 4423 | 41569 |

[^295]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |  |
|  | All firms | 116622 | ${ }^{\text {r }} 134951$ | r1 118350517 | r58 664019 | ${ }^{1} 13648860$ | r1 834433 | 127561435 | 78868375 | 84615154 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 99035 | 117152 | 1099900215 | 57418294 | 13363219 | 1787373 | 124749827 | 78205272 | 81914126 |
|  | employees. | 46948 | 47054 | 59404425 | 3034778 | 668135 | 99355 | 7405532 | 3401076 | 3575441 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 20579 | 21054 | 74060481 | 4066015 | 900381 | 135725 | 9394422 | 4672313 | 4866354 |
|  | employees.............. | 14959 | 16425 | 98071928 | 6170917 | 1381351 | 201994 | 13646639 | 6521466 | 6878394 |
|  | employees........ | 10690 | 13799 | 158689509 | 10166203 | 2301110 | 321021 | 21782292 | 11168830 | 11293945 |
|  | Firms with 50 to 99 employees. | 3453 | 5904 | 111284679 | 7501165 | 1725573 | 237682 | 16331591 | 8144584 | 8812222 |
|  | Firms with 100 employess or more......................... | 2406 | 12916 | 598389193 | 26479216 | 6386669 | 791596 | 56189351 | 44297003 | 46487770 |
|  | Firms not operated for the entire year | 17587 | 17799 | 18450302 | 1245725 | 285641 | 47060 | 2811608 | 663103 | 2701028 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 10896 | 12686 | 66491798 | 5841711 | 1378526 | 158255 | 11018825 | 4866569 | 5117298 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 9772 | 11531 | 65867473 | 5769936 | 1359558 | 155097 | 10875392 | 4841654 | 5031378 |
|  | employees................ | 4719 | 4726 | 3452444 | 337682 | 75687 | 10186 | 717607 | 167774 | 174003 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2131 | 2172 | 4118577 | 460805 | 104819 | 13987 | 888740 | 244289 | 262474 |
|  | employees | 1507 | 1608 | 6751896 | 699029 | 160118 | 20406 | 1299717 | 414074 | 425562 |
|  | employees....... | 981 | 1206 | 9141564 | 1067361 | 243977 | 29107 | 1882415 | 624814 | 652422 |
|  | Firms with 50 to 99 employees. | 279 | 464 | 6235399 | 678765 | 160791 | 19108 | 1257013 | 516060 | 554956 |
|  | Firms with 100 employess or more. | 155 | 1355 | 36167593 | 2526294 | 614166 | 62303 | 4829900 | 2874643 | 2961961 |
|  | Firms not operated for the entire year | 1124 | 1155 | 624325 | 71775 | 18968 | 3158 | 143433 | 24915 | 85920 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1346 | 1838 | 20477795 | 1203286 | 292367 | 26584 | 2322735 | 1271873 | 1292461 |
|  | Firms operated for the entire year. | 1222 | 1714 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 668 | 668 | 583161 | 53309 | 12350 | 1455 | 114868 | 24362 | 25839 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 237 | 248 | 724342 | 57127 | 13333 | 1526 | 111523 | 31399 | 33595 |
|  | employees................ | 151 | 165 | 1460555 | 92110 | 21413 | 2059 | 175530 | 100062 | 99865 |
|  | employees............... | 101 | 131 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 30 | 42 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 35 | 460 | 14196731 | 776165 | 191897 | 16211 | 1520492 | 908408 | 916748 |
|  | Firms not operated for the entire year | 124 | 124 | D | D | D | c | D | D | D |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1346 | 1838 | 20477795 | 1203286 | 292367 | 26584 | 2322735 | 1271873 | 1292461 |
|  | Firms operated for the entire year . | 1222 | 1714 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 668 | 668 | 583161 | 53309 | 12350 | 1455 | 114868 | 24362 | 25839 |
|  | Firms with 5 to 9 employees .. | 237 | 248 | 724342 | 57127 | 13333 | 1526 | 111523 | 31399 | 33595 |
|  | employees. | 151 | 165 | 1460555 | 92110 | 21413 | 2059 | 175530 | 100062 | 99865 |
|  | Firms with 20 to 49 employees. | 101 | 131 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 30 | 42 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 35 | 460 | 14196731 | 776165 | 191897 | 16211 | 1520492 | 908408 | 916748 |
|  | Firms not operated for the entire year $\qquad$ | 124 | 124 | D | D | D | c | D | D | D |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 5503 | 6260 | 19572837 | 2310376 | 546853 | 70818 | 4301775 | 1828831 | 1934601 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42212 | Stationery \& office supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 4958 | 5690 | D | D | D | 1 | D | D | D |
|  | employees | 2439 | 2445 | 1249854 | 153567 | 34089 | 5249 | 313051 | 74945 | 76868 |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 1128 | 1149 | 1508420 | 228526 | 53133 | 7440 | 427482 | 95611 | 103559 |
|  | employees. <br> Firms with 20 to 49 | 773 | 828 | 2152966 | 336875 | 77836 | 10395 | 602080 | 138017 | 141036 |
|  | employees....... | 463 | 613 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees | 94 | 167 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 61 | 488 | 9855932 | 888753 | 217747 | 26015 | 1693213 | 1143762 | 1187128 |
|  | Firms not operated for the entire year $\qquad$ | 545 | 570 | D | D | D | g | D | D | D |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5503 | 6260 | 19572837 | 2310376 | 546853 | 70818 | 4301775 | 1828831 | 1934601 |
|  | Firms operated for the entire year | 4958 | 5690 | D | D | D | 1 | D | D | D |
|  | Firms with less than 5 employees. | 2439 | 2445 | 1249854 | 153567 | 34089 | 5249 | 313051 | 74945 | 76868 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1128 | 1149 | 1508420 | 228526 | 53133 | 7440 | 427482 | 95611 | 103559 |
|  | employees | 773 | 828 | 2152966 | 336875 | 77836 | 10395 | 602080 | 138017 | 141036 |
|  | employees....... | 463 | 613 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees | 94 | 167 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 61 | 488 | 9855932 | 888753 | 217747 | 26015 | 1693213 | 1143762 | 1187128 |
|  | Firms not operated for the entire year $\qquad$ | 545 | 570 | D | D | D | g | D | D | D |
| 42213 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 4086 | 4588 | 26441166 | 2328049 | 539306 | 60853 | 4394315 | 1765865 | 1890236 |
|  | Firms operated for the entire year | 3628 | 4123 | 26182500 | 2301459 | 533099 | 59762 | 4338446 | 1757931 | 1851470 |
|  | Firms with less than 5 employees. | 1617 | 1618 | 1625437 | 131260 | 29364 | 3495 | 290601 | 68514 | 71386 |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 773 | 783 | 1956421 | 177395 | 38909 | 5077 | 354014 | 117914 | 126134 |
|  | employees | 593 | 634 | 3229869 | 277551 | 62676 | 8112 | 538797 | 184594 | 189572 |
|  | employees........ | 426 | 484 | 3866504 | 482452 | 110004 | 12808 | 869261 | 310537 | 328142 |
|  | Firms with 50 to 99 employees. | 154 | 244 | 3880190 | 400098 | 94157 | 10743 | 722530 | 286042 | 313900 |
|  | Firms with 100 employess or more. | 65 | 360 | 11624079 | 832703 | 197989 | 19527 | 1563243 | 790330 | 822336 |
|  | Firms not operated for the entire year $\qquad$ | 458 | 465 | 258666 | 26590 | 6207 | 1091 | 55869 | 7934 | 38766 |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . | 4086 | 4588 | 26441166 | 2328049 | 539306 | 60853 | 4394315 | 1765865 | 1890236 |
|  | Firms operated for the entire year | 3628 | 4123 | 26182500 | 2301459 | 533099 | 59762 | 4338446 | 1757931 | 1851470 |
|  | Firms with less than 5 employees. | 1617 | 1618 | 1625437 | 131260 | 29364 | 3495 | 290601 | 68514 | 71386 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 773 |  | 1956421 | 177395 | 38909 | 5077 | 354014 | 117914 | 126134 |
|  | employees | 593 | 634 | 3229869 | 277551 | 62676 | 8112 | 538797 | 184594 | 189572 |
|  | Firms with 20 to 49 employees. | 426 | 484 | 3866504 | 482452 | 110004 | 12808 | 869261 | 310537 | 328142 |
|  | Firms with 50 to 99 employees | 154 | 244 | 3880190 | 400098 | 94157 | 10743 | 722530 | 286042 | 313900 |
|  | Firms with 100 employess or more. | 65 | 360 | 11624079 | 832703 | 197989 | 19527 | 1563243 | 790330 | 822336 |
|  | Firms not operated for the entire year $\qquad$ | 458 | 465 | 258666 | 26590 | 6207 | 1091 | 55869 | 7934 | 38766 |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5982 | 7250 | 107379498 | 4453417 | 1051879 | 128641 | 10948828 | 11917987 | 12946620 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4222 | Drugs, \& druggists' sundries whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ......................... | 5049 | 6308 | D | D | D | m | D | D | D |
|  | employees. | 2554 | 2559 | 2795911 | 184501 | 40110 | 5269 | 461880 | 205199 | 210660 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | - 944 | - 957 | 3711636 | 217806 | 46428 | 6249 | 509535 | 291931 | 322913 |
|  | employees................ | 674 | 703 | 3926583 | 336007 | 73897 | 9130 | 795614 | 406592 | 440126 |
|  | Firms with 20 to 49 employees | 518 | 586 | 5536358 | 554755 | 124349 | 15649 | 1286289 | 576864 | 619612 |
|  | employees...... | 180 | 213 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 179 | 1290 | D | D | D | I | D | D | D |
|  | Firms not operated for the entire year | 933 | 942 | D | D | D | h | D | D | D |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5982 | 7250 | 107379498 | 4453417 | 1051879 | 128641 | 10948828 | 11917987 | 12946620 |
|  | Firms operated for the entire year | 5049 | 6308 | D | D | D | m | D | D | D |
|  | Firms with less than 5 employees. | 2554 | 2559 | 2795911 | 184501 | 40110 | 5269 | 461880 | 205199 | 210660 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 944 | 957 | 3711636 | 217806 | 46428 | 6249 | 509535 | 291931 | 322913 |
|  | employees | 674 | 703 | 3926583 | 336007 | 73897 | 9130 | 795614 | 406592 | 440126 |
|  | Firms with 20 to 49 employees. | 518 | 586 | 5536358 | 554755 | 124349 | 15649 | 1286289 | 576864 | 619612 |
|  | employees. . . . . | 180 | 213 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 179 | 1290 | D | D | D | 1 | D | D | D |
|  | Firms not operated for the entire year | 933 | 942 | D | D | D | h | D | D | D |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 5982 | 7250 | 107379498 | 4453417 | 1051879 | 128641 | 10948828 | 11917987 | 12946620 |
|  | Firms operated for the entire year | 5049 | 6308 | D | D | D | m | D | D | D |
|  | Firms with less than 5 employees. | 2554 | 2559 | 2795911 | 184501 | 40110 | 5269 | 461880 | 205199 | 210660 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 944 | 957 | 3711636 | 217806 | 46428 | 6249 | 509535 | 291931 | 322913 |
|  | employees | 674 | 703 | 3926583 | 336007 | 73897 | 9130 | 795614 | 406592 | 440126 |
|  | Firms with 20 to 49 employees | 518 | 586 | 5536358 | 554755 | 124349 | 15649 | 1286289 | 576864 | 619612 |
|  | Firms with 50 to 99 employees. | 180 | 213 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 179 | 1290 | D | D | D | , | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 933 | 942 | D | D | D | h | D | D | D |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2783 | 3283 | 79946995 | 2290715 | 546162 | 70977 | 5352458 | 9238904 | 9838713 |
|  | Firms operated for the entire year | 2475 | 2970 | 79287756 | 2232431 | 526626 | 68169 | 5238740 | 9187630 | 9725762 |
|  | Firms with less than 5 employees. | 1215 | 1218 | 1465015 | 82347 | 18441 | 2566 | 198649 | 87981 | 92549 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 467 | 471 | 1574268 | 110363 | 23328 | 3096 | 243937 | 130711 | 141248 |
|  | employees | 372 | 399 | 2551369 | 186066 | 42342 | 5072 | 429128 | 250491 | 270718 |
|  | Firms with 20 to 49 employees | 244 | 271 | 2577319 | 239523 | 53018 | 7418 | 536404 | 251118 | 276052 |
|  | Firms with 50 to 99 employees | 79 | 96 | 4673831 | 184336 | 43480 | 5371 | 438763 | 437933 | 469199 |
|  | Firms with 100 employess or more. | 98 | 515 | 66445954 | 1429796 | 346017 | 44646 | 3391859 | 8029396 | 8475996 |
|  | Firms not operated for the entire year | 308 | 313 | 659239 | 58284 | 19536 | 2808 | 113718 | 51274 | 112951 |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3240 | 3967 | 27432503 | 2162702 | 505717 | 57664 | 5596370 | 2679083 | 3107907 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire <br>  | 2611 | 3336 | D | D | D | 1 | D | D | D |
|  | employees. | 1343 | 1346 | 1338102 | 102785 | 21793 | 2713 | 265945 | 117766 | 119774 |
|  | Firms with 5 to 9 employees .. | 482 | 490 | 2165810 | 110516 | 23865 | 3188 | 273487 | 164504 | 185383 |
|  | 10 to 19 employees employes....... | 308 | 313 | 1418354 | 152997 | 32200 | 4134 | 374004 | 162719 | 176604 |
|  | Firms with 20 to 49 employees. | 282 | 323 | 3231705 | 327229 | 74042 | 8523 | 778061 | 360211 | 373846 |
|  | Firms with 50 to 99 employees. | 102 | 119 |  | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 94 | 745 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 629 | 631 | D | D | D | g | D | D | D |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 16231 | 16964 | 84358265 | 6296411 | 1431085 | 177783 | 15311242 | 10840171 | 12038566 |
|  | Firms operated for the entire year. <br> Firms with less than 5 | 13261 | 13980 | 81537040 | 6085525 | 1389023 | 171857 | 14790473 | 10711404 | 11375244 |
|  | employees............... | 7078 | 7086 | 7671760 | 487911 | 106182 | 14601 | 1278664 | 831044 | 869062 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2682 | 2708 | 7726053 | 564662 | 123883 | 17558 | 1419229 | 931459 | 952400 |
|  | employees............... | 1680 | 1751 | 8867909 | 730320 | 161972 | 22390 | 1764375 | 1140272 | 1224702 |
|  | employees....... | 1211 | 1374 | 14678935 | 1244350 | 281555 | 36020 | 2928986 | 1887712 | 2025392 |
|  | employees. | 368 | 480 | 10238402 | 902393 | 207162 | 25516 | 2140845 | 1507996 | 1651425 |
|  |  | 242 | 581 | 32353981 | 2155889 | 508269 | 55772 | 5258374 | 4412921 | 4652263 |
|  | Firms not operated for the entire year | 2970 | 2984 | 2821225 | 210886 | 42062 | 5926 | 520769 | 128767 | 663322 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4380 | 4628 | 14151550 | 1231590 | 277556 | 38216 | 2646207 | 1838149 | 2061920 |
|  | Firms operated for the entire year | 3621 | 3865 | 13638571 | 1194737 | 270494 | 36820 | 2563574 | 1822248 | 1926285 |
|  | Firms with less than 5 employees. | 1885 | 1886 | 2000792 | 130955 | 28190 | 3932 | 318452 | 217134 | 228061 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 869 | 877 | 2363131 | 181690 | 40589 | 5696 | 412696 | 285135 | 287902 |
|  | employees. | 452 | 469 | 2691205 | 210396 | 47225 | 5969 | 467472 | 326337 | 348694 |
|  | Firms with 20 to 49 employees. | 288 | 316 | 2952860 | 272852 | 62134 | 8376 | 552915 | 401911 | 431757 |
|  | Firms with 50 to 99 employees. | 88 | 129 | 1974834 | 200250 | 47064 | 5997 | 414027 | 289660 | 294242 |
|  | Firms with 100 employess or more. $\qquad$ | 39 | 188 | 1655749 | 198594 | 45292 | 6850 | 398012 | 302071 | 335629 |
|  | Firms not operated for the entire year | 759 | 763 | 512979 | 36853 | 7062 | 1396 | 82633 | 15901 | 135635 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 4380 | 4628 | 14151550 | 1231590 | 277556 | 38216 | 2646207 | 1838149 | 2061920 |
|  | Firms operated for the entire year | 3621 | 3865 | 13638571 | 1194737 | 270494 | 36820 | 2563574 | 1822248 | 1926285 |
|  | Firms with less than 5 employees. | 1885 | 1886 | 2000792 | 130955 | 28190 | 3932 | 318452 | 217134 | 228061 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 869 | 877 | 2363131 | 181690 | 40589 | 5696 | 412696 | 285135 | 287902 |
|  | employees | 452 | 469 | 2691205 | 210396 | 47225 | 5969 | 467472 | 326337 | 348694 |
|  | Firms with 20 to 49 employees. | 288 | 316 | 2952860 | 272852 | 62134 | 8376 | 552915 | 401911 | 431757 |
|  | Firms with 50 to 99 employees. | 88 | 129 | 1974834 | 200250 | 47064 | 5997 | 414027 | 289660 | 294242 |
|  | Firms with 100 employess or more. | 39 | 188 | 1655749 | 198594 | 45292 | 6850 | 398012 | 302071 | 335629 |
|  | Firms not operated for the entire year $\qquad$ | 759 | 763 | 512979 | 36853 | 7062 | 1396 | 82633 | 15901 | 135635 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3124 | 3345 | 11726039 | 913402 | 205573 | 27021 | 2011079 | 1511605 | 1697776 |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42243 | Dairy products, (except dried or canned) whsleCon. <br> Firms not operated for the entire year | 271 | 281 | 480585 | 24953 | 6687 | 1304 | 55450 | 4960 | 23853 |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms..... | 2019 | 2174 | 20315524 | 849475 | 196547 | 27596 | 1854375 | 512648 | 557552 |
|  | Firms operated for the entire year Firms with less than 5 | 1748 | 1893 | 19834939 | 824522 | 189860 | 26292 | 1798925 | 507688 | 533699 |
|  | employees................ | 821 | 823 | 1474936 | 44307 | 9716 | 1679 | 105520 | 26930 | 29499 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 370 | 375 | 1935863 | 69763 | 15342 | 2446 | 160428 | 50057 | 46083 |
|  | employees. <br> Firms with 20 to 49 | 256 | 262 | 1981013 | 101009 | 22175 | 3378 | 221133 | 43770 | 48651 |
|  | employees. <br> Firms with 50 to 99 | 183 | 205 | 3163571 | 174198 | 39395 | 5485 | 366058 | 129826 | 136792 |
|  | employees.............. | 72 | 103 | 3698762 | 158481 | 37080 | 4843 | 315697 | 85431 | 92583 |
|  | Firms with 100 employess or more $\qquad$ | 46 | 125 | 7580794 | 276764 | 66152 | 8461 | 630089 | 171674 | 180091 |
|  | Firms not operated for the entire year $\qquad$ | 271 | 281 | 480585 | 24953 | 6687 | 1304 | 55450 | 4960 | 23853 |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 131 | 138 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 112 | 119 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 54 | 54 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 28 | 28 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. <br> Firms with 20 to 49 | 14 | 14 | D | D | D | c | D | D | D |
|  | Employees............... | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 8 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more | 3 | 7 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 19 | 19 | D | D | D | c | D | D | D |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 1894 | 2036 | D | D | D | k | D | D | D |
|  | Firms operated for the entire year $\qquad$ | 1640 | 1772 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 769 | 771 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 343 | 348 | D | D | D | g | D | D | D |
|  | employees................ | 243 | 249 | D | D | D | h | D | D | D |
|  | employees............... | 175 | 197 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 69 | 97 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 41 | 110 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 254 | 264 | D | D | D | g | D | D | D |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms <br> Firms operated for the entire year <br> Firms with less than 5 employees. <br> Firms with 5 to 9 employees <br> Firms with 10 to 19 employees. <br> Firms with 20 to 49 employees. <br> Firms with 50 to 99 employees. <br> Firms with 100 employess or more. <br> Firms not operated for the entire year | 830 | 873 | 10721436 | 423543 | 96860 | 15681 | 921425 | 230145 | 251499 |
|  |  | 747 | 790 | D | D | D | j | D | D | D |
|  |  | 245 | 245 | D | D | D | f | D | D | D |
|  |  | 155 | 155 | 1138312 | 31011 | 6839 | 1041 | 66989 | 14629 | 14918 |
|  |  | 154 | 161 | D | D | D | g | D | D | D |
|  |  | 124 | 137 | 2167398 | 103228 | 23879 | 3789 | 219856 | 42970 | 43056 |
|  |  | 37 | 46 | D | D | D | g | D | D | D |
|  |  | 32 | 46 | D | D | D | i | D | D | D |
|  |  | 83 | 83 | D | D | D | e | D | D | D |
| 422440 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.




[^296]Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422490 | Other grocery \& related products whsle-Con. <br> Firms not operated for the entire year. $\qquad$ | 1534 | 1538 | 1099500 | 92736 | 18819 | 3668 | 205924 | 39440 | 138904 |
| 4224901 | Coffee, tea, \& spice whsle <br> All firms |  |  |  |  |  |  |  |  |  |
|  | All firms | 1328 | 1420 | 7087834 | 397640 | 91263 | 13783 | 852828 | 488011 | 626211 |
|  | Firms operated for the entire year .......................... Firms with less than 5 | 1172 | 1264 | 7011937 | 390660 | 89211 | 13439 | 836207 | 487270 | 612669 |
|  | employees.......... | 562 | 564 | 499427 | 31954 | 7114 | 1184 | 75078 | 27493 | 32605 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 227 | 233 | 631635 | 41901 | 9928 | 1499 | 98084 | 40599 | 44634 |
|  | employees | 207 | 212 | D | D | D | h | D | D | D |
|  | employees | 125 | 149 | 1988624 | 112071 | 23928 | 3524 | 223628 | 181715 | 207298 |
|  | Firms with 50 to 99 employees. | 39 | 89 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 12 | 17 | 840616 | 46234 | 10982 | 1824 | 93579 | 58508 | 60833 |
|  | Firms not operated for the entire year $\qquad$ | 156 | 156 | 75897 | 6980 | 2052 | 344 | 16621 | 741 | 13542 |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2103 | 2187 | 5821864 | 594621 | 137158 | 24477 | 1108595 | 262177 | 267272 |
|  | Firms operated for the entire year | 1715 | 1799 | 5691922 | 579611 | 133176 | 23598 | 1080466 | 258879 | 257812 |
|  | Firms with less than 5 employees. | 910 | 911 | 521821 | 38253 | 8493 | 1729 | 86517 | 12025 | 12060 |
|  | Firms with 5 to 9 employees .. | 305 | 307 | 401774 | 36641 | 8389 | 2041 | 79185 | 18392 | 20355 |
|  | Firms with 10 to 19 employees. | 258 | 264 | 451788 | 65380 | 15033 | 3446 | 122582 | 15376 | 17106 |
|  | Firms with 20 to 49 employees. | 163 | 186 | 599114 | 94889 | 22440 | 4840 | 182018 | 20124 | 20030 |
|  | Firms with 50 to 99 employees. | 50 | 64 | 495042 | 73765 | 16963 | 3403 | 116911 | 23617 | 23462 |
|  | Firms with 100 employess or more. | 29 | 67 | 3222383 | 270683 | 61858 | 8139 | 493253 | 169345 | 164799 |
|  | Firms not operated for the entire year $\qquad$ | 388 | 388 | 129942 | 15010 | 3982 | 879 | 28129 | 3298 | 9460 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1791 | 2026 | 7507631 | 855980 | 195575 | 29183 | 1981472 | 316118 | 352288 |
|  | Firms operated for the entire year | 1481 | 1716 | 7393586 | 844101 | 192335 | 28537 | 1955517 | 314426 | 344637 |
|  | Firms with less than 5 employees | 738 |  | 431696 | 33795 | 7622 |  | 85212 | 13815 |  |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 220 | 223 | 347776 | 33790 | 7796 | 1453 | 73405 | 14071 | 15368 |
|  | employees................ | 209 | 215 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 179 | 207 | 1254006 | 168455 | 36842 | 5574 | 368747 | 49088 | 53091 |
|  | Firms with 50 to 99 employees. | 78 | 104 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 57 | 229 | 3554352 | 369056 | 86152 | 11742 | 912785 | 166477 | 188388 |
|  | Firms not operated for the entire year $\qquad$ | 310 | 310 | 114045 | 11879 | 3240 | 646 | 25955 | 1692 | 7651 |
| 4224904 | Canned goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 913 | 957 | 10184930 | 466436 | 109531 | 13777 | 1088032 | 973402 | 921358 |
|  | Firms operated for the entire year ...................... | 781 | 825 | 9927345 | 451545 | 105633 | 13094 | 1056576 | 947000 | 885638 |
|  | Firms with less than $5 \times \ldots . .$. | 380 | 380 | 760307 | 24979 | 5703 | 789 | 66083 | 39068 | 43762 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 155 | 155 | 775446 | 33587 | 7578 | 1045 | 80580 | 66952 | 63562 |
|  | employees. <br> Firms with 20 to 49 | 122 | 124 | 1132768 | 52417 | 12831 | 1663 | 130189 | 116712 | 119627 |
|  | employees <br> Firms with 50 to 99 | 75 | 89 | 1673321 | 72510 | 15275 | 2207 | 199334 | 167837 | 170864 |
|  | employees | 32 | 36 | 1052509 | 78497 | 20926 | 2322 | 164314 | 107005 | 102470 |
|  | Firms with 100 employess or more. | 17 | 41 | 4532994 | 189555 | 43320 | 5068 | 416076 | 449426 | 385353 |
|  | Firms not operated for the entire year $\qquad$ | 132 | 132 | 257585 | 14891 | 3898 | 683 | 31456 | 26402 | 35720 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | 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 ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 466 | 512 | 2687268 | 174927 | 38919 | 5172 | 420611 | 229674 | 229329 |
|  | Firms operated for the entire year ........................... | 403 | 449 | 2584990 | 162816 | 38147 | 5045 | 390463 | 204630 | 218580 |
|  | employees................ | 199 | 200 | 274365 | 15004 | 3332 | 395 | 36613 | 17516 | 17343 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 80 | 80 | 549933 | 21527 | 4599 | 527 | 52363 | 44812 | 46505 |
|  | employees................ | 65 | 68 | 455768 | 32829 | 7077 | 882 | 70754 | 40376 | 41669 |
|  | Firms with 20 to 49 employees | 38 | 41 | 636680 | 39461 | 10473 | 1172 | 97224 | 43426 | 51736 |
|  | Firms with 50 to 99 employees....... | 15 | 27 | 316123 | 26391 | 6287 | 1027 | 58489 | 19334 | 21518 |
|  | Firms with 100 employess or more. | 6 | 33 | 352121 | 27604 | 6379 | 1042 | 75020 | 39166 | 39809 |
|  | Firms not operated for the entire year | 63 | 63 | 102278 | 12111 | 772 | 127 | 30148 | 25044 | 10749 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3299 | 3496 | 40304680 | 2058340 | 485307 | 66321 | 4607720 | 2806886 | 2976774 |
|  | Firms operated for the entire year | 2812 | 3005 | 39841563 | 2025144 | 479502 | 65248 | 4531602 | 2799404 | 2914992 |
|  | Firms with less than 5 employees. | 1365 | 1367 | 1717782 | 79309 | 17326 | 2838 | 194624 | 79786 | 84521 |
|  | Firms with 5 to 9 employees .. | 557 | 565 | 1841613 | 97421 | 21774 | 3658 | 228057 | 146381 | 143103 |
|  | employees. | 397 | 415 | 2697207 | 164211 | 36660 | 5365 | 378049 | 195195 | 200408 |
|  | Firms with 20 to 49 employees. | 311 | 345 | 4979114 | 278217 | 64988 | 9172 | 672663 | 394899 | 405068 |
|  | Firms with 50 to 99 employees. | 101 | 131 | 3136068 | 209945 | 49239 | 6727 | 582101 | 243350 | 258583 |
|  | Firms with 100 employess or more. | 81 | 182 | 25469779 | 1196041 | 289515 | 37488 | 2476108 | 1739793 | 1823309 |
|  | Firms not operated for the entire year | 487 | 491 | 463117 | 33196 | 5805 | 1073 | 76118 | 7482 | 61782 |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 5628 | 8849 | 132883554 | 2096358 | 469297 | 74096 | 5547440 | 9505447 | 9664441 |
|  | Firms operated for the entire year | 4976 | 8180 | 131306387 | 2057434 | 460590 | 72303 | 5447718 | 9435849 | 9467288 |
|  | Firms with less than 5 employees. |  |  | 7216647 | 124103 | 27432 |  |  | 407426 | $435137$ |
|  | Firms with 5 to 9 employees .. | 1321 | 1423 | 10070687 | 226214 | 49285 | 8726 | 631947 | 740297 | 779637 |
|  | Firms with 10 to 19 employees. | 912 | 1313 | 13273473 | 321310 | 68487 | 12294 | 842615 | 1064051 | 1062505 |
|  | Firms with 20 to 49 employees. | 577 | 1345 | 20896923 | 466283 | 103084 | 17072 | 1194343 | 1579101 | 1551356 |
|  | Firms with 50 to 99 employees. | 141 | 486 | 10431588 | 262750 | 58015 | 9441 | 644897 | 891857 | 959310 |
|  | Firms with 100 employess or more | 61 | 1638 | 69417069 | 656774 | 154287 | 20057 | 1775567 | 4753117 | 4679343 |
|  | Firms not operated for the entire year $\qquad$ | 652 | 669 | 1577167 | 38924 | 8707 | 1793 | 99722 | 69598 | 197153 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3659 | 6434 | 105267322 | 1620355 | 366080 | 55890 | 4339905 | 6826486 | 6979672 |
|  | Firms operated for the entire year | 3379 | 6139 | 104509628 | 1600763 | 361102 | 55002 | 4284775 | 6781752 | 6865885 |
|  | Firms with less than 5 employees. $\qquad$ | 1052 | 1063 | D |  |  | h | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1003 | 1096 | 7005916 | 172330 | 37493 | 6672 | 462949 | 572776 | 600823 |
|  | employees................ | 730 | 1104 | D | D | D | i | D | D | D |
|  | Firms with 20 to 49 employees. | 447 | 1181 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 104 | 430 | 8020988 | 207712 | 45344 | 7055 | 526836 | 677120 | 656448 |
|  | Firms with 100 employess or more. | 43 | 1265 | 59015683 | 503569 | 120326 | 15413 | 1412414 | 3097277 | 3124503 |
|  | Firms not operated for the entire year | 280 | 295 | 757694 | 19592 | 4978 | 888 | 55130 | 44734 | 113787 |
| 422510 | Grain \& field bean whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3659 | 6434 | 105267322 | 1620355 | 366080 | 55890 | 4339905 | 6826486 | 6979672 |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4225904 | Cotton whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year $\qquad$ | 30 | 31 | 132611 | 1561 | 452 | 60 | 4654 | 1634 | 11524 |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 570 | 625 | 4912259 | 132013 | 28624 | 4875 | 298314 | 345994 | 346561 |
|  | Firms operated for the entire year | 459 | 514 | 4762710 | 123090 | 27198 | 4628 | 281399 | 327035 | 309164 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees .. | 259 102 | 259 103 | 563269 | 15148 D | 3433 D | 585 $f$ | 40273 D | 28492 D | 30399 |
|  | Firms with 10 to 19 employees. | 51 | 56 | 841327 | 16179 | 3518 | 660 | 37699 | 22334 | 21484 |
|  | Firms with 20 to 49 employees. <br> Firms with 50 to 99 | 32 | 39 | 1385092 | 35504 | 7111 | 942 | 81412 | 55687 | 50856 |
|  | employees.......... | 11 | 14 | D | D | D | $f$ | D | D | D |
|  | Firms with 100 employess or more. | 4 | 43 | 1087896 | 20375 | 4906 | 1029 | 44475 | 156166 | 143950 |
|  | Firms not operated for the entire year | 111 | 111 | 149549 | 8923 | 1426 | 247 | 16915 | 18959 | 37397 |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 10172 | 12249 | 56048362 | 4650638 | 1073531 | 115969 | 9506564 | 4178360 | 4470487 |
|  | Firms operated for the entire year | 9039 | 11095 | 54941474 | 4566936 | 1051942 | 113325 | 9326788 | 4160465 | 4353937 |
|  | Firms with less than 5 employees | 4536 |  | 5120446 | 390833 | 85199 | 9636 | 866834 | 272631 | 295762 |
|  | Firms with 5 to 9 employees .. | 1930 | 1984 | 6140707 | 502496 | 108158 | 12638 | 1041787 | 420736 | 434428 |
|  | employees. <br> Firms with 20 to 49 | 1362 | 1513 | 8378195 | 753280 | 167013 | 18365 | 1529954 | 582224 | 605866 |
|  | employees........ | 852 | 1188 | 13075073 | 1090110 | 249910 | 25521 | 2160605 | 1024239 | 1066395 |
|  | employees.. | 234 | 588 | 8234493 | 622632 | 146898 | 15808 | 1242705 | 585983 | 632770 |
|  | Firms with 100 employess or more. ............................. | 125 | 1269 | 13992560 | 1207585 | 294764 | 31357 | 2484903 | 1274652 | 1318716 |
|  | Firms not operated for the entire year $\qquad$ | 1133 | 1154 | 1106888 | 83702 | 21589 | 2644 | 179776 | 17895 | 116550 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2700 | 3357 | 16733225 | 1295883 | 297313 | 34844 | 2718446 | 1298940 | 1397420 |
|  | Firms operated for the entire year | 2443 | 3100 | 16442677 | 1274400 | 291310 | 34026 | 2670129 | 1295086 | 1368124 |
|  | Firms with less than 5 employees. | 1140 | 1144 | 1661956 | 108083 | 23094 | 2430 | 239038 |  | 78763 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 501 | 509 | 1812780 | 132402 | 28192 | 3305 | 273257 | 107419 | 116654 |
|  | employees................ | 398 | 446 | 2691080 | 224197 | 49599 | 5490 | 450533 | 208609 | 218038 |
|  | Firms with 20 to 49 employees. | 282 | 374 | 3339536 | 320854 | 74003 | 8678 | 639722 | 307737 | 326517 |
|  | Firms with 50 to 99 employees. | 81 | 234 | 3193881 | 206922 | 48231 | 5659 | 432719 | 207089 | 229650 |
|  | Firms with 100 employess or more. | 41 | 393 | 3743444 | 281942 | 68191 | 8464 | 634860 | 385929 | 398502 |
|  | Firms not operated for the entire year $\qquad$ | 257 | 257 | 290548 | 21483 | 6003 | 818 | 48317 | 3854 | 29296 |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 2700 | 3357 | 16733225 | 1295883 | 297313 | 34844 | 2718446 | 1298940 | 1397420 |
|  | Firms operated for the entire year | 2443 | 3100 | 16442677 | 1274400 | 291310 | 34026 | 2670129 | 1295086 | 1368124 |
|  | Firms with less than 5 employees. | 1140 | 1144 | 1661956 | 108083 | 23094 | 2430 | 239038 | 78303 | 78763 |
|  | Firms with 5 to 9 employees. Firms with 10 to 19 | 501 | 509 | 1812780 | 132402 | 28192 | 3305 | 273257 | 107419 | 116654 |
|  | employees. | 398 | 446 | 2691080 | 224197 | 49599 | 5490 | 450533 | 208609 | 218038 |
|  | Firms with 20 to 49 employees. | 282 | 374 | 3339536 | 320854 | 74003 | 8678 | 639722 | 307737 | 326517 |
|  | Firms with 50 to 99 employees. | 81 | 234 | 3193881 | 206922 | 48231 | 5659 | 432719 | 207089 | 229650 |
|  | Firms with 100 employess or more. | 41 | 393 | 3743444 | 281942 | 68191 | 8464 | 634860 | 385929 | 398502 |
|  | Firms not operated for the entire year $\qquad$ | 257 | 257 | 290548 | 21483 | 6003 | 818 | 48317 | 3854 | 29296 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42269 | Other chemical \& allied products whsle-Con. <br> All firms | 7487 | 8892 | 39315137 | 3354755 | 776218 | 81125 | 6788118 | 2879420 | 3073067 |
|  | Firms operated for the entire year. Firms with less than 5 | 6611 | 7995 | 38498797 | 3292536 | 760632 | 79299 | 6656659 | 2865379 | 2985813 |
|  | employees. <br> Firms with 5 to 9 employees. <br> Firms with 10 to 19 | $\begin{aligned} & 3399 \\ & 1432 \end{aligned}$ | $\begin{aligned} & 3412 \\ & 1479 \end{aligned}$ | $\begin{array}{lll} 3 & 471 & 518 \\ 4 & 348 & 572 \end{array}$ | $\begin{aligned} & 283424 \\ & 371309 \end{aligned}$ | $\begin{aligned} & 62265 \\ & 80286 \end{aligned}$ | $\begin{aligned} & 7217 \\ & 9355 \end{aligned}$ | $\begin{aligned} & 629158 \\ & 770602 \end{aligned}$ | $\begin{aligned} & 194767 \\ & 313553 \end{aligned}$ | $\begin{array}{r} 217505 \\ 318075 \end{array}$ |
|  | employees. | 967 | 1070 | 6138774 | 531694 | 118180 | 12918 | 1088463 | 381474 | 395742 |
|  | 20 to employees. | 574 | 818 | 9508704 | 773772 | 176841 | 16957 | 1530587 | 727446 | 749585 |
|  | employees | 155 | 356 | 4941506 | 417576 | 99233 | 10257 | 813334 | 373171 | 398586 |
|  | more. | 84 | 860 | 10089723 | 914761 | 223827 | 22595 | 1824515 | 874968 | 906320 |
|  | Firms not operated for the entire year | 876 | 897 | 816340 | 62219 | 15586 | 1826 | 131459 | 14041 | 87254 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7487 | 8892 | 39315137 | 3354755 | 776218 | 81125 | 6788118 | 2879420 | 3073067 |
|  | Firms operated for the entire year | 6611 | 7995 | 38498797 | 3292536 | 760632 | 79299 | 6656659 | 2865379 | 2985813 |
|  | Irms with less than 5 employees. | 3399 | 3412 | 3471518 | 283424 | 62265 | 7217 | 629158 | 194767 | 217505 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1432 | 1479 | 4348572 | 371309 | 80286 | 9355 | 770602 | 313553 | 318075 |
|  | employees............... | 967 | 1070 | 6138774 | 531694 | 118180 | 12918 | 1088463 | 381474 | 395742 |
|  | employees | 574 | 818 | 9508704 | 773772 | 176841 | 16957 | 1530587 | 727446 | 749585 |
|  | Firms with 50 to 99 employees. | 155 | 356 | 4941506 | 417576 | 99233 | 10257 | 813334 | 373171 | 398586 |
|  | Firms with 100 employess or more. | 84 | 860 | 10089723 | 914761 | 223827 | 22595 | 1824515 | 874968 | 906320 |
|  | Firms not operated for the entire year | 876 | 897 | 816340 | 62219 | 15586 | 1826 | 131459 | 14041 | 87254 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 515 | 804 | 1432921 | 239975 | 56645 | 7340 | 484116 | 116620 | 126570 |
|  | Firms operated for the entire year ............................ | 452 | 741 | 1381285 | 235808 | 55362 | 7119 | 476253 | 115967 | 123619 |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employes. | 174 121 | $\begin{aligned} & 176 \\ & 129 \end{aligned}$ | 101702 | 11502 | 2525 D | 420 $f$ | $25158 \text { D }$ | 5132 D | 5484 |
|  | Firms with 10 to 19 employees. | 121 86 | 129 93 | 243817 | 37845 | 8627 | 1118 | 75339 | 14529 | 14992 |
|  | Firms with 20 to 49 employees. | 47 | 74 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 | 15 |  | D | D | D | g |  |  |  |
|  | employees. <br> Firms with 100 employess or more | 15 9 | 49 220 | 458707 | 82973 | 20357 | g 2443 | 168574 | 44781 | 51014 |
|  | Firms not operated for the entire year $\qquad$ | 63 | 63 | 51636 | 4167 | 1283 | 221 | 7863 | 653 | 2951 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 6986 | 8088 | 37882216 | 3114780 | 719573 | 73785 | 6304002 | 2762800 | 2946497 |
|  | Firms operated for the entire year | 6173 | 7254 | 37117512 | 3056728 | 705270 | 72180 | 6180406 | 2749412 | 2862194 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees . | $\begin{aligned} & 3229 \\ & 1315 \end{aligned}$ | $\begin{aligned} & 3241 \\ & 1356 \end{aligned}$ | $\begin{array}{rl} 3 & 374146 \\ \text { D } \end{array}$ | $\begin{array}{r} 272369 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 59842 \\ \mathrm{D} \end{array}$ | 6808 | $\begin{array}{r} 604874 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 189769 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 212185 \\ \mathrm{D} \end{array}$ |
|  | Firms with 10 to 19 employees. | 882 | 977 | 5898058 | 495141 | 109752 | 11818 | 1015697 | 367759 | 381589 |
|  | Firms with 20 to 49 employees. | 530 | 747 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 145 | 326 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 72 | 607 | 9491724 | 809854 | 198195 | 19690 | 1613883 | 814959 | 839572 |
|  | Firms not operated for the entire year | 813 | 834 | 764704 | 58052 | 14303 | 1605 | 123596 | 13388 | 84303 |

[^297]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 7843 | r9 770 | '139 507960 | r3 390142 | '797 041 | '114863 | 8529598 | 4285739 | 4446297 |
|  | Firms operated for the entire year ............................. | 7286 | 9208 | D | D | D | m | D | D | D |
|  | Firms with less than 5 employees. | 2490 | 2521 | 7289219 | 170938 | 39090 | 5797 | 473000 | 155022 | 156542 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1863 | 1946 | 12079991 | 353980 | 81040 | 12543 | 926643 | 297177 | 308091 |
|  | employees. | 1530 | 1836 | 19858872 | 620169 | 140714 | 20726 | 1614391 | 560824 | 616574 |
|  | employees. <br> Firms with 50 to 9 | 1008 | 1507 | 34932119 | 901454 | 211121 | 29834 | 2239321 | 1391801 | 1209765 |
|  | Firms with 50 to 99 employees. | 274 | 624 | D | D | D | j | D | D | D |
|  | more.................... | 121 | 774 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 557 | 562 | D | D | D | g | D | D | D |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 5232 | r6 729 | r92 443546 | '2 497922 | 「579 872 | '87 532 | 6249105 | 3029034 | 3194653 |
|  | Firms operated for the entire year. | 4985 | 6478 | D | D | D | 1 | D | D | D |
|  | Firms with less than 5 employees. | 1301 | 1321 | 3153940 | 85895 | 19735 | 3202 | 254375 | 118990 | 123856 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1366 | 1435 | 7599645 | 249490 | 57445 | 9306 | 680684 | 220655 | 232061 |
|  | employees. | 1212 | 1481 | 16123297 | 488214 | 110161 | 16582 | 1283722 | 464599 | 511005 |
|  | Firms with 20 to 49 employees. | 794 | 1153 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees.................. | 219 | 470 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 93 | 618 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 247 | 251 | D | D | D | f | D | D | D |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |  |
|  | All firms . | 5232 | r6729 | r92 443546 | '2 497922 | r579 872 | r87 532 | 6249105 | 3029034 | 3194653 |
|  | Firms operated for the entire year | 4985 | 6478 | D | D | D | 1 | D | D | D |
|  | Firms with less than 5 employees. | 1301 | 1321 | 3153940 | 85895 | 19735 | 3202 | 254375 | 118990 | 123856 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1366 | 1435 | 7599645 | 249490 | 57445 | 9306 | 680684 | 220655 | 232061 |
|  | Firms with ${ }^{\text {employees. } \ldots \ldots \ldots \ldots \ldots . .}$ | 1212 | 1481 | 16123297 | 488214 | 110161 | 16582 | 1283722 | 464599 | 511005 |
|  | Firms with 20 to 49 employees. | 794 | 1153 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 219 | 470 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 93 | 618 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 247 | 251 | D | D | D | f | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 5054 | r6 337 | '88 515507 | '2 340748 | 「544 283 | r83 154 | 5893722 | 2892396 | 3059356 |
|  | Firms operated for the entire year ............................ | 4822 | 6101 | D | D | D | I | D | D | D |
|  | Firms with less than 5 employees. | 1251 |  | 2961881 | 81055 | 18766 | 3086 | 241465 | 114564 | 119309 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 1332 | 1402 |  |  |  |  | D | D | D |
|  | Firms with 10 to 19 employees. | 1175 | 1423 | D | D | D | j | D | D | D |
|  | Firms with 20 to 49 employees. | 765 | 1100 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 213 | 447 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 86 | 459 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 232 | 236 | D | D | D | f | D | D | D |

[^298]Table 5. Employment Size of Firms: 1997-Con.




[^299]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 2782 | 3041 | 47064414 | 892220 | 217169 | 27331 | 2280493 | 1256705 | 1251644 |
|  | Firms operated for the entire year | 2462 | 2719 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 1251 | 1260 | 4403340 | 88889 | 20296 | 2733 | 229390 | 64028 | 66398 |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 547 | 571 | 4677611 | 113803 | 25739 | 3569 | 268013 | 85483 | 84438 |
|  | employees. <br> Firms with 20 to 49 | 368 | 414 | 4864165 | 155978 | 36088 | 4838 | 392407 | 131963 | 133917 |
|  | employees........ | 216 | 297 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees. | 56 | 107 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 24 | 70 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year | 320 | 322 | D | D | D | g | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 3618 | 4476 | 58311981 | 5212268 | 1223883 | 143544 | 10376684 | 4667991 | 4996576 |
|  | Firms operated for the entire year | 3333 | 4127 | D | D | D | m | D | D | D |
|  | Firms with less than 5 employees. | 786 | 788 | 829066 | 46697 | 10287 | 1733 | 122104 | 68168 | 76381 |
|  | Firms with 5 to 9 employees .. | 510 | 520 | 1349382 | 104682 | 24106 | 3462 | 228342 | 104361 | 106482 |
|  | employees................ | 606 | 634 | 2779553 | 269023 | 59136 | 8495 | 566467 | 231054 | 252670 |
|  | Firms with 20 to 49 employees. | 746 | 888 | 8318689 | 815076 | 180607 | 23663 | 1625205 | 531553 | 547548 |
|  | Firms with 50 to 99 employees. | 352 | 459 | 9202893 | 872380 | 198172 | 24494 | 1776450 | 592345 | 627356 |
|  | Firms with 100 employess or more. $\qquad$ | 333 | 838 | D | D | D | 1 | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 285 | 349 | D | D | D | g | D | D | D |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2515 | 2945 | 33616795 | 3190276 | 725915 | 93133 | 6539887 | 1583946 | 1677017 |
|  | Firms operated for the entire year | 2342 | 2770 | D | D | D | 1 | D | D | D |
|  | Firms with less than 5 employees. | 423 | 424 |  | D |  | f | D | D | D |
|  | Firms with 5 to 9 employees .. | 319 | 323 | D | D | D | g | D | D | D |
|  | Firms with 10 to 19 employees. | 456 | 473 | 1891964 | 194517 | 43407 | 6440 | 395212 | 108558 | 110299 |
|  | Firms with 20 to 49 employees. | 624 | 726 | D | D | D | j | D | D | D |
|  | Firms with 50 to $99 \ldots . . . . .$. | 283 | 350 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 237 | 474 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 173 | 175 | D | D | D | g | D | D | D |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2515 | 2945 | 33616795 | 3190276 | 725915 | 93133 | 6539887 | 1583946 | 1677017 |
|  | Firms operated for the entire year | 2342 | 2770 | D | D | D | I | D | D | D |
|  | Firms with less than 5 employees. | 423 | 424 | D | D | D | f | D | D |  |
|  | Firms with 5 to 9 employees .. | 319 | 323 | D | D | D | g | D | D | D |
|  | Firms with 10 to 19 employees. | 456 | 473 | 1891964 | 194517 | 43407 | 6440 | 395212 | 108558 | 110299 |
|  | Firms with 20 to 49 employees. | 624 | 726 | D | D | D | j | D | D | D |
|  | Firms with 50 to 99 employees. | 283 | 350 | D | D | D | j | D | D | D |
|  | Firms with 100 employess or more. | 237 | 474 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 173 | 175 | D | D | D | g | D | D | D |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 1133 | 1531 | 24695186 | 2021992 | 497968 | 50411 | 3836797 | 3084045 | 3319559 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT <br> WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42282 | Wine \& distilled alcoholic beverage whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 1019 | 1355 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees Firms with 10 to 19 | 366 <br> 195 <br> 154 | 367 <br> 202 | D | D | D | f | D | D | D |
|  | employees | 154 | 163 | 907240 | 75854 | 16071 | 2110 | 172709 | 124295 | 144430 |
|  | Firms with 20 to 49 employees. | 136 | 177 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees | 72 | 103 | D | D | D | h | D | D | D |
|  | more | 96 | 343 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 114 | 176 | D | D | D | g | D | D | D |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 1133 | 1531 | 24695186 | 2021992 | 497968 | 50411 | 3836797 | 3084045 | 3319559 |
|  | Firms operated for the entire year... | 1019 | 1355 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 366 | 367 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 195 | 202 | D | D | D | g | D | D | D |
|  | employees............... | 154 | 163 | 907240 | 75854 | 16071 | 2110 | 172709 | 124295 | 144430 |
|  | Fmployees........ | 136 | 177 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 72 | 103 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 96 | 343 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 114 | 176 | D | D | D | g | D | D | D |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 1124 | 1409 | 24314784 | 2011681 | 494317 | 49769 | 3817507 | 3041385 | 3304755 |
|  | Firms operated for the entire year | 1011 | 1296 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 366 | 367 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 193 | 196 | D | D | D | g | D | D | D |
|  | Firms with 10 to 19 employees. | 153 | 159 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 133 | 154 | D | D | D | h | D | D | D |
|  | +irms with 50 to $9 . . . . . . . . . .$. | 72 | 103 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 94 | 317 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 113 | 113 | D | D | D | f | D | D | D |
| 4228202 | Wine \& distilled alcoholic beverage (State operated) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 9 | 122 | 380402 | 10311 | 3651 | 642 | 19290 | 42660 | 14804 |
|  | Firms operated for the entire year | 8 | 59 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. | - | - | - | - | - | - | - | - | D |
|  | Firms with 5 to 9 employees .. | 2 | 6 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 4 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | 3 | 23 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | _ |
|  | Firms with 100 employess or more. | 2 | 26 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 1 | 63 | D | D | D | e | D | D | D |

[^300]Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229102 | Farm supplies-whsle distributors-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 2143 | 2767 | D | D | D | k | D | D | D |
|  | employees | 981 | 983 | 1565112 | 63762 | 14340 | 2161 | 168041 | 80715 | 86208 |
|  | Firms with 5 to 9 employees. Firms with 10 to 19 | 470 | 482 | 2622323 | 93036 | 20691 | 3108 | 210800 | 134569 | 131732 |
|  | employees............... | 347 | 384 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 229 | 338 | D | D | D | i | D | D | D |
|  | Firms with 50 to 99 employees.................... . | 66 | 182 | 3260024 | 157197 | 34244 | 4393 | 327525 | 408019 | 450674 |
|  | Firms with 100 employess or more. | 50 | 398 | 8707192 | 404373 | 96370 | 13137 | 911672 | 1053994 | 1151670 |
|  | Firms not operated for the entire year | 299 | 307 | D | D | D | f | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2866 | 3257 | 17022288 | 1697252 | 409254 | 69110 | 3453522 | 1876325 | 2022021 |
|  | Firms operated for the entire year .......................... | 2492 | 2883 | 16768095 | 1669493 | 402689 | 67940 | 3397315 | 1866809 | 1966291 |
|  | Firms with less than 5 employees. | 1273 | 1276 | 713742 | 81533 | 18957 | 2661 | 176950 | 59036 | 62226 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 437 | 447 | 735341 | 89394 | 20343 | 2856 | 183887 | 59127 | 66215 |
|  | employees. | 315 | 337 | 1088825 | 134658 | 31053 | 4198 | 273856 | 109137 | 113826 |
|  | employees....... | 247 | 294 | 1999708 | 215504 | 51470 | 7539 | 458831 | 193542 | 202820 |
|  | Firms with 50 to 99 employees. | 114 | 169 | 1635663 | 206244 | 50010 | 7739 | 425713 | 168661 | 184085 |
|  | Firms with 100 employess or more. | 106 | 360 | 10594816 | 942160 | 230856 | 42947 | 1878078 | 1277306 | 1337119 |
|  | Firms not operated for the entire year $\qquad$ | 374 | 374 | 254193 | 27759 | 6565 | 1170 | 56207 | 9516 | 55730 |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2866 | 3257 | 17022288 | 1697252 | 409254 | 69110 | 3453522 | 1876325 | 2022021 |
|  | Firms operated for the entire year. <br>  | 2492 | 2883 | 16768095 | 1669493 | 402689 | 67940 | 3397315 | 1866809 | 1966291 |
|  | Firms with less than 5 employees. | 1273 | 1276 | 713742 | 81533 | 18957 | 2661 | 176950 | 59036 | 62226 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 437 | 447 | 735341 | 89394 | 20343 | 2856 | 183887 | 59127 | 66215 |
|  | employees. | 315 | 337 | 1088825 | 134658 | 31053 | 4198 | 273856 | 109137 | 113826 |
|  | Firms with 20 to 49 employees. | 247 | 294 | 1999708 | 215504 | 51470 | 7539 | 458831 | 193542 | 202820 |
|  | Firms with 50 to 99 employees. Firms with 100 employess or | 114 | 169 | 1635663 | 206244 | 50010 | 7739 | 425713 | 168661 | 184085 |
|  | more. | 106 | 360 | 10594816 | 942160 | 230856 | 42947 | 1878078 | 1277306 | 1337119 |
|  | Firms not operated for the entire year $\qquad$ | 374 | 374 | 254193 | 27759 | 6565 | 1170 | 56207 | 9516 | 55730 |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 3253 | 3654 | 7244856 | 986762 | 229037 | 43624 | 2036312 | 641989 | 700100 |
|  | Firms operated for the entire year | 2727 | 3122 | 7090732 | 967284 | 224599 | 42573 | 1994590 | 637717 | 672192 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees .. Firms with 10 to 19 | $\begin{array}{r} 1179 \\ \\ \\ 597 \end{array}$ | $\begin{array}{r} 1183 \\ \\ 604 \end{array}$ | 567214 D | 56231 D | 12212 | 2670 $h$ | 141011 | 43354 D | 45218 D |
|  | employees. | 471 | 503 | 1018394 | 142456 | 31714 | 6349 | 287825 | 96604 | 101363 |
|  | Firms with 20 to 49 employees. Firms with 50 OTo 09 | 312 | 380 | 1601158 | 230690 | 50986 | 9458 | 454740 | 125919 | 134196 |
|  | employees | 111 | 193 | D | D | D | i | D | D | D |
|  | more........................ | 57 | 259 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 526 | 532 | 154124 | 19478 | 4438 | 1051 | 41722 | 4272 | 27908 |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .......... | 3253 | 3654 | 7244856 | 986762 | 229037 | 43624 | 2036312 | 641989 | 700100 |

Table 5. Employment Size of Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of firms by type of operation and kind of business \({ }^{1}\) \& \[
\begin{aligned}
\& \text { Firms } \\
\& \text { (number) }
\end{aligned}
\] \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& 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 \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline 422 \& \begin{tabular}{l}
MERCHANT WHOLESALERS-Con. \\
Wholesale trade, nondurable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{8}{*}{422930} \& Flower, nursery stock, \& florists' supplies whsleCon. \& \& \& \& \& \& \& \& \& \\
\hline \& Firms operated for the entire year \& 2727 \& 3122 \& 7090732 \& 967284 \& 224599 \& 42573 \& 1994590 \& 637717 \& 672192 \\
\hline \& Firms with less than 5 employees. Firms with 5 to 9 employees Firms with 10 to 19 \& 1179

597 \& $\begin{array}{r}1183 \\ 604 \\ \\ \hline\end{array}$ \& 567214
D \& 56231
D \& 12212
D \& 2670
$h$ \& 141011 \& 43354
D \& 45218
D <br>
\hline \& employees. Firms with 20 to 49 \& 471 \& 503 \& 1018394 \& 142456 \& 31714 \& 6349 \& 287825 \& 96604 \& 101363 <br>

\hline \& | employees. |
| :--- |
| Firms with 50 to 99 | \& 312 \& 380 \& 1601158 \& 230690 \& 50986 \& 9458 \& 454740 \& 125919 \& 134196 <br>

\hline \& Firms with 50 to 99 employees. \& 111 \& 193 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Firms with 100 employess or more \& 57 \& 259 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Firms not operated for the entire year \& 526 \& 532 \& 154124 \& 19478 \& 4438 \& 1051 \& 41722 \& 4272 \& 27908 <br>
\hline \multirow[t]{9}{*}{42294} \& Tobacco \& tobacco product whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms . \& 1282 \& 1466 \& 31656394 \& 1178783 \& 276353 \& 45602 \& 2328873 \& 1792803 \& 2042330 <br>
\hline \& Firms operated for the entire year \& 1130 \& 1313 \& D \& D \& D \& k \& D \& D \& D <br>

\hline \& Firms with less than 5 employees Firms with 5 to 9 employees Firms with 10 to 19 \& $$
\begin{aligned}
& 312 \\
& 213
\end{aligned}
$$ \& \[

$$
\begin{aligned}
& 312 \\
& 214
\end{aligned}
$$
\] \& 589716

D \& 18158
D \& 3934
D \& 700
g \& 39690
D \& 36757
D \& 38356 <br>
\hline \& employees........ \& 216 \& 225 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms with 20 to 49 employees. \& 235 \& 268 \& 5071572 \& 186564 \& 41555 \& 7186 \& 354617 \& 277345 \& 306611 <br>
\hline \& Firms with 50 to 99 employees. \& 83 \& 102 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& Firms with 100 employess or more. \& 71 \& 192 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Firms not operated for the entire year \& 152 \& 153 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \multirow[t]{10}{*}{422940} \& Tobacco \& tobacco product whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............ \& 1282 \& 1466 \& 31656394 \& 1178783 \& 276353 \& 45602 \& 2328873 \& 1792803 \& 2042330 <br>
\hline \& Firms operated for the entire year \& 1130 \& 1313 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Firms with less than 5 employees. \& 312 \& 312 \& 589716 \& 18158 \& 3934 \& 700 \& 39690 \& 36757 \& 38356 <br>

\hline \& | Firms with 5 to 9 employees .. |
| :--- |
| Firms with 10 to 19 | \& 213 \& 214 \& D \& D \& D \& g \& D \& D \& D <br>

\hline \& employees \& 216 \& 225 \& D \& D \& D \& h \& D \& D \& D <br>

\hline \& | Firms with 20 to 49 employees. |
| :--- |
| Firms with 50 to 99 | \& 235 \& 268 \& 5071572 \& 186564 \& 41555 \& 7186 \& 354617 \& 277345 \& 306611 <br>

\hline \& employees................ \& 83 \& 102 \& D \& D \& D \& i \& D \& D \& D <br>
\hline \& more..................... \& 71 \& 192 \& D \& D \& D \& k \& D \& D \& D <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 152 \& 153 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \multirow[t]{10}{*}{42295} \& Paint, varnish, \& supplies whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms . . . . . . . . . . \& 1315 \& 1630 \& 3370442 \& 454352 \& 106623 \& 14611 \& 960038 \& 439348 \& 461151 <br>
\hline \& Firms operated for the entire year \& 1153 \& 1466 \& 3278457 \& 442690 \& 103304 \& 14176 \& 933574 \& 436057 \& 447296 <br>
\hline \& Firms with less than 5 employees. \& 454 \& 457 \& 243184 \& 29020 \& 6501 \& 1059 \& 66855 \& 25936 \& 27110 <br>
\hline \& Firms with 5 to 9 employees .. Firms with 10 to 19 \& 316 \& 332 \& 457800 \& 58736 \& 13928 \& 2104 \& 125556 \& 51255 \& 54215 <br>
\hline \& employees \& 220 \& 278 \& 607819 \& 88499 \& 20772 \& 2963 \& 177012 \& 81072 \& 83049 <br>
\hline \& Firms with 20 to 49 employees. \& 127 \& 242 \& 849713 \& 116714 \& 26837 \& 3717 \& 236623 \& 109951 \& 117127 <br>
\hline \& Firms with 50 to 99 employees \& 24 \& 84 \& 470148 \& 55231 \& 12256 \& 1599 \& 110624 \& 56064 \& 56685 <br>
\hline \& Firms with 100 employess or more. \& 12 \& 73 \& 649793 \& 94490 \& 23010 \& 2734 \& 216904 \& 111779 \& 109110 <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 162 \& 164 \& 91985 \& 11662 \& 3319 \& 435 \& 26464 \& 3291 \& 13855 <br>
\hline \multirow[t]{2}{*}{422950} \& Paint, varnish, \& supplies whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms . . . . . . . . . . \& 1315 \& 1630 \& 3370442 \& 454352 \& 106623 \& 14611 \& 960038 \& 439348 \& 461151 <br>
\hline
\end{tabular}

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422950 | Paint, varnish, \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ......................... | 1153 | 1466 | 3278457 | 442690 | 103304 | 14176 | 933574 | 436057 | 447296 |
|  | employees................ | 454 | 457 | 243184 | 29020 | 6501 | 1059 | 66855 | 25936 | 27110 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 316 | 332 | 457800 | 58736 | 13928 | 2104 | 125556 | 51255 | 54215 |
|  | employees <br> Firms with 20 to 49 | 220 | 278 | 607819 | 88499 | 20772 | 2963 | 177012 | 81072 | 83049 |
|  | employees................ | 127 | 242 | 849713 | 116714 | 26837 | 3717 | 236623 | 109951 | 117127 |
|  | employees.................. | 24 | 84 | 470148 | 55231 | 12256 | 1599 | 110624 | 56064 | 56685 |
|  | Firms with 100 employess or more. | 12 | 73 | 649793 | 94490 | 23010 | 2734 | 216904 | 111779 | 109110 |
|  | Firms not operated for the entire year | 162 | 164 | 91985 | 11662 | 3319 | 435 | 26464 | 3291 | 13855 |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1315 | 1630 | 3370442 | 454352 | 106623 | 14611 | 960038 | 439348 | 461151 |
|  | Firms operated for the entire year | 1153 | 1466 | 3278457 | 442690 | 103304 | 14176 | 933574 | 436057 | 447296 |
|  | Firms with less than 5 employees. | 454 | 457 | 243184 | 29020 | 6501 | 1059 | 66855 | 25936 | 27110 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 316 | 332 | 457800 | 58736 | 13928 | 2104 | 125556 | 51255 | 54215 |
|  | employees....... | 220 | 278 | 607819 | 88499 | 20772 | 2963 | 177012 | 81072 | 83049 |
|  | Firms with 20 to 49 employees. | 127 | 242 | 849713 | 116714 | 26837 | 3717 | 236623 | 109951 | 117127 |
|  | Firms with 50 to 99 employees. | 24 | 84 | 470148 | 55231 | 12256 | 1599 | 110624 | 56064 | 56685 |
|  | Firms with 100 employess or more. | 12 | 73 | 649793 | 94490 | 23010 | 2734 | 216904 | 111779 | 109110 |
|  | Firms not operated for the entire year | 162 | 164 | 91985 | 11662 | 3319 | 435 | 26464 | 3291 | 13855 |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 12685 | 12920 | 51257225 | 2519927 | 564938 | 84959 | 5719884 | 3990689 | 4445336 |
|  | Firms operated for the entire year | 9398 | 9632 | 49894271 | 2407012 | 544880 | 80561 | 5460666 | 3952772 | 4012601 |
|  | Firms with less than 5 employees. |  | 6100 | 4393344 | 334613 | 72100 | 12012 | - 824882 | $518510$ | $533778$ |
|  | Firms with 5 to 9 employees .. | 1637 | 1662 | 3269264 | 286338 | 61672 | 10622 | 751770 | 435441 | 439098 |
|  | Firms with 10 to 19 employees. | 907 | 936 | 3244542 | 321837 | 72341 | 12017 | 707704 | 407843 | 422943 |
|  | Firms with 20 to 49 employees. | 527 | 576 | 3772933 | 452174 | 101452 | 15660 | 991681 | 548179 | 583704 |
|  | Firms with 50 to 99 employees.................. | 137 | 183 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 92 | 175 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 3287 | 3288 | 1362954 | 112915 | 20058 | 4398 | 259218 | 37917 | 432735 |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 12685 | 12920 | 51257225 | 2519927 | 564938 | 84959 | 5719884 | 3990689 | 4445336 |
|  | Firms operated for the entire year | 9398 | 9632 | 49894271 | 2407012 | 544880 | 80561 | 5460666 | 3952772 | 4012601 |
|  | Firms with less than 5 employees. | 6098 | 6100 | 4393344 | 334613 | 72100 | 12012 | 824882 | 518510 | 533778 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 1637 | 1662 | 3269264 | 286338 | 61672 | 10622 | 751770 | 435441 | 439098 |
|  | employees. | 907 | 936 | 3244542 | 321837 | 72341 | 12017 | 707704 | 407843 | 422943 |
|  | Firms with 20 to 49 employees. | 527 | 576 | 3772933 | 452174 | 101452 | 15660 | 991681 | 548179 | 583704 |
|  | Firms with 50 to 99 employees. | 137 | 183 | D | D | D | i | D | D | D |
|  | Firms with 100 employess or more. | 92 | 175 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 3287 | 3288 | 1362954 | 112915 | 20058 | 4398 | 259218 | 37917 | 432735 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 3920 | 3976 | 7426099 | 888512 | 196526 | 30205 | 2271032 | 1182362 | 1344462 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 3976 | 29131 | 1249745020 | 45799131 | 11927595 | 918632 | 94316446 | 39257615 | 40642566 |
|  | Firms with less than 5 employees. | 551 | 644 | 3083531 | $72262$ | 16947 | 1392 | 184775 | 99259 | 92468 |
|  | Firms with 5 to 9 employees .. | 445 | 648 | 5888288 | 153370 | 35938 | 3030 | 342505 | 167428 | 170413 |
|  | employees. <br> Firms with 20 to 49 | 556 | 1019 | 12023674 | 355034 | 82981 | 7761 | 837345 | 514860 | 534719 |
|  | employees................ | 814 | 2051 | 40045254 | 1221003 | 296775 | 26319 | 2890892 | 1942386 | 2057624 |
|  | Firms with 50 to 99 employees | 539 | 2325 | 55614378 | 1707556 | 414297 | 37974 | 3749222 | 2537555 | 2580857 |
|  | Firms with 100 employess or more. | 1071 | 22444 | 1133089895 | 42289906 | 11080657 | 842156 | 86311707 | 33996127 | 35206485 |
|  | Firms not operated for the entire year | 106 | 174 | 9129749 | 112635 | 35622 | 3576 | 734833 | 209700 | 115745 |
|  | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2580 | r17 228 | '707 565616 | '26 757611 | 17167566 | '479 447 | 52345151 | 26273001 | 27084251 |
|  | Firms operated for the entire year | 2510 | 17123 | 706713087 | 26714526 | 7152358 | 477920 | 52258284 | 26123931 | 27050498 |
|  | Firms with less than 5 employees. | 383 |  | 1811999 | 48354 | 11685 | 936 | 112899 | 74302 | 70502 |
|  | Firms with 5 to 9 employees... | 307 | 469 | 2941731 | 103824 | 24602 | 2102 | 221256 | 108139 | 114768 |
|  | $\begin{aligned} & \text { Firms with } 10 \text { to } 19 \\ & \text { employees..... } \end{aligned}$ | 362 | 662 | 6411887 | 219171 | 52360 | 5006 | 490801 | 328147 | 347565 |
|  | Firms with 20 to 49 employees. | 508 | 1293 | 23892481 | 748937 | 177121 | 16456 | 1637622 | 1127042 | 1190088 |
|  | Firms with 50 to 99 employees | 335 | 1593 | 29445546 | 1034518 | 252741 | 23665 | 2156331 | 1846920 | 1855173 |
|  | Firms with 100 employess or more. $\qquad$ | 615 | 12649 | 642209443 | 24559722 | 6633849 | 429755 | 47639375 | 22639381 | 23472402 |
|  | Firms not operated for the entire year | 70 | 105 | 852529 | 43085 | 15208 | 1527 | 86867 | 149070 | 33753 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 233 | 1425 | 291207541 | 2233321 | 570190 | 47824 | 5928771 | 5894354 | 5776275 |
|  | Firms operated for the entire year | 226 | 1412 | 290892737 | 2229717 | 567448 | 47539 | 5922477 | 5871921 | 5776275 |
|  | Firms with less than 5 employees. | 28 | 31 | 293683 | 3408 | 783 | 73 | 10362 | 6587 | 6040 |
|  | Firms with 5 to 9 employees .. | 25 | 30 | 145459 | 6835 | 1681 | 154 | 16840 | 9292 | 9765 |
|  | Firms with 10 to 19 employees. | 30 | 33 | 408229 | 19039 | 4575 | 422 | 51206 | 42698 | 42676 |
|  | Firms with 20 to 49 employees. | 44 | 86 | 1824558 | 54500 | 12958 | 1428 | 142332 | 145761 | 146312 |
|  | Firms with 50 to 99 employees. | 36 | 136 | 3727079 | 99435 | 24485 | 2586 | 220646 | 247413 | 263680 |
|  | Firms with 100 employess or more. $\qquad$ | 63 | 1096 | 284493729 | 2046500 | 522966 | 42876 | 5481091 | 5420170 | 5307802 |
|  | Firms not operated for the entire year | 7 | 13 | 314804 | 3604 | 2742 | 285 | 6294 | 22433 | - |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 55 | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Firms operated for the entire year | 52 | 374 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 2 | 3 |  |  | D | a |  | D | D |
|  | Firms with 5 to 9 employees .. | 8 | 9 | 83634 | 3042 | 644 | 49 | 7158 | 2495 | 2807 |
|  | employees................ | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 9 | 14 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees.............. | 8 | 12 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 21 | 332 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year | 3 | 6 | D | D | D | e | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 55 | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Firms operated for the entire year | 52 | 374 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 2 | 3 |  | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. | 8 | 9 | 83634 | 3042 | 644 | 49 | 7158 | 2495 | 2807 |
|  | Firms with 10 to 19 employees. | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 9 | 4 14 | D | D | D | e | D | D | D |

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.




[^301]Table 5. Employment Size of Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Employment sizes of firms by type of operation and kind of business \({ }^{1}\) \& Firms
(number) \& Establishments (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{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& \[
\begin{aligned}
\& \text { End-of-1997 } \\
\& \text { inventories } \\
\& (\$ 1,000)
\end{aligned}
\] \\
\hline 421 \& \begin{tabular}{l}
MANUFACTURERS' \\
SALES BRANCHES AND SALES OFFICES-Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \& \\
\hline 421130 \& \begin{tabular}{l}
Tire \& tube whsle-Con. \\
Firms operated for the entire year-Con. \\
Firms with 100 employess or more. \\
Firms not operated for the entire year
\end{tabular} \& 8 \& 114 \& 9506602 \& 195721 \& 49085 \& 3916

- \& 451222 \& 174171 \& 184576 <br>
\hline \multirow[t]{9}{*}{4212} \& Furniture \& home furnishings whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............ \& 147 \& 485 \& 21729080 \& 646395 \& 162255 \& 16119 \& 1835902 \& 727049 \& 852893 <br>
\hline \& Firms operated for the entire year \& 142 \& 479 \& 21603857 \& 637284 \& 161628 \& 16042 \& 1818234 \& 726458 \& 824288 <br>
\hline \& Firms with less than 5 employees. Firms with 5 to 9 employees .. Firms with 10 to 19 \& 19
22 \& 21

37 \& $$
\begin{aligned}
& 112548 \\
& 296582
\end{aligned}
$$ \& 2618

9991 \& 570
3161 \& 48
163 \& 5585
24992 \& 1643
6149 \& 1191
5022 <br>
\hline \& 10 to 19 employees. \& 12 \& 22 \& 453125 \& 9362 \& 2411 \& 163 \& 17744 \& 18431 \& 21515 <br>
\hline \& Firms with 20 to 49 employees. \& 36 \& 109 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Firms with 50 to 99 employees. \& 16 \& 41 \& 719103 \& 37093 \& 9276 \& 1188 \& 96528 \& 85213 \& 79088 <br>
\hline \& Firms with $\begin{aligned} & \text { more.................. }\end{aligned}$ \& 37 \& 249 \& D \& D \& D \& j \& D \& D \& D <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 5 \& 6 \& 125223 \& 9111 \& 627 \& 77 \& 17668 \& 591 \& 28605 <br>
\hline \multirow[t]{10}{*}{42121} \& Furniture whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............ \& 54 \& 247 \& 7242080 \& 228139 \& 56666 \& 4486 \& 733330 \& 232588 \& 234624 <br>
\hline \& Firms operated for the entire year \& 51 \& 243 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms with less than 5 employees. \& 7 \& 8 \& \& 675 \& 166 \& 17 \& 1282 \& 604 \& 630 <br>
\hline \& Firms with 5 to 9 employees .. \& 11 \& 22 \& 152473 \& 6314 \& 2123 \& 82 \& 15964 \& 4976 \& 3990 <br>
\hline \& Firms with 10 to 19 employees. \& 2 \& 2 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Firms with 20 to 49 employees. \& 13 \& 43 \& 502795 \& 20564 \& 5317 \& 406 \& 58983 \& 19731 \& 20027 <br>
\hline \& Firms with 50 to 99 employees. \& 6 \& 15 \& 275695 \& 11240 \& 2827 \& 462 \& 23291 \& 28445 \& 26268 <br>
\hline \& Firms with 100 employess or more. $\qquad$ \& 12 \& 153 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 3 \& 4 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \multirow[t]{10}{*}{421210} \& Furniture whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............ \& 54 \& 247 \& 7242080 \& 228139 \& 56666 \& 4486 \& 733330 \& 232588 \& 234624 <br>
\hline \& Firms operated for the entire year \& 51 \& 243 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms with less than 5 employees. \& 7 \& 8 \& 9043 \& 675 \& 166 \& 17 \& 1282 \& 604 \& 630 <br>
\hline \& Firms with 5 to 9 employees ..
Firms with 10 to 19 \& 11 \& 22 \& 152473 \& 6314 \& 2123 \& 82 \& 15964 \& 4976 \& 3990 <br>
\hline \& 10 to 19 employees. \& 2 \& 2 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Firms with 20 to 49 employees. \& 13 \& 43 \& 502795 \& 20564 \& 5317 \& 406 \& 58983 \& 19731 \& 20027 <br>
\hline \& Firms with 50 to 99 employees. \& 6 \& 15 \& 275695 \& 11240 \& 2827 \& 462 \& 23291 \& 28445 \& 26268 <br>
\hline \& Firms with 100 employess or more. \& 12 \& 153 \& D \& D \& D \& h \& D \& D \& D <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 3 \& 4 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \multirow[t]{10}{*}{4212101} \& Household \& lawn furniture whsle \& \& \& \& \& \& \& \& \& <br>
\hline \& All firms ............ \& 24 \& 91 \& 1584873 \& 59681 \& 15306 \& 1472 \& 149871 \& 142636 \& 145393 <br>
\hline \& Firms operated for the entire year \& 23 \& 89 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Firms with less than 5 employees. \& 3 \& 3 \& \& \& \& 9 \& \& 472 \& 487 <br>
\hline \& Firms with 5 to 9 employees... \& 5 \& 6 \& 72301 \& 2958 \& 677 \& 41 \& 10614 \& 4502 \& 3501 <br>
\hline \& Firms with 10 to 19 employees. \& 1 \& 1 \& D \& D \& D \& a \& D \& D \& D <br>
\hline \& Firms with 20 to 49 employees. \& 5 \& 25 \& 420992 \& 9958 \& 2680 \& 162 \& 40969 \& 23840 \& 24382 <br>
\hline \& Firms with 50 to 99 employees. \& 4 \& 6 \& D \& D \& D \& e \& D \& D \& D <br>
\hline \& Firms with 100 employess or more. \& 5 \& 48 \& D \& D \& D \& f \& D \& D \& D <br>
\hline \& Firms not operated for the entire year $\qquad$ \& 1 \& 2 \& D \& D \& D \& a \& D \& D \& D <br>
\hline
\end{tabular}

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 32 | 156 | 5657207 | 168458 | 41360 | 3014 | 583459 | 89952 | 89231 |
|  | Firms operated for the entire year ............................. | 30 | 154 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 4 | 5 | 4090 | $\begin{array}{r}359 \\ \hline 356\end{array}$ | 86 | 8 | 594 | 132 | 143 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 6 | 16 | 80172 | 3356 | 1446 | 41 | 5350 | 474 | 489 |
|  | employees | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | 9 | 19 | 175947 | 12381 | 3123 | 290 | 29097 | 3549 | 4258 |
|  | Firms with 50 to 99 employees. | 3 | 12 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 7 | 101 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 2 | 2 | D | D | D | b | D | D | D |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 96 | 238 | 14487000 | 418256 | 105589 | 11633 | 1102572 | 494461 | 618269 |
|  | Firms operated for the entire year | 94 | 236 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 13 | 14 | 105910 | 2082 | 434 | 34 | 4555 | 1275 | 808 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 12 | 15 | 145963 | 3931 | 1091 | 86 | 9885 | 1815 | 1843 |
|  | employees | 10 | 20 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 23 | 66 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 11 | 27 | 470233 | 28212 | 6751 | 821 | 75811 | 57728 | 53810 |
|  | Firms with 100 employess or more. | 25 | 94 | 10786268 | 327439 | 83412 | 9693 | 878703 | 394337 | 495592 |
|  | Firms not operated for the entire year | 2 | 2 | D | D | D | b | D | D | D |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 96 | 238 | 14487000 | 418256 | 105589 | 11633 | 1102572 | 494461 | 618269 |
|  | Firms operated for the entire year ............................ | 94 | 236 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 13 | 14 |  | 2082 | 434 | 34 | 4555 | 1275 | 808 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 12 | 15 | 145963 | 3931 | 1091 | 86 | 9885 | 1815 | 1843 |
|  | Firms with 10 to 19 employees. | 10 | 20 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 23 | 66 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 11 | 27 | 470233 | 28212 | 6751 | 821 | 75811 | 57728 | 53810 |
|  | Firms with 100 employess or more. | 25 | 94 | 10786268 | 327439 | 83412 | 9693 | 878703 | 394337 | 495592 |
|  | Firms not operated for the entire year | 2 | 2 | D | D | D | b | D | D | D |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 8 | 14 | 597661 | 45630 | 11679 | 3156 | 185733 | 113060 | 116905 |
|  | Firms operated for the entire year | 8 | 14 | 597661 | 45630 | 11679 | 3156 | 185733 | 113060 | 116905 |
|  | Firms with less than 5 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 20 to 49 employees. | 4 | 9 | D | D | D | c | D | D | D |
|  | Firms with 50 to $99 . \ldots \ldots \ldots$ | 4 | 9 |  |  | D | c | D | D | D |
|  | employees.............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | 3 | 4 | 482463 | 39684 | 10086 | 3020 | 165370 | 100946 | 107572 |
|  | Firms not operated for the entire |  |  |  |  |  |  |  |  |  |
|  | year ........................ |  | - |  |  |  |  | - | - |  |

[^302]Table 5. Employment Size of Firms: 1997-Con.




[^303]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 167 | 501 | 10261254 | 445340 | 100385 | 11443 | 980545 | 577840 | 582251 |
|  | Firms operated for the entire year | 160 | 494 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 15 | 15 | 71485 | 2071 | 473 | 37 | 4911 | 2886 | 2970 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 19 | 22 | 213861 | 4950 | 1174 | 126 | 12368 | 9710 | 10313 |
|  | Firms with 10 to 19 employees. | 20 | 32 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 51 | 94 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 21 | 53 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 34 | 278 | 6879836 | 311446 | 67736 | 7840 | 699692 | 403459 | 400402 |
|  | Firms not operated for the entire year $\qquad$ | 7 | 7 | D | D | D | b | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 167 | 501 | 10261254 | 445340 | 100385 | 11443 | 980545 | 577840 | 582251 |
|  | Firms operated for the entire year ........................... | 160 | 494 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 15 | 15 | 71485 | 2071 | 473 | 37 | 4911 | 2886 | 2970 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 19 | 22 | 213861 | 4950 | 1174 | 126 | 12368 | 9710 | 10313 |
|  | Firms with 10 to 19 employees. | 20 | 32 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 51 | 94 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 21 | 53 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 34 | 278 | 6879836 | 311446 | 67736 | 7840 | 699692 | 403459 | 400402 |
|  | Firms not operated for the entire year $\qquad$ | 7 | 7 | D | D | D | b | D | D | D |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 35 | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Firms operated for the entire year | 35 | 42 | 2568618 | 73903 | 17069 | 1261 | 154834 | 44241 | 42086 |
|  | Firms with less than 5 employees | 8 | 8 |  | D |  | b |  | D | D |
|  | Firms with 5 to 9 employees .. | 8 | 10 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees | 12 | 15 | 910940 | 13269 | 2943 | 325 | 34503 | 23401 | 26579 |
|  | Firms with 50 to 99 employees | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 2 | 2 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 52 | 96 | 2240878 | 108796 | 26767 | 3064 | 215313 | 193666 | 204645 |
|  | Firms operated for the entire |  |  |  |  |  |  |  |  |  |
|  | year $\ldots$.................... | 51 | 95 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 5 | 5 | D | D | D | b | D | D | D |
|  | employees............... | 9 | 11 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 18 | 24 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 7 | 14 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 10 | 39 | 1312935 | 63778 | 15876 | 1800 | 122766 | 102712 | 106629 |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  |  | 102 | 363 | 5451758 | 262641 | 56549 | 7118 | 610398 | 339933 | 335520 |

## See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




[^304]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42142 | Office equipment whsle <br> All firms $\qquad$ | 34 | 624 | 10554896 | 1648110 | 496155 | 30895 | 2537175 | 396474 | 407557 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 34 | 624 | 10554896 | 1648110 | 496155 | 30895 | 2537175 | 396474 | 407557 |
|  | employees. <br> Firms with 5 to 9 employees Firms with 10 to 19 | 7 | 10 5 | 43316 D | 1007 D | 290 D | 19 $a$ | 1712 D | 146 D | 151 D |
|  | Firms with 10 to 19 employees. | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 7 | 13 | 113660 | 11160 | 2690 | 225 | 21457 | 2989 | 3068 |
|  | Firms with 50 to 99 employees. | 3 | 26 | 109842 | 5967 | 1450 | 227 | 14182 | 1630 | 1575 |
|  | Firms with 100 employess or more. | 13 | 563 | 10204705 | 1627270 | 491024 | 30376 | 2491943 | 391114 | 402200 |
|  | Firms not operated for the entire year | - | - | - | - | _ | - | - | - | - |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 34 | 624 | 10554896 | 1648110 | 496155 | 30895 | 2537175 | 396474 | 407557 |
|  | Firms operated for the entire year | 34 | 624 | 10554896 | 1648110 | 496155 | 30895 | 2537175 | 396474 | 407557 |
|  | Firms with less than 5 employees. | 7 | 10 | 43316 | 1007 | 290 | 19 | 1712 | 146 | 151 |
|  | Firms with 5 to 9 employees .. | 2 | 5 |  | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 7 | 13 | 113660 | 11160 | 2690 | 225 | 21457 | 2989 | 3068 |
|  | Firms with 50 to 99 employees. | 3 | 26 | 109842 | 5967 | 1450 | 227 | 14182 | 1630 | 1575 |
|  | Firms with 100 employess or more. | 13 | 563 | 10204705 | 1627270 | 491024 | 30376 | 2491943 | 391114 | 402200 |
|  | Firms not operated for the entire year | - | - | - | _ | _ | - | - | - | - |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 114 | 1713 | 72042268 | 7477349 | 2172050 | 103625 | 13060865 | 3902435 | 3862572 |
|  | Firms operated for the entire year | 107 | 1706 | 71934845 | 7465585 | 2169131 | 103390 | 13037681 | 3884717 | 3844474 |
|  | Firms with less than 5 employees. | 8 | 14 | 27929 | 1560 | 275 | 17 | 2785 | 161 | 166 |
|  | Firms with 5 to 9 employees .. | 13 | 39 | 133760 | 7428 | 1675 | 99 | 14669 | 5659 | 2122 |
|  | Firms with 10 to 19 employees. | 10 | 26 | 140260 | 8543 | 2326 | 142 | 14808 | 3409 | 3441 |
|  | Firms with 20 to 49 employees. | 16 | 73 | 379281 | 34580 | 8317 | 526 | 69790 | 25441 | 27295 |
|  | Firms with 50 to 99 employees. | 10 | 38 | 820374 | 42548 | 11047 | 673 | 64780 | 1732 | 6549 |
|  | Firms with 100 employess or more. | 50 | 1516 | 70433241 | 7370926 | 2145491 | 101933 | 12870849 | 3848315 | 3804901 |
|  | Firms not operated for the entire year | 7 | 7 | 107423 | 11764 | 2919 | 235 | 23184 | 17718 | 18098 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 114 | 1713 | 72042268 | 7477349 | 2172050 | 103625 | 13060865 | 3902435 | 3862572 |
|  | Firms operated for the entire year | 107 | 1706 | 71934845 | 7465585 | 2169131 | 103390 | 13037681 | 3884717 | 3844474 |
|  | Firms with less than 5 employees. | 8 | 14 | 27929 | 1560 |  | 17 | 2785 | 161 | 166 |
|  | Firms with 5 to 9 employees .. | 13 | 39 | 133760 | 7428 | 1675 | 99 | 14669 | 5659 | 2122 |
|  | Firms with 10 to 19 employees. | 10 | 26 | 140260 | 8543 | 2326 | 142 | 14808 | 3409 | 3441 |
|  | Firms with 20 to 49 employees. | 16 | 73 | 379281 | 34580 | 8317 | 526 | 69790 | 25441 | 27295 |
|  | Firms with 50 to 99 employees. | 10 | 38 | 820374 | 42548 | 11047 | 673 | 64780 | 1732 | 6549 |
|  | Firms with 100 employess or more. | 50 | 1516 | 70433241 | 7370926 | 2145491 | 101933 | 12870849 | 3848315 | 3804901 |
|  | Firms not operated for the entire year | 7 | 7 | 107423 | 11764 | 2919 | 235 | 23184 | 17718 | 18098 |

[^305]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 103 | 1665 | 71175956 | 7409460 | 2155591 | 102720 | 12854617 | 3794994 | 3751171 |
|  | Firms operated for the entire year | 97 | 1659 | D | D | D | m | D | D | D |
|  | Firms with less than 5 employees. | 9 | 14 | 31038 | 1604 | 305 | 19 | 2793 | 1210 | 357 |
|  | Firms with 5 to 9 employees .. | 13 | 40 |  | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 9 | 21 | 132918 | 8203 | 2057 | 137 | 14441 | 3409 | 3441 |
|  | Firms with 20 to 49 employees. | 11 | 59 | 258800 | 23209 | 5553 | 357 | 48215 | 25867 | 25877 |
|  | Firms with 50 to 99 employees. | 7 | 32 | 788195 | 33306 | 8725 | 497 | 47804 | 1250 | 5885 |
|  | Firms with 100 employess or more. | 48 | 1493 | D | D | D | m | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 6 | 6 | D | D | D | c | D | D | D |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |  |
|  | All firms. | 57 | 476 | 27387050 | 957611 | 227003 | 12803 | 2017860 | 2686568 | 2753077 |
|  | Firms operated for the entire year | 54 | 473 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 6 | 11 | 37716 | 1436 | 339 | 18 | 2296 | 61 | 63 |
|  | Firms with 5 to 9 employees .. | 5 | 23 |  |  | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 6 | 18 | 124857 | 4746 | 1238 | 82 | 9658 | 2375 | 2400 |
|  | Firms with 20 to 49 employees. | 8 | 19 | 204564 | 17019 | 4438 | 236 | 40153 | 20482 | 20603 |
|  | Firms with 50 to 99 employees. | 2 | 11 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 27 | 391 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | c | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |  |
|  | All firms . | 63 | 1189 | 43788906 | 6451849 | 1928588 | 89917 | 10836757 | 1108426 | 998094 |
|  | Firms operated for the entire year | 59 | 1184 | D | D | D | । | D | D | D |
|  | Firms with less than 5 employees | 6 |  | 11832 | 1056 | 191 | 12 | 1950 | 1210 | 357 |
|  | Firms with 5 to 9 employees .. | 9 | 23 |  |  | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 4 | 4 | 59961 | 4393 | 1053 | 65 | 8429 | 1268 | 1282 |
|  | Firms with 20 to 49 employees | 5 | 36 | 164641 | 9364 | 2125 | 158 | 14492 | 5324 | 5211 |
|  | Firms with 50 to 99 employees | 7 | 53 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 28 | 1060 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 4 | 5 | D | D | D | a | D | D | D |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 22 | 48 | 866312 | 67889 | 16459 | 905 | 206248 | 107441 | 111401 |
|  | Firms operated for the entire year | 20 | 46 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 3 |  |  |  |  | 6 |  |  |  |
|  | Firms with 5 to 9 employees .. | 2 | 3 |  | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 3 | 9 | 32989 | 2345 | 518 | 38 | 3671 | 351 | 362 |
|  | Firms with 20 to 49 employees. | 5 | 6 | 103767 | 10506 | 2575 | 158 | 23569 | 1326 | 4114 |
|  | Firms with 50 to 99 employees. | 5 | 23 | 120418 | 18601 | 4744 | 323 | 39211 | 5088 | 3181 |
|  | Firms with 100 employess or more. $\qquad$ | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year |  |  | D | D | D | a | D | D | D |

[^306]Table 5. Employment Size of Firms: 1997-Con.




[^307]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 104 | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 103 | 458 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 13 | 16 | 25567 | 1859 | 452 | 34 | 4132 | 1385 | 1020 |
|  | Firms with 5 to 9 employees... <br> Firms with 10 to 19 | 5 | 5 | 14482 | 1518 | 353 | 32 | 3083 | 1438 | 1475 |
|  | employees <br> Firms with 20 to 49 | 12 | 22 | 219264 | 8052 | 2398 | 176 | 19497 | 6424 | 5923 |
|  | employees. | 12 | 14 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 15 | 34 | 441425 | 50559 | 12131 | 1017 | 127895 | 51420 | 48705 |
|  | Firms with mone............. | 46 | 367 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 104 | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Firms operated for the entire year | 103 | 458 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 13 | 16 | 25567 | 1859 | 452 | 34 | 4132 | 1385 | 1020 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 5 | 5 | 14482 | 1518 | 353 | 32 | 3083 | 1438 | 1475 |
|  | employees. | 12 | 22 | 219264 | 8052 | 2398 | 176 | 19497 | 6424 | 5923 |
|  | Firms with 20 to 49 employees. | 12 | 14 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 15 | 34 | 441425 | 50559 | 12131 | 1017 | 127895 | 51420 | 48705 |
|  | Firms with 100 employess or more. | 46 | 367 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 94 | 439 | 18453838 | 1458202 | 367384 | 21912 | 3328511 | 1400212 | 1690071 |
|  | Firms operated for the entire year | 93 | 438 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees | 12 | 15 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 4 | 4 | D | D | D | b | D | D | D |
|  | employees | 10 | 20 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 11 | 13 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 13 | 32 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 43 | 354 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\square$ | 1 | 1 | D | D | D | a | D | D | D |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 12 | 20 | 246496 | 47413 | 11209 | 1064 | 105159 | 47434 | 44925 |
|  | Firms operated for the entire year | 12 | 20 | 246496 | 47413 | 11209 | 1064 | 105159 | 47434 | 44925 |
|  | Firms with less than 5 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees | 2 | 7 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots$. | 2 |  |  |  |  |  | D |  |  |
|  | employees............... | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 4 | 7 | 172205 | 35661 | 8427 | 827 | 77497 | 36824 | 36271 |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42146 | Ophthalmic goods whsle <br> All firms $\qquad$ | 21 | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Firms operated for the entire year | 20 | 65 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees. | 4 | 6 | 6378 | 368 | 81 | 8 | 757 | 121 | 130 |
|  | Firms with 10 to 19 employees. | 3 | 4 | 55010 | 1744 | 438 | 39 | 4731 | 8766 | 8938 |
|  | Firms with 20 to 49 employees. | 5 | 6 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | _ |
|  | Firms with 100 employess or more. | 8 | 49 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 21 | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Firms operated for the entire year | 20 | 65 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 4 | 6 | 6378 | 368 | 81 | 8 | 757 | 121 | 130 |
|  | Firms with 5 to 9 employees .. | - | - |  |  |  |  |  |  |  |
|  | Firms with 10 to 19 employees. | 3 | 4 | 55010 | 1744 | 438 | 39 | 4731 | 8766 | 8938 |
|  | Firms with 20 to 49 employees. | 5 | 6 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | _ | _ | - | _ | - | _ |
|  | Firms with 100 employess or more. | 8 | 49 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 56 | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Firms operated for the entire year | 53 | 92 | 1473441 | 110902 | 27527 | 2071 | 327842 | 59792 | 68757 |
|  | Firms with less than 5 employees. | 11 | 16 | 40661 | 1930 | 516 | 27 | 3486 | 492 | 530 |
|  | Firms with 5 to 9 employees .. | 9 | 9 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 11 | 20 | 93937 | 6819 | 1420 | 160 | 12160 | 4717 | 4784 |
|  | Firms with 20 to 49 employees. | 14 | 27 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 4 | 6 | 270826 | 13424 | 3286 | 251 | 32132 | 10243 | 13175 |
|  | Firms with 100 employess or more. | 4 | 14 | 780869 | 69712 | 17591 | 1159 | 232114 | 30897 | 35191 |
|  | Firms not operated for the entire year | 3 | 4 | 13758 | 3305 | 2436 | 162 | 9991 | 8364 | 5822 |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 56 | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Firms operated for the entire year | 53 | 92 | 1473441 | 110902 | 27527 | 2071 | 327842 | 59792 | 68757 |
|  | Firms with less than 5 employees. | 11 | 16 | 40661 | 1930 | 516 | 27 | 3486 | 492 | 530 |
|  | Firms with 5 to 9 employees .. | 9 |  |  |  | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 11 | 20 | 93937 | 6819 | 1420 | 160 | 12160 | 4717 | 4784 |
|  | Firms with 20 to 49 employees. | 14 | 27 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 4 | 6 | 270826 | 13424 | 3286 | 251 | 32132 | 10243 | 13175 |
|  | Firms with 100 employess or more. | 4 | 14 | 780869 | 69712 | 17591 | 1159 | 232114 | 30897 | 35191 |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 3 | 4 | 13758 | 3305 | 2436 | 162 | 9991 | 8364 | 5822 |

[^308]Table 5. Employment Size of Firms: 1997-Con.




[^309]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 28 | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Firms operated for the entire year | 28 | 41 | 4735506 | 40135 | 8695 | 688 | 96046 | 179512 | 173595 |
|  | Firms with less than 5 employees | 7 | 9 | 89491 | 704 | 172 | 16 | 2634 | 5920 | 5501 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 |  | - |  | - | - |  |  |  |  |
|  | employees. | 11 | 16 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 5 | 9 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 7 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 23 | 33 | D | D | D | f | D | D | D |
|  | Firms operated for the entire year | 23 | 33 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 4 | 5 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | - | - |  |  | - | - |  |  |  |
|  | employees....... | 10 | 14 | D | D | D | c | D | D | D |
|  | Firms with 20 to $49 \ldots . . . .$. | 5 | 9 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 4 | 5 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 6 | 8 | D | D | D | b | D | D | D |
|  | Firms operated for the entire |  |  |  |  |  |  |  |  |  |
|  |  | 6 | 8 | D | D | D | b | D | D | D |
|  | employees | 3 | 4 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 |  | - |  |  | - |  |  |  |  |
|  | employees.............. | 1 | 2 | D | D | D | a | D | D | D |
|  |  | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots$. | 2 |  |  | D | D | b | D |  |  |
|  | employees............... | - | - | - | - | - | - | - | - | - |
|  | more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 364 | 4235 | 109430432 | 5859327 | 1602067 | 96438 | 10337202 | 2564249 | 2702130 |
|  | Firms operated for the entire year | 348 | 4186 | 109257757 | 5852146 | 1597940 | 95936 | 10320959 | 2555717 | 2695062 |
|  | Firms with less than 5 employees. | 57 | 71 | 181412 | 8299 | 2544 | 125 | 16105 | 17461 | 15080 |
|  | Firms with 5 to 9 employees .. | 35 | 60 | 611148 | 13428 | 3341 | 241 | 27690 | 10315 | 13706 |
|  | employees | 42 | 78 | 1096008 | 28882 | 6316 | 565 | 60628 | 15622 | 16431 |
|  | Firms with 20 to 49 employees. | 74 | 214 | 4112794 | 122768 | 29276 | 2320 | 277334 | 144996 | 137640 |
|  | Firms with 50 to 99 employees. | 48 | 252 | 5489844 | 195871 | 48892 | 3503 | 397749 | 284047 | 299416 |
|  | Firms with 100 employess or more. | 92 | 3511 | 97766551 | 5482898 | 1507571 | 89182 | 9541453 | 2083276 | 2212789 |
|  | Firms not operated for the entire year | 16 | 49 | 172675 | 7181 | 4127 | 502 | 16243 | 8532 | 7068 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 176 | 1608 | 25132554 | 1527424 | 376644 | 27155 | 2754559 | 1065246 | 1133762 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 166 | 1594 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 27 | 36 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees ...... | 24 | 43 | 225900 | 9045 | 2412 | 164 | 18527 | 7457 | 10395 |
|  | Firms with 10 to 19 employees | 17 | 42 | 697188 | 11200 | 2613 | 242 | 19775 | 4771 | 4995 |
|  | Firms with 20 to 49 employees. | 44 | 149 | 1745110 | 71369 | 16835 | 1386 | 148288 | 73354 | 82026 |
|  | Firms with 50 to 99 employees. | 18 | 66 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 36 | 1258 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 10 | 14 | D | D | D | c | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 176 | 1608 | 25132554 | 1527424 | 376644 | 27155 | 2754559 | 1065246 | 1133762 |
|  | Firms operated for the entire year | 166 | 1594 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees | 27 | 36 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 24 | 43 | 225900 | 9045 | 2412 | 164 | 18527 | 7457 | 10395 |
|  | Firms with 10 to 19 employees. | 17 | 42 | 697188 | 11200 | 2613 | 242 | 19775 | 4771 | 4995 |
|  | Firms with 20 to 49 employees. | 44 | 149 | 1745110 | 71369 | 16835 | 1386 | 148288 | 73354 | 82026 |
|  | Firms with 50 to 99 employees. | 18 | 66 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 36 | 1258 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 10 | 14 | D | D | D | c | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 28 | 131 | 9429517 | 241386 | 58340 | 5467 | 706947 | 229453 | 234623 |
|  | Firms operated for the entire year | 27 | 130 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 6 | 7 | 113270 | 4131 | 854 | 68 | 12974 | 5387 | 7593 |
|  | Firms with 20 to 49 employees. | 5 | 15 |  | 10168 | 2520 | 145 | 40936 | 4891 | 5042 |
|  | Firms with 50 to 99 employees. | 3 | 8 |  | 14136 | 3761 | 238 | 47406 | 14318 | 14761 |
|  | Firms with 100 employess or more. | 11 | 98 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 28 | 131 | 9429517 | 241386 | 58340 | 5467 | 706947 | 229453 | 234623 |
|  | Firms operated for the entire year | 27 | 130 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 6 | 7 | 113270 | 4131 | 854 | 68 | 12974 | 5387 | 7593 |
|  | Firms with 20 to 49 employees. | 5 | 15 | 321730 | 10168 | 2520 | 145 | 40936 | 4891 | 5042 |
|  | Firms with 50 to 99 employees. | 3 | 8 | 332785 | 14136 | 3761 | 238 | 47406 | 14318 | 14761 |
|  | Firms with 100 employess or more. | 11 | 98 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ |  |  | D | D | D | a | D | D | D |

[^310]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 198 | 2496 | 74868361 | 4090517 | 1167083 | 63816 | 6875696 | 1269550 | 1333745 |
|  | Firms operated for the entire year | 189 | 2458 | D | D | D | I | D | D | D |
|  | Firms with less than 5 employees. | 34 | 40 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 10 | 17 | 29 | D | D | D | c | D | D | D |
|  | employees. | 26 | 50 | 847938 | 19734 | 4573 | 357 | 41092 | 8824 | 8964 |
|  | Firms with 20 to 49 employees. | 34 | 117 | 2797532 | 63080 | 15083 | 1070 | 129840 | 83443 | 67780 |
|  | Firms with 50 to 99 employees. | 29 | 126 | D | D | D | g | D | D | D |
|  | more.................... | 49 | 2096 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year | 9 | 38 | D | D | D | e | D | D | D |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 198 | 2496 | 74868361 | 4090517 | 1167083 | 63816 | 6875696 | 1269550 | 1333745 |
|  | Firms operated for the entire year ............................. | 189 | 2458 | D | D | D | I | D | D | D |
|  | Firms with less than 5 employees. | 34 | 40 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 17 | 29 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 26 | 50 | 847938 | 19734 | 4573 | 357 | 41092 | 8824 | 8964 |
|  | Firms with 20 to 49 employees. | 34 | 117 | 2797532 | 63080 | 15083 | 1070 | 129840 | 83443 | 67780 |
|  | Firms with 50 to 99 employees. | 29 | 126 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 49 | 2096 | D | D | D | I | D | D | D |
|  | Firms not operated for the entire year | 9 | 38 | D | D | D | e | D | D | D |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 79 | 1884 | 48149700 | 3392770 | 993768 | 51416 | 5405631 | 643686 | 683442 |
|  | Firms operated for the entire year | 74 | 1873 | D | D | D | । | D | D | D |
|  | Firms with less than 5 employees. | 10 | 10 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. | 5 | 12 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 10 | 25 | 203805 | 6851 | 1789 | 131 | 12829 | 921 | 999 |
|  | Firms with 20 to 49 employees. | 13 | 35 | 828975 | 35948 | 8524 | 445 | 55534 | 5091 | 5162 |
|  | Firms with 50 to 99 employees. | 14 | 59 | 1424896 | 58634 | 15081 | 1072 | 137688 | 14914 | 12101 |
|  | Firms with 100 employess or more. | 22 | 1732 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 5 | 11 | D | D | D | b | D | D | D |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 136 | 612 | 26718661 | 697747 | 173315 | 12400 | 1470065 | 625864 | 650303 |
|  | Firms operated for the entire year | 131 | 584 | 26625461 | 694414 | 170860 | 12065 | 1459906 | 618047 | 643853 |
|  | Firms with less than 5 employees. | 26 | 32 | 105838 | 4572 | 1567 | 66 | 8824 | 16219 | 13780 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 12 | 17 |  |  |  | b | D | D | D |
|  | Firms with 10 to 19 employees. | 23 | 52 | 856601 | 19001 | 4318 | 328 | 39480 | 11417 | 11408 |
|  | Firms with 20 to 49 employees. | 23 | 77 | 2116285 | 42759 | 10372 | 729 | 96147 | 82414 | 66845 |
|  | Firms with 50 to 99 employees. | 19 | 91 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 28 | 315 | D | D | D | i | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 5 | 28 | 93200 | 3333 | 2455 | 335 | 10159 | 7817 | 6450 |

[^311]Table 5. Employment Size of Firms: 1997-Con.




[^312]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses (\$1,000) | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 61 | 212 | 4212982 | 163627 | 40542 | 4287 | 317159 | 285521 | 305052 |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 55 | 204 | 4132684 | 159510 | 39029 | 4141 | 308962 | 269528 | 304385 |
|  | employees................ | 7 | 11 | 48580 | 1034 | 226 | 21 | 2259 | 1706 | 1696 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 7 | 12 | 36921 | 2106 | 508 | 54 | 3947 | 1881 | 1976 |
|  | employees. | 9 | 12 | 36563 | 4045 | 1138 | 111 | 7119 | 3387 | 3631 |
|  | Firms with 20 to 49 employees. | 13 | 20 | 683453 | 23566 | 5045 | 425 | 46079 | 39349 | 47436 |
|  | Firms with 50 to 99 employees. | 5 | 13 | 218292 | 12851 | 3091 | 286 | 27548 | 10776 | 10611 |
|  | Firms with 100 employess or more. | 14 | 136 | 3108875 | 115908 | 29021 | 3244 | 222010 | 212429 | 239035 |
|  | Firms not operated for the entire year $\qquad$ | 6 | 8 | 80298 | 4117 | 1513 | 146 | 8197 | 15993 | 667 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 39 | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Firms operated for the entire year . $\qquad$ | 36 | 216 | 3564442 | 304466 | 77010 | 6023 | 745595 | 301719 | 306643 |
|  | employees................ | 3 | 3 | 7332 | 569 | 114 | 7 | 1043 | - |  |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 4 | 5 | 9553 | 883 | 195 | 23 | 1370 | 514 | 520 |
|  | employees | 6 | 7 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 6 | 16 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 6 | 52 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 11 | 133 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 3 | 5 | 7959 | 620 | 303 | 13 | 886 | 541 | - |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 39 | 221 | 3572401 | 305086 | 77313 | 6036 | 746481 | 302260 | 306643 |
|  | Firms operated for the entire year | 36 | 216 | 3564442 | 304466 | 77010 | 6023 | 745595 | 301719 | 306643 |
|  | Firms with less than 5 employees. | 3 | 3 | 7332 | 569 | 114 | 7 |  | - |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 4 | 5 | 9553 | 883 | 195 | 23 | 1370 | 514 | 520 |
|  | Firms with 10 to 19 employees | 6 | 7 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 6 | 16 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 6 | 52 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more $\qquad$ | 11 | 133 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 5 | 7959 | 620 | 303 | 13 | 886 | 541 | - |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 19 | 79 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 18 | 78 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with $5 \ldots \ldots \ldots$ employees .. Firms with 10 to 19 | 2 | 3 | D | D | D | a | D | D | D |
|  | employees | 4 | 9 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 7 | 42 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more $\qquad$ | 1 | 18 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




[^313]Table 5. Employment Size of Firms: 1997-Con.




[^314]Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218304 | Metalworking machinery \& equipment whsle-Con. <br> All firms $\qquad$ | 58 | 133 | 2386799 | 146132 | 36850 | 3061 | 289639 | 214923 | 209410 |
|  | Firms operated for the entire year ............................ Firms with less than 5 | 55 | 130 | D | D | D | h | D | D | D |
|  | employees................ | 10 | 12 | 12245 | 963 | 234 | 27 | 1947 | 455 | 1511 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 8 | 12 | 27488 | 3811 | 653 | 50 | 8195 | 4504 | 4688 |
|  | Firms with 10 to 19 employees | 12 | 20 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 11 | 25 | 399819 | 16598 | 4056 | 359 | 30597 | 23788 | 23689 |
|  | Firms with 50 to 99 employees. | 3 | 15 | 177056 | 11254 | 2654 | 264 | 21950 | 17001 | 17446 |
|  | Firms with 100 employess or more. | 11 | 46 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | a | D | D | D |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 72 | 188 | 2721654 | 244145 | 58321 | 5619 | 435385 | 126213 | 134682 |
|  | Firms operated for the entire year. | 69 | 185 | 2718179 | 243735 | 58289 | 5615 | 434236 | 126213 | 134682 |
|  | Firms with less than 5 employees. | 16 | 17 | 55390 | 1845 | 503 | 41 | 3324 | 2225 | 2711 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 14 | 20 | 102572 | 4385 | 972 | 94 | 9471 | 1246 | 1803 |
|  | Firms with 10 to 19 employees. | 9 | 10 | 32388 | 5605 | 1144 | 118 | 9909 | 4400 | 4285 |
|  | Firms with 20 to 49 employees. | 11 | 26 | 245605 | 14935 | 3546 | 344 | 26770 | 9575 | 11870 |
|  | Firms with 50 to 99 employees. | 6 | 26 | 151181 | 23030 | 4996 | 443 | 39518 | 14454 | 14348 |
|  | Firms with 100 employess or more. | 13 | 86 | 2131043 | 193935 | 47128 | 4575 | 345244 | 94313 | 99665 |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | 3475 | 410 | 32 | 4 | 1149 | - | - |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 64 | 599 | 2860833 | 271680 | 65414 | 5782 | 480009 | 330980 | 362625 |
|  | Firms operated for the entire year | 63 | 596 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 12 | 12 | 82202 | 1042 | 235 | 30 | 2138 | 1454 | 1672 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 6 | 8 | 23789 | 1831 | 509 | 39 | 3752 | 1918 | 1847 |
|  | employees. | 9 | 17 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 14 | 58 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 10 | 84 | 424336 | 33298 | 8096 | 806 | 63051 | 47787 | 53199 |
|  | Firms with 100 employess or more. | 12 | 417 | 2108946 | 206768 | 49358 | 4318 | 360233 | 252898 | 277808 |
|  | Firms not operated for the entire year | 1 | 3 | D | D | D | b | D | D | D |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 151 | 436 | 7089751 | 440413 | 107029 | 9124 | 822304 | 342357 | 346445 |
|  | Firms operated for the entire year | 148 | 433 | 7083689 | 438842 | 106452 | 9080 | 820336 | 341491 | 346395 |
|  | Firms with less than 5 employees | 33 | 41 | 212710 |  |  | 77 |  | 4223 | 4191 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 30 | 56 | 271447 | 12315 | 2720 | 213 | 21894 | 4422 | 4476 |
|  | employees................ | 24 | 37 | 256556 | 14197 | 3167 | 314 | 27787 | 16472 | 16853 |
|  | Firms with 20 to 49 employees. | 25 | 101 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees | 16 | 66 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 20 | 132 | 4805315 | 312135 | 75011 | 6666 | 572457 | 238274 | 237158 |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | $6062$ | $1571$ | $577$ | 44 | $1968$ | 866 | 50 |

[^315]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42184 | Industrial supplies whsle <br> All firms | 206 | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |
|  | Firms operated for the entire year. Firms with less than 5 | 200 | 1091 | D | D | D | j | D | D | D |
|  | Firms with less than $5 \ldots . .$. . | 33 | 36 | 102542 | 3866 | 965 | 77 | 7758 | 2806 |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 28 | 39 | 237919 | 8330 | 1910 | 186 | 15850 | 5797 | 6125 |
|  | employees............... | 29 | 42 | D | D | D | e | D | D | D |
|  | employees...... | 34 | 88 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 46 | 307 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 30 | 579 | 16984877 | 446773 | 112563 | 9389 | 803956 | 414960 | 404075 |
|  | Firms not operated for the entire year $\qquad$ | 6 | 6 | D | D | D | c | D | D | D |
| 421840 | Industrial supplies whsle All firms | 206 | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |
|  | Firms operated for the entire year | 200 | 1091 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 33 |  | 102542 | 3866 | 965 | 77 | 7758 | 2806 | 2603 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 28 | 39 | 237919 | 8330 | 1910 | 186 | 15850 | 5797 | 6125 |
|  | employees................ | 29 | 42 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 34 | 88 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 46 | 307 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 30 | 579 | 16984877 | 446773 | 112563 | 9389 | 803956 | 414960 | 404075 |
|  | Firms not operated for the entire year $\qquad$ | 6 | 6 | D | D | D | c | D | D | D |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 42 | 301 | 5311517 | 165934 | 38789 | 3993 | 336861 | 216268 | 209539 |
|  | Firms operated for the entire year | 41 | 297 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. |  |  |  |  |  |  |  |  |  |
|  | Firrs with 5 to 9 employees .. | 5 | 6 | 15691 | 1278 | 293 | 41 | 2525 | 1477 | 1150 |
|  | Firms with 10 to 19 employees | 11 | 17 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 8 | 20 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 35 | 452917 | 13897 | 3432 | 325 | 24165 | 38835 | 37198 |
|  | Firms with 100 employess or more. | 8 | 215 | 4393287 | 135431 | 31471 | 3219 | 282148 | 144463 | 145186 |
|  | Firms not operated for the entire year | 1 | 4 | D | D | D | a | D | D | D |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 17 | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  | Firms operated for the entire year | 17 | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  | Firms with less than 5 employees. | 4 | 4 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. | $-$ | 4 | D | D | D | - | D | D | D |
|  | Firms with 10 to 19 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 9 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 |  | 41 |  |  |  |  |  |  |  |
|  | employees. Firms with 100 employess or | 5 | 41 | 79711 | 8887 | 2091 | 328 | 19483 | 6135 | 6478 |
|  | more. | 5 | 185 | 321779 | 42208 | 10088 | 1257 | 84034 | 28424 | 28383 |
|  | Firms not operated for the entire year | - | - | - | - | - | - | - | - | - |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 32 | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218404 | Industrial containers \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 32 | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees <br> Firms with 10 to 19 | 5 ${ }^{5}$ | [ ${ }^{5}$ | 16737 D | 764 D | 167 D | 15 b | 1712 D | ${ }^{2}$ | ${ }_{\text {D }}$ |
|  | Firms with 10 to 19 employees | 5 | 6 | 24102 | 2805 | 619 | 63 | 5536 | 976 | 1080 |
|  | Firms with 20 to 49 employees. | 7 | 26 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. Firms with 100 employess or more | 4 | 7 | 59017 | 6007 | 1634 | 258 | $\begin{array}{r}16413 \\ \hline\end{array}$ | 4513 | 4610 |
|  | Firms not operated for the entire year | - | - | - | - | - | - | - | - | - |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 25 | 98 | 654866 | 67124 | 17160 | 1422 | 111682 | 53102 | 53498 |
|  | Firms operated for the entire year | 24 | 97 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 6 | 6 | 19259 | 828 | 193 | 16 | 1841 | 772 | 712 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 1 | 1 | D | D | D | a | D | D | D |
|  | employees | 4 | 9 | 31967 | 3066 | 660 | 53 | 4567 | 3511 | 4240 |
|  | Firms with 20 to 49 employees. | 4 | 14 | 57632 | 5419 | 1163 | 126 | 9647 | 8486 | 7504 |
|  | Firms with 50 to 99 employees. | 4 | 35 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. |  | 32 | 384118 | 43579 | 11049 | 865 | 68291 | 29313 | 29370 |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | b | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 107 | 400 | 13282606 | 328614 | 84606 | 6715 | 575193 | 324093 | 317785 |
|  | Firms operated for the entire year | 99 | 392 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 18 | 20 | 69940 | 2043 | 548 | 36 | 3803 | 1475 | 1369 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 15 | 18 | D |  | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 9 | 11 | 46119 | 4389 | 1063 | 114 | 8287 | 2497 | 2688 |
|  | Firms with 20 to 49 employees. | 17 | 27 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 28 | 186 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 12 | 130 | 11234203 | 219230 | 58167 | 3890 | 356104 | 206562 | 194998 |
|  | Firms not operated for the entire year | 8 | 8 | D | D | D | c | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . | 41 | 182 | 3466042 | 98546 | 23118 | 2107 | 189409 | 89856 | 87142 |
|  | Firms operated for the entire year. | 41 | 182 | 3466042 | 98546 | 23118 | 2107 | 189409 | 89856 | 87142 |
|  | Firms with less than 5 employees. | 9 | 9 | 8520 |  | 130 | 20 | 1299 | ${ }_{3}^{331}$ | 439 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 7 | 8 | 25016 | 2007 | 491 | 53 | 4208 | 3863 | 6239 |
|  | employees | 10 | 15 | 34923 | 4809 | 1068 | 148 | 10872 | 4219 | 4429 |
|  | Firms with 20 to 49 employees. | 5 | 10 | 134064 | 4688 | 1148 | 151 | 9097 | 3642 | 3570 |
|  | Firms with 50 to 99 employees. | 4 | 23 | 173411 | 14871 | 3669 | 326 | 27590 | 26660 | 25522 |
|  | Firms with 100 employess or more. | 6 | 117 | 3090108 | 71570 | 16612 | 1409 | 136343 | 51141 | 46943 |
|  | Firms not operated for the entire year |  |  |  |  |  | - | - | - | - |

[^316]Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




[^317]Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




[^318]Table 5. Employment Size of Firms: 1997-Con.




[^319]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ |  | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1725 | 12077 | 551309153 | 19154155 | 4795651 | 442761 | 42706128 | 13194314 | 13674060 |
|  | Firms operated for the entire year ............................ Firms with less than 5 | 1680 | 12002 | 542499683 | 19077003 | 4772263 | 440357 | 42019132 | 13117483 | 13592068 |
|  | Firms with less than 5 employees. | 204 | 225 | 1594654 | 29361 | 6619 | 540 | 83393 | 28792 | 25661 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 175 | 242 | 3717999 | 62282 | 14733 | 1192 | 154670 | 82217 | 80460 |
|  | employees............... | 232 | 425 | 6697674 | 161700 | 37300 | 3306 | 413810 | 218414 | 222298 |
|  | employees........ | 347 | 817 | 21539571 | 547499 | 138876 | 11244 | 1412544 | 869857 | 923125 |
|  | Firms with 50 to 99 employees | 233 | 857 | 25324980 | 756038 | 182922 | 16349 | 1826775 | 794849 | 830048 |
|  | $\begin{aligned} & \text { Firms w } \\ & \text { more. } \end{aligned}$ | 489 | 9436 | 483624805 | 17520123 | 4391813 | 407726 | 38127940 | 11123354 | 11510476 |
|  | Firms not operated for the entire year | 45 | 75 | 8809470 | 77152 | 23388 | 2404 | 686996 | 76831 | 81992 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 197 | 1596 | 42967916 | 1646092 | 410886 | 50760 | 3279924 | 633637 | 667898 |
|  | Firms operated for the entire year | 190 | 1588 | 42222127 | 1626626 | 406449 | 50243 | 3173499 | 629426 | 628952 |
|  | Firms with less than 5 employees. | 21 |  | 87397 |  |  | 47 | 6021 | 547 | 573 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 26 | 28 | 818585 | 7989 | 1797 | 187 | 14547 | 7297 | 7374 |
|  | employees | 29 | 62 | 1705055 | 25020 | 5110 | 429 | 54804 | 25997 | 24263 |
|  | employees........ | 37 | 131 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees | 28 | 130 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 49 | 1214 | 32621742 | 1435957 | 359743 | 46496 | 2752460 | 467029 | 474415 |
|  | Firms not operated for the entire year $\qquad$ | 7 | 8 | 745789 | 19466 | 4437 | 517 | 106425 | 4211 | 38946 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 48 | 294 | 16541542 | 310695 | 77028 | 5935 | 645393 | 203981 | 197089 |
|  | Firms operated for the entire year | 47 | 293 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 5 | 7 8 | 18024 | 412 | 111 | 9 | 930 | 34 | 35 |
|  | Firms with 5 to 9 employees .. | 7 | 8 | 614483 | 2392 | 610 | 48 | 4028 | 2620 | 2707 |
|  | employees | 6 | 10 | 1318407 | 9528 | 1966 | 89 | 27012 | 18793 | 16925 |
|  | Firms with 20 to 49 employees. | 10 | 46 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 10 | 83 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 9 | 139 | 9931186 | 239104 | 60109 | 4767 | 488422 | 133823 | 137682 |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 48 | 294 | 16541542 | 310695 | 77028 | 5935 | 645393 | 203981 | 197089 |
|  | Firms operated for the entire year | 47 | 293 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 5 | 7 | 18024 | 412 | 111 | 9 | 930 | 34 | 35 |
|  | Firms with 5 to 9 employees .. | 7 | 8 | 614483 | 2392 | 610 | 48 | 4028 | 2620 | 2707 |
|  | Firms with 10 to 19 employees. | 6 | 10 | 1318407 | 9528 | 1966 | 89 | 27012 | 18793 | 16925 |
|  | Firms with 20 to 49 employees. | 10 | 46 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees |  | 83 | D | D | D | f | D | D | D |
|  | ployees. <br> Firms with 100 employess or more $\qquad$ | 10 9 | 83 139 | 9931186 | 239104 | 60109 | 4767 | 488422 | 133 823 | 137682 |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 92 | 1051 | 11496650 | 910139 | 226621 | 36505 | 1707716 | 251732 | 249391 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42212 | Stationery \& office supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year Firms with less than 5 | 90 | 1049 | D | D | D | k | D | D | D |
|  | employees............... | 11 | 11 | 19612 | 1576 | 473 | 24 | 2517 | 234 | 208 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 11 | 17 | 39107 | 3128 | 808 | 85 | 6373 | 1740 | 1768 |
|  | employees. <br> Firms with 20 to 49 | 15 | 40 | 89619 | 8688 | 1745 | 228 | 18543 | 6689 | 6508 |
|  | employees............... | 15 | 49 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 14 | 46 | D | D | D | $f$ | D | D | D |
|  | more..................... | 24 | 886 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 2 | 2 | D | D | D | c | D | D | D |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 92 | 1051 | 11496650 | 910139 | 226621 | 36505 | 1707716 | 251732 | 249391 |
|  | Firms operated for the entire year | 90 | 1049 | D | D | D | k | D | D | D |
|  | Firmployees............... | 11 | 11 | 19612 | 1576 | 473 | 24 | 2517 | 234 | 208 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 11 | 17 | 39107 | 3128 | 808 | 85 | 6373 | 1740 | 1768 |
|  | employees | 15 | 40 | 89619 | 8688 | 1745 | 228 | 18543 | 6689 | 6508 |
|  | Firms with 20 to 49 employees. | 15 | 49 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 14 | 46 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 24 | 886 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 2 | 2 | D | D | D | c | D | D | D |
| 42213 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 80 | 251 | 14929724 | 425258 | 107237 | 8320 | 926815 | 177924 | 221418 |
|  | Firms operated for the entire year | 76 | 246 | 14667921 | 412120 | 104526 | 7970 | 857161 | 173713 | 182472 |
|  | Firms with less than 5 employees. | 9 | 10 | 90784 | 1739 | 454 | 22 | 3560 | 279 | 330 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 11 | 11 | 272438 | 4026 | 781 | 76 | 7065 | 4512 | 4523 |
|  | employees | 11 | 17 | 218682 | 8004 | 1814 | 156 | 15413 | 2299 | 2674 |
|  | Firms with 20 to 49 employees. | 15 | 35 | 930940 | 18775 | 5000 | 405 | 35958 | 10320 | 11277 |
|  | Firms with 50 to 99 employees. | 11 | 51 | D | D | D | $f$ | D | D | D |
|  | Firms with 100 employess or more. | 19 | 122 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 4 | 5 | 261803 | 13138 | 2711 | 350 | 69654 | 4211 | 38946 |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 80 | 251 | 14929724 | 425258 | 107237 | 8320 | 926815 | 177924 | 221418 |
|  | Firms operated for the entire year | 76 | 246 | 14667921 | 412120 | 104526 | 7970 | 857161 | 173713 | 182472 |
|  | Firms with less than 5 employees. | 9 | 10 | 90784 | 1739 | 454 | 22 | 3560 | 279 | 330 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 11 | 11 | 272438 | 4026 | 781 | 76 | 7065 | 4512 | 4523 |
|  | employees | 11 | 17 | 218682 | 8004 | 1814 | 156 | 15413 | 2299 | 2674 |
|  | Firms with 20 to 49 employees | 15 | 35 | 930940 | 18775 | 5000 | 405 | 35958 | 10320 | 11277 |
|  | Firms with 50 to 99 employees. | 11 | 51 | D | D | D | $f$ | D | D | D |
|  | Firms with 100 employess or more. | 19 | 122 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 4 | 5 | 261803 | 13138 | 2711 | 350 | 69654 | 4211 | 38946 |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 83 | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4222 | Drugs, \& druggists' sundries whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year. Firms with less than 5 | 82 | 357 | D | D | D | 1 | D | D | D |
|  | employees............... | 10 | 10 | 26557 | 1240 | 271 | 22 | 3412 | 741 | 1444 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 4 | 5 | 10979 | 718 | 172 | 24 | 2433 | 1409 | 1544 |
|  | employees | 4 | 15 | 50522 | 1821 | 563 | 52 | 3349 | 2413 | 2488 |
|  | Firms with 20 to 49 employees <br> Firms with 50 to 99 | 18 | 30 | 2006177 | 30290 | 8361 | 555 | 73113 | 58392 | 61993 |
|  | employees. | 7 | 21 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 39 | 276 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| $42221$ | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 83 | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Firms operated for the entire year ............................ | 82 | 357 | D | D | D | । | D | D | D |
|  | Firms with less than 5 employees | 10 | 10 | 26557 | 1240 | 271 | 22 | 3412 | 741 | 1444 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 4 | 5 | 10979 | 718 | 172 | 24 | 2433 | 1409 | 1544 |
|  | employees. | 4 | 15 | 50522 | 1821 | 563 | 52 | 3349 | 2413 | 2488 |
|  | Firms with 20 to 49 employees. | 18 | 30 | 2006177 | 30290 | 8361 | 555 | 73113 | 58392 | 61993 |
|  | Firms with 50 to 99 employees. | 7 | 21 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 39 | 276 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 83 | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Firms operated for the entire year... | 82 | 357 | D | D | D | I | D | D | D |
|  | Firms with less than 5 employees. | 10 | 10 | 26557 | 1240 | 271 | 22 | 3412 | 741 | 1444 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 4 | 5 | 10979 | 718 | 172 | 24 | 2433 | 1409 | 1544 |
|  | employees. | 4 | 15 | 50522 | 1821 | 563 | 52 | 3349 | 2413 | 2488 |
|  | Firms with 20 to 49 employees. | 18 | 30 | 2006177 | 30290 | 8361 | 555 | 73113 | 58392 | 61993 |
|  | Firms with 50 to 99 employees. | 7 | 21 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 39 | 276 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 83 | 358 | 90317145 | 3827803 | 948944 | 58960 | 8666126 | 2517364 | 2756060 |
|  | Firms operated for the entire year ........................... | 82 | 357 | D | D | D | I | D | D | D |
|  | Firms with less than 5 employees. | 10 | 10 | 26557 |  | 271 | 22 | 3412 | 741 +409 | 1444 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 4 | 5 | 10979 | 718 | 172 | 24 | 2433 | 1409 | 1544 |
|  | Firms with 10 to 19 employees | 4 | 15 | 50522 | 1821 | 563 | 52 | 3349 | 2413 | 2488 |
|  | Firms with 20 to 49 employees | 18 | 30 | 2006177 | 30290 | 8361 | 555 | 73113 | 58392 | 61993 |
|  | Firms with 50 to 99 employees. | 7 | 21 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 39 | 276 | D | D | D | । | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |

[^320]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 283 | 709 | 22808180 | 963347 | 238190 | 20459 | 2166712 | 1465168 | 1513039 |
|  | Firms operated for the entire year Firms with less than 5 | 272 | 686 | 22434367 | 946978 | 232430 | 19670 | 2132391 | 1418870 | 1490399 |
|  | employees................ | 43 | 46 | 322344 | 7318 | 1657 | 110 | 20003 | 7619 | 7995 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 31 | 40 | 1058987 | 15921 | 3406 | 204 | 37952 | 27120 | 34883 |
|  | Firms with 10 to 19 employees. | 47 | 68 | 1332875 | 39206 | 9217 | 660 | 86121 | 26569 | 29305 |
|  | Firms with 20 to 49 employees. | 64 | 111 | 2911477 | 125188 | 30428 | 2121 | 289919 | 166076 | 166800 |
|  | Firms with 50 to 99 employees. | 41 | 118 | 3655713 | 177229 | 43415 | 2857 | 377657 | 196672 | 204385 |
|  | Firms with 100 employess or more. | 46 | 303 | 13152971 | 582116 | 144307 | 13718 | 1320739 | 994814 | 1047031 |
|  | Firms not operated for the entire year | 11 | 23 | 373813 | 16369 | 5760 | 789 | 34321 | 46298 | 22640 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 112 | 245 | 6592566 | 246518 | 61096 | 4657 | 520679 | 166724 | 163647 |
|  | Firms operated for the entire year | 109 | 242 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 18 | 19 | 190829 | 2411 | 547 | 45 | 7755 | 1430 | 1424 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 13 | 19 | 337037 | 5539 | 1379 | 88 | 12632 | 7611 | 7230 |
|  | Firms with 10 to 19 employees. | 26 | 44 | 733816 | 21384 | 4804 | 357 | 48718 | 13091 | 13158 |
|  | Firms with 20 to 49 employees. | 29 | 69 | 1767750 | 63853 | 14905 | 1041 | 116490 | 44342 | 39929 |
|  | Firms with 50 to 99 employees. | 15 | 39 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 8 | 52 |  | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | a | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 112 | 245 | 6592566 | 246518 | 61096 | 4657 | 520679 | 166724 | 163647 |
|  | Firms operated for the entire year | 109 | 242 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 18 | 19 | 190829 | 2411 | 547 | 45 | 7755 | 1430 | 1424 |
|  | Firms with 5 to 9 employees .. | 13 | 19 | 337037 | 5539 | 1379 | 88 | 12632 | 7611 | 7230 |
|  | employees................. | 26 | 44 | 733816 | 21384 | 4804 | 357 | 48718 | 13091 | 13158 |
|  | Firms with 20 to 49 employees. | 29 | 69 | 1767750 | 63853 | 14905 | 1041 | 116490 | 44342 | 39929 |
|  | Firms with 50 to 99 employees. | 15 | 39 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 8 | 52 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 3 | 3 | D | D | D | a | D | D | D |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 95 | 194 | 5899943 | 217278 | 54350 | 3909 | 449240 | 135679 | 134323 |
|  | Firms operated for the entire year | 93 | 192 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 15 | 15 | $181428$ | 2123 | 475 | 39 | 6743 | 1101 | 1088 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 12 | 16 | D | D | D | b | D | D | D |
|  | employees | 24 | 39 | 685828 | 20063 | 4514 | 322 | 46482 | 12815 | 12873 |
|  | Firms with 20 to 49 employees. | 23 | 59 | 1457122 | 55917 | 12805 | 852 | 100522 | 35616 | 34861 |
|  | Firms with 50 to 99 employees. | 12 | 31 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 7 | 32 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year |  |  | D | D | D | a | D | D | D |

[^321]Table 5. Employment Size of Firms: 1997-Con.




[^322]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 86 | 233 | 6347552 | 248975 | 63198 | 5248 | 589565 | 294159 | 290081 |
|  | Firms operated for the entire year | 79 | 225 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 17 | 19 | 118180 | 3816 | 834 | 48 | 9850 | 5200 | 5552 |
|  | Firrs with 5 to 9 employees .. | 5 | 6 | 139720 | 3662 | 774 | 32 | 4691 | 7255 | 13013 |
|  | 10 to 19 employees Firs with 20 to 49 | 16 | 20 | 575541 | 14126 | 3445 | 233 | 29536 | 8278 | 10599 |
|  | Firms with 20 to 49 employees | 20 | 31 | 777193 | 35110 | 8329 | 627 | 84616 | 62246 | 64201 |
|  | Firms with 50 to 99 employees. | 10 | 33 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 11 | 116 |  | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 7 | 8 | D | D | D | e | D | D | D |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 22 | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Firms operated for the entire year | 22 | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Firms with less than 5 employees. | 1 | 1 |  |  |  | a |  | D | D |
|  | Firms with 5 to 9 employees ... | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 4 | 4 | 95327 | 4365 | 1132 | 63 | 9012 | - | - |
|  | Firms with 20 to 49 employees | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees | 5 | 7 | 632869 | 24828 | 6530 | 390 | 67060 | 53250 | 58047 |
|  | Firms with 100 employess or more. $\qquad$ | 8 | 13 | 1303351 | 89820 | 22243 | 1567 | 207318 | 191499 | 229722 |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 22 | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Firms operated for the entire year ............................ | 22 | 29 | 2119637 | 122446 | 30800 | 2105 | 293457 | 258538 | 304517 |
|  | Firms with less than 5 employees. | 1 |  |  |  |  |  |  |  |  |
|  | Firms with 5 to 9 employees... | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 4 | 4 | 95327 | 4365 | 1132 | 63 | 9012 | - | - |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 7 | 632869 | 24828 | 6530 | 390 | 67060 | 53250 | 58047 |
|  | Firms with 100 employess or more. | 8 | 13 | 632869 13031 | 89820 | 22243 | 1567 | 207318 | 191499 | 229722 |
|  | Firms not operated for the entire year | - | - |  | - | - | - | - | - | - |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 461 | 3765 | 145608857 | 6614860 | 1606055 | 188281 | 13850688 | 2165631 | 2258062 |
|  | Firms operated for the entire year | 454 | 3757 | 145537968 | 6609603 | 1602939 | 187966 | 13835742 | 2160495 | 2258060 |
|  | Firms with less than 5 employees. | 41 | 45 | 312532 | 4917 | 1119 | 108 | 19320 | 9072 | 6863 |
|  | Firrs with 5 to 9 employees .. | 30 | 41 | 357061 | 8523 | 1979 | 212 | 18617 | 4297 | 4026 |
|  | Firms with 10 to 19 employees. | 49 | 78 | 1059561 | 27434 | 6429 | 715 | 75621 | 75844 | 69873 |
|  | Firms with 20 to 49 employees. | 86 | 210 | 3394060 | 110635 | 29075 | 2850 | 373904 | 134890 | 155493 |
|  | Firms with 50 to 99 employees. | 69 | 206 | 3968399 | 158101 | 37972 | 4842 | 449785 | 129992 | 131822 |
|  | Firms with 100 employess or more. | 179 | 3177 | 136446355 | 6299993 | 1526365 | 179239 | 12898495 | 1806400 | 1889983 |
|  | Firms not operated for the entire year | 7 | 8 | 70889 | 5257 | 3116 | 315 | 14946 | 5136 | 2 |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 49 | 262 | 7449295 | 227226 | 59433 | 6436 | 766248 | 258770 | 287963 |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4224302 | Dairy product (except raw milk) whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year . ............................ | 86 | 505 | D | D | D | j | D | D | D |
|  | employees. . . . . . . . . . . . . . | 3 | 3 | 18118 | 527 | 132 | 12 | 2440 | 246 | 247 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 5 | 6 | 20568 | 1186 | 279 | 41 | 2635 | 244 | 245 |
|  | employees............... | 10 | 15 | 363354 | 6833 | 1656 | 156 | 15960 | 822 | 848 |
|  | Firms with 20 to 49 employees. | 20 | 77 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 15 | 50 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 33 | 354 | 8789071 | 685694 | 158167 | 17503 | 1636191 | 306413 | 318297 |
|  | Firms not operated for the entire year | 2 | 2 | D | D | D | a | D | D | D |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 19 | 54 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 19 | 54 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. | 2 | 2 | D | D | D | a | D | D | D |
|  | employees............... | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | 6 | 10 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 9 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 5 | 32 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 422440 | Poultry \& poultry product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 19 | 54 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 19 | 54 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2 | 2 | D | D | D | a | D | D | D |
|  | employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | 6 | 10 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 9 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 5 | 32 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 19 | 54 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 19 | 54 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to $49 \ldots \ldots \ldots$. | 6 | 10 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 9 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 5 | 32 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 42245 | Confectionery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 45 | 302 | 16592178 | 1242879 | 310472 | 37061 | 2148399 | 84367 | 83893 |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 4224906 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. <br> Other grocery specialties whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 81 | 325 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year ............................. | 80 | 324 | D | D | D | j | D | D | D |
|  | employees.......... | 18 | 19 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 6 | 6 | D | D | D | b | D | D | D |
|  | Femployees............... | 7 | 8 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 20 | 38 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 8 | 52 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 21 | 201 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year | 1 | 1 | D | D | D | a | D | D | D |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 361 | 2281 | 66366082 | 2396085 | 626620 | 46112 | 5063180 | 1911816 | 1928366 |
|  | Firms operated for the entire year | 352 | 2269 | 66299586 | 2387028 | 623251 | 45805 | 5052098 | 1892600 | 1928359 |
|  | Firms with less than 5 employees. . <br> Firms with 5 to 9 employees | 45 36 | 53 53 | 328395 | 7157 D | 1596 D | 118 e | 14602 D | 3554 | 4102 |
|  | Firms with 10 to 19 employees. | 54 | 108 | 1461360 | 42309 | 9539 | 752 | 96872 | 36427 | 42335 |
|  | Firms with 20 to 49 employees. | 93 | 243 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 43 | 142 | D | D | D | h | D | D | D |
|  | Firms with 100 employess or more. | 81 | 1670 | 45621275 | 1987594 | 526230 | 38498 | 4032072 | 1313571 | 1280097 |
|  | Firms not operated for the entire year $\qquad$ | 9 | 12 | 66496 | 9057 | 3369 | 307 | 11082 | 19216 | 7 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 120 | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Firms operated for the entire year ............................. | 116 | 334 | 14637567 | 346179 | 85725 | 6861 | 758388 | 557308 | 584774 |
|  | Firms with less than 5 employees. | 9 | 12 | 117793 |  | 324 | 25 | 4795 | 287 | 1094 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 18 | 29 | 316148 | 7499 | 1909 | 127 | 16177 | 6288 | 6377 |
|  | employees. | 21 | 42 | 466653 | 16714 | 4081 | 294 | 37398 | 21125 | 26490 |
|  | Firms with 20 to 49 employees. | 32 | 76 | 2444948 | 53953 | 13994 | 1050 | 126406 | 127362 | 127197 |
|  | Firms with 50 to 99 employees. | 15 | 43 | 2922784 | 59376 | 13524 | 1142 | 148546 | 78396 | 109173 |
|  | Firms with 100 employess or more. $\qquad$ | 21 | 132 | 8369241 | 206464 | 51893 | 4223 | 425066 | 323850 | 314443 |
|  | Firms not operated for the entire year $\qquad$ | 4 | 4 | 51560 | 1792 | 1460 | 234 | 2172 | 18105 | - |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 120 | 338 | 14689127 | 347971 | 87185 | 7095 | 760560 | 575413 | 584774 |
|  | Firms operated for the entire year | 116 | 334 | 14637567 | 346179 | 85725 | 6861 | 758388 | 557308 | 584774 |
|  | Firms with less than 5 employees. | 9 | 12 | 117793 | 2173 | 324 | 25 |  | 287 | 1094 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 18 | 29 | 316148 | 7499 | 1909 | 127 | 16177 | 6288 | 6377 |
|  | employees. | 21 | 42 | 466653 | 16714 | 4081 | 294 | 37398 | 21125 |  |
|  | Firms with 20 to $49 \ldots \ldots \ldots$. | 32 | 76 | 2444948 | 53953 | 13994 | 1050 | 126406 | 127362 | 127197 |
|  | Firms with 50 to 99 employees. | 15 | 43 | 2922784 | 59376 | 13524 | 1142 | 148546 | 78396 | 109173 |
|  | Firms with 100 employess or more. | 21 | 132 | 8369241 | 206464 | 51893 | 4223 | 425066 | 323850 | 314443 |
|  | Firms not operated for the entire year |  | 4 | $51560$ | $1792$ | $1460$ | 234 | 2172 | 18105 | - |

[^323]Table 5. Employment Size of Firms: 1997-Con.




[^324]Table 5. Employment Size of Firms: 1997-Con.




[^325]Table 5. Employment Size of Firms: 1997-Con.




[^326]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 422720 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. <br> Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 61 | 379 | 32218482 | 336522 | 92518 | 5620 | 1304434 | 321489 | 314628 |
|  | Firms operated for the entire year .......................... | 58 | 374 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees | 11 | 13 | ${ }_{617}$ D | D | ${ }_{1}{ }^{\text {D }}$ | b | D | D | D |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 9 | 14 | 617013 | 4442 | 1123 | 61 | 13929 | 1419 | 1205 |
|  | employees <br> Firms with 20 to 49 | 11 | 21 | 744640 | 6554 | 1580 | 148 | 19633 | 28569 | 27069 |
|  | employees | 9 | 32 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 6 | 33 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 12 | 261 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 5 | D | D | D | e | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 28 | 161 | D | D | D | i | D | D | D |
|  | Firms operated for the entire year | 27 | 160 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees . . Firms with 10 to 19 | 1 | 1 | D | D | D | a | D | D | D |
|  | employees | 5 | 8 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 6 | 7 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 12 | 139 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 9 | 28 | D | D | D | h | D | D | D |
|  | Firms operated for the entire year | 9 | 28 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. | - | - | - |  | - | - | - | - | - |
|  | Firms with 10 to 19 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 3 | 4 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more $\qquad$ | 3 | 19 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 422810 | Beer \& ale whsleAll firms . |  |  |  |  |  |  |  |  |  |
|  |  | 9 | 28 | D | D | D | h | D | D | D |
|  | Firms operated for the entire | 9 | 28 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees | - | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 2 | 2 | D | D | D | b | D | D | D |
|  | employees. <br> Firms with 20 to 49 employees. | 3 | 4 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 3 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 3 | 19 | D | D | D | h | D | D | D |
|  | Firms not operated for the entire year |  |  |  | - | - | - | - | - | - |

[^327]Table 5. Employment Size of Firms: 1997-Con.




[^328]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42291 | Farm supplies whsle <br> All firms $\qquad$ | 99 | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  | Firms operated for the entire year | 98 | 717 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees | 14 | 15 | 98530 |  | 296 | 45 |  |  |  |
|  | Firms with 5 to 9 employees... Firms with 10 to 19 | 16 | 25 | 130817 | 4587 | 1110 | 103 | 10887 | 13841 | 13139 |
|  | employees............... | 12 | 23 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 19 | 72 | D | D | D | $f$ | D | D | D |
|  | Firms with 50 to 99 employees. | 10 | 71 | 924155 | 31727 | 7781 | 708 | 69488 | 45290 | 63756 |
|  | Firms with 100 employess or more. $\qquad$ | 27 | 511 | 16497002 | 707467 | 194650 | 13194 | 1537199 | 699435 | 714164 |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 99 | 718 | 18788908 | 768644 | 209649 | 14723 | 1698218 | 846883 | 872435 |
|  | Firms operated for the entire year .......................... | 98 | 717 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 14 | 15 | 98530 | 1283 | 296 | 45 | 4079 | 1561 | 1820 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 16 | 25 | 130817 | 4587 | 1110 | 103 | 10887 | 13841 | 13139 |
|  | employees............... | 12 | 23 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 19 | 72 | D | D | D | $f$ | D | D | D |
|  | Firms with 50 to 99 employees. | 10 | 71 | 924155 | 31727 | 7781 | 708 | 69488 | 45290 | 63756 |
|  | Firms with 100 employess or more. | 27 | 511 | 16497002 | 707467 | 194650 | 13194 | 1537199 | 699435 | 714164 |
|  | Firms not operated for the entire year $\qquad$ | 1 | 1 | D | D | D | a | D | D | D |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 57 | 510 | 3131362 | 175680 | 47898 | 5749 | 432124 | 307739 | 315598 |
|  | Firms operated for the entire year | 57 | 510 | 3131362 | 175680 | 47898 | 5749 | 432124 | 307739 | 315598 |
|  | Firms with less than 5 employees. | 8 | 9 | 22686 |  | 194 | 23 | 2171 | 527 | 476 |
|  | Firms with 5 to 9 employees.. <br> Firms with 10 to 19 | 10 | 13 | 53052 | 2376 | 531 | 73 | 6151 | 3551 | 3620 |
|  | employees | 8 | 15 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 10 | 45 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 9 | 48 | 522938 | 21126 | 5865 | 590 | 60844 | 36575 | 39007 |
|  | Firms with 100 employess or more. $\qquad$ | 12 | 380 | 2307645 | 142236 | 38945 | 4694 | 332184 | 251387 | 260730 |
|  | Firms not operated for the entire year $\qquad$ | - | - | - | - | - | - | - | - | - |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 65 | 208 | 15657546 | 592964 | 161751 | 8974 | 1266094 | 539144 | 556837 |
|  | Firms operated for the entire year | 63 | 206 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees. | 13 | 14 | 104194 | 1324 | 314 | 38 | 3701 | 1180 | 1511 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 7 | 12 | 85906 | 2191 | 560 | 45 | 5160 | 17402 | 15940 |
|  | employees | 11 | 20 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 12 | 39 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 3 | 17 | 601365 | 17312 | 3670 | 238 | 27602 | - | - |
|  | Firms with 100 employess or more. | 17 | 104 | 13768961 | 553077 | 152654 | 8197 | 1172137 | 435926 | 442594 |
|  | Firms not operated for the entire year $\qquad$ | 2 | 2 | D | D | D | a | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 129 | 674 | 14024800 | 817849 | 207016 | 17026 | 1918824 | 410884 | 421998 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{\text {1 }}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42292 | Book, periodical, \& newspaper whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 124 | 658 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 18 | 19 | 131987 | 2334 | 546 | 50 | 5125 | 450 | 124 |
|  | Firms with 5 to 9 employees .. | 12 | 20 | 193262 | 5887 | 1328 | 85 | 9583 | 973 | 978 |
|  | Firms with 10 to 19 employees. | 17 | 32 | 167973 | 12191 | 3322 | 259 | 40255 | 5313 | 6913 |
|  | employees....... | 23 | 61 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 15 | 41 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 39 | 485 | 11981299 | 706633 | 179734 | 14770 | 1665384 | 384435 | 398099 |
|  | Firms not operated for the entire year | 5 | 16 | D | D | D | c | D | D | D |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 129 | 674 | 14024800 | 817849 | 207016 | 17026 | 1918824 | 410884 | 421998 |
|  | Firms operated for the entire year | 124 | 658 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 18 | 19 | 131987 | 2334 | 546 | 50 | 5125 | 450 | 124 |
|  | Firms with 5 to 9 employees .. | 12 | 20 | 193262 | 5887 | 1328 | 85 | 9583 | 973 | 978 |
|  | Firms with 10 to 19 employees. | 17 | 32 | 167973 | 12191 | 3322 | 259 | 40255 | 5313 | 6913 |
|  | Firms with 20 to 49 employees. | 23 | 61 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees | 15 | 41 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 39 | 485 | 11981299 | 706633 | 179734 | 14770 | 1665384 | 384435 | 398099 |
|  | Firms not operated for the entire year | 5 | 16 | D | D | D | c | D | D | D |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 10 | 12 | 79855 | 7757 | 1813 | 430 | 19156 | 13541 | 13752 |
|  | Firms operated for the entire year | 9 | 10 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees | - | - |  | - | - | - | - | - |  |
|  | Firms with 5 to 9 employees .. | 2 | 3 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 3 | 3 | 16726 | 780 | 228 | 36 | 1797 | 1436 | 1267 |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 1 | 2 | D | D | D | a | D | D | D |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 10 | 12 | 79855 | 7757 | 1813 | 430 | 19156 | 13541 | 13752 |
|  | Firms operated for the entire year | 9 | 10 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees | - | - |  | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. | 2 | 3 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 3 | 3 | 16726 | 780 | 228 | 36 | 1797 | 1436 | 1267 |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees............... Firms with 100 employess or | 1 | 1 | D | D | D | b | D | D | D |
|  | more..................... | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 1 | 2 | D | D | D | a | D | D | D |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 13 | 62 | 18550203 | 407935 | 106130 | 11349 | 884657 | 47682 | 69662 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' <br> SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42294 | Tobacco \& tobacco product whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 13 | 62 | 18550203 | 407935 | 106130 | 11349 | 884657 | 47682 | 69662 |
|  | Firms with less than 5 |  |  |  |  |  |  |  |  |  |
|  | employees. <br> Firms with 5 to 9 employees . | - | - | - | - | - | - | - | - | - |
|  | Firms with 10 to 19 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | 3 | 5 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 8 | 55 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year |  |  | - | - | - | - | - | - | - |
| $422940$ | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 13 | 62 | 18550203 | 407935 | 106130 | 11349 | 884657 | 47682 | 69662 |
|  | Firms operated for the entire year... | 13 | 62 | 18550203 | 407935 | 106130 | 11349 | 884657 | 47682 | 69662 |
|  | Firms with less than 5 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. | - | - | - | - | - | - | - | - |  |
|  | Firms with 10 to 19 employees | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees | - | - | - | - | - | - | - | - |  |
|  | Firms with 50 to 99 employees | 3 | 5 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 8 | 55 | D | D | D | j | D | D | D |
|  | Firms not operated for the entire year |  | - | - | - | - | - | - | - | - |
| 42295 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 58 | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Firms operated for the entire year. | 58 | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Firms with less than 5 employees. | 11 | 16 | 64509 | 1375 | 318 | 35 | 3991 | 1498 | 1716 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 11 | 19 | 29136 | 1850 | 582 | 67 | 6470 | 2474 | 2196 |
|  | employees................ | 11 | 20 | 81299 | 4805 | 1348 | 146 | 18229 | 6890 | 7428 |
|  | Firms with 20 to 49 employees. | 8 | 11 | 194380 | 12831 | 3051 | 266 | 30447 | 20596 | 21617 |
|  | Firms with 50 to 99 employees. | 7 | 31 | 252794 | 18640 | 4409 | 482 | 40583 | 13270 | 13089 |
|  | Firms with 100 employess or more. | 10 | 259 | 2365241 | 144548 | 34625 | 3492 | 456993 | 164524 | 171351 |
|  | Firms not operated for the entire year | - | - | - | - | - | - | - | - | - |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 58 | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Firms operated for the entire year | 58 | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Firms with less than 5 employees | 11 | 16 |  | 1375 1350 | 318 | 35 | $3991$ | 1498 | 1716 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 11 | 19 | 29136 | 1850 | 582 | 67 | $6470$ | 2474 | 2196 |
|  | employees. | 11 | 20 | 81299 | 4805 | 1348 | 146 | 18229 | 6890 | 7428 |
|  | Firms with 20 to 49 employees. | 8 | 11 | 194380 | 12831 | 3051 | 266 | 30447 | 20596 | 21617 |
|  | Firms with 50 to 99 employees. | 7 | 31 | 252794 | 18640 | 4409 | 482 | 40583 | 13270 | 13089 |
|  | Firms with 100 employess or more. | 10 | 259 | 2365241 | 144548 | 34625 | 3492 | 456993 | 164524 | 171351 |
|  | Firms not operated for the entire year | - | - | - | - | - | - | - | - | - |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 58 | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4229501 | Paint, varnish, \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 58 | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | employees............... | 11 | 16 | 64509 | 1375 | 318 | 35 | 3991 | 1498 | 1716 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 11 | 19 | 29136 | 1850 | 582 | 67 | 6470 | 2474 | 2196 |
|  | employees | 11 | 20 | 81299 | 4805 | 1348 | 146 | 18229 | 6890 | 7428 |
|  | employees. | 8 | 11 | 194380 | 12831 | 3051 | 266 | 30447 | 20596 | 21617 |
|  | Firms with 50 to 99 employees $\qquad$ Firms with 100 employess or | 7 | 31 | 252794 | 18640 | 4409 | 482 | 40583 | 13270 | 13089 |
|  |  | 10 | 259 | 2365241 | 144548 | 34625 | 3492 | 456993 | 164524 | 171351 |
|  | Firms not operated for the entire year $\qquad$ |  | - | - | - | - | - | - | - | - |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 82 | 114 | D | D | D | h | D | D | D |
|  | Firms operated for the entire year ............................. | 79 | 111 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 20 | 22 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 13 | 16 | D | D | D | b | D | D | D |
|  | employees | 13 | 19 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 15 | 25 | D | D | D | e | D | D | D |
|  | Firms employees. .............. | 9 | 17 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 9 | 12 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | b | D | D | D |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 82 | 114 | D | D | D | h | D | D | D |
|  | Firms operated for the entire year | 79 | 111 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 20 | 22 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 13 | 16 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees | 13 | 19 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 15 | 25 | D | D | D | e | D | D | D |
|  | Firms with 50 to $99 \ldots . . . . . . . .$. | 9 | 17 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. |  | 12 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 3 | 3 | D | D | D | b | D | D | D |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 14 | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Firms operated for the entire year | 14 | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Firms with less than 5 employees. | 1 |  |  |  | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | 5 | 5 | 31791 | 4242 | 1063 | 163 | 9699 | 6245 | 7064 |
|  | Firms with 50 to 99 employees | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 3 | 3 | 231234 | 16653 | 4043 | 614 | 42056 | 21764 | 22936 |
|  | Firms not operated for the entire year | - | - | - | - | - | - | - | - | - |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |  |
|  |  | 7 | 8 | 630129 | 38929 | 10597 | 648 | 84433 | 12259 | 20528 |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . | 30451 | r32 022 | '257 371090 | r6 770114 | r1 521895 | r162 155 | 12275926 | 433137 | 471467 |
|  | Firms operated for the entire year .......................... Firms with less than 5 | 27106 | 28659 | 250828119 | 6602528 | 1489407 | 158688 | 11934268 | 432143 | 469298 |
|  | employees................ | 19591 | 19726 | 62573044 | 1797612 | 393490 | 38237 | 3491206 | 66672 | 65782 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 4831 | 5198 | 49144734 | 1609698 | 358164 | 30963 | 2844903 | 95779 | 112203 |
|  | employees. <br> Firms with 20 to 49 | 1901 | 2366 | 39956101 | 1319478 | 298467 | 24470 | 2230133 | 97355 | 115065 |
|  | employees. <br> Firm with 50 to 0 | 612 | 972 | 31502379 | 889795 | 207556 | 17453 | 1530141 | 98316 | 95598 |
|  | employees employit 100 ............ | 113 | 169 | 8213395 | 263395 | 61920 | 7572 | 477547 | 59293 | 65725 |
|  | more..................... | 58 | 228 | 59438466 | 722550 | 169810 | 39993 | 1360338 | 14728 | 14925 |
|  | Firms not operated for the entire year | 3345 | 3363 | 6542971 | 167586 | 32488 | 3467 | 341658 | 994 | 2169 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1655 | 1810 | r75 470396 | r937 928 | '213 493 | 45938 | 1828337 | 47179 | 50185 |
|  | Firms operated for the entire year | 1447 | 1602 | 74945588 | 927757 | 211716 | 45648 | 1807095 | 47159 | 50185 |
|  | Firms with less than 5 employees. | 941 | 943 | 5430572 | 104272 | 22523 | 1772 | 204981 | 4278 | 5659 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 228 | 233 | 4930118 | 97315 | 23052 | 1466 | 174934 | 3126 | 3110 |
|  | employees. | 118 | 127 | 3239874 | 82699 | 16705 | 1563 | 141924 | 6195 | 6260 |
|  | Firms with 20 to 49 employees | 81 | 92 | 4894164 | 82709 | 18005 | 2544 | 158220 | 23663 | 23132 |
|  | Pimployees. .............. | 42 | 48 | 2531316 | 52671 | 11911 | 2910 | 97738 | 2796 | 3257 |
|  | Firms with 100 employess or more. | 37 | 159 | 53919544 | 508091 | 119520 | 35393 | 1029298 | 7101 | 8767 |
|  | Firms not operated for the entire year | 208 | 208 | 524808 | 10171 | 1777 | 290 | 21242 | 20 | - |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 500 | 630 | r58 536229 | r582 615 | r134 698 | 40663 | 1202452 | 22706 | 26216 |
|  | Firms operated for the entire year | 409 | 539 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 208 |  |  |  |  |  |  |  | D |
|  | Firms with 5 to 9 employees .. | 44 | 45 | 430826 | 9065 | 1948 | 283 | 22506 | 636 | 517 |
|  | employees. ............... | 38 | 39 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 50 | 54 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 33 | 35 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 36 | 158 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 91 | 91 | D | D | D | c | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 500 | 630 | r58 536229 | r582 615 | r134 698 | 40663 | 1202452 | 22706 | 26216 |
|  | Firms operated for the entire year | 409 | 539 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. | 208 | 208 |  |  |  | e | D | D | D |
|  | Firms with 5 to 9 employees .. | 44 | 45 | 430826 | 9065 | 1948 | 283 | 22506 | 636 | 517 |
|  | Firms with 10 to 19 employees. | 38 | 39 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 50 | 54 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 | 33 | 35 |  | D | D |  | D | D | D |
|  | Firms with 100 employess or more. | 33 36 | 35 158 | D | D | D | k | D | D | D |
|  | Firms not operated for the entire year | 91 | 91 | D | D | D | c | D | D | D |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 371 | 497 | '57 491226 | '557 193 | ${ }^{\text {r }} 129815$ | 39692 | 1149865 | 17685 | 12488 |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4211101 | Automobile \& motorcycle whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 303 | 429 | 57308354 | 553800 | 129434 | 39548 | 1141975 | 17684 | 12488 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees .. Firms with 10 to 19 | $\begin{array}{r}136 \\ 29 \\ \hline\end{array}$ | 136 29 | 536845 D | 8559 | 1728 D | 241 c | 20886 | 282 | 990 |
|  | employees | 30 | 31 | D | D | D | e | D | D | D |
|  | employees | 43 | 44 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 32 | 34 | D | D | D | g | D | D | D |
|  | Firms with 100 employess or more. | 33 | 155 | 52978195 | 488052 | 114892 | 34908 | 992602 | 6988 | 7829 |
|  | Firms not operated for the entire year $\qquad$ | 68 | 68 | 182872 | 3393 | 381 | 144 | 7890 | 1 | - |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 26 | 26 | D | D | D | c | D | D | D |
|  | Firms operated for the entire year. | 20 | 20 | D | D | D | c | D | D | D |
|  | Firms with less than 5 employees. | 14 | 14 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 2 | 2 | D | D | D | a | D | D | D |
|  | employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | - | - | _ | - | - | - | - | - | _ |
|  | Firms with 50 to 99 | - | - | - | - | - | - | - | - |  |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 6 | 6 | D | D | D | a | D | D | D |
| 4211103 | Light truck \& van ( $14,000 \mathrm{lb}$ or less) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .. | 21 | 21 | 196491 | 3630 | 748 | 229 | 7278 | 709 | 1689 |
|  | Firms operated for the entire year | 16 | 16 | D | D | D | c | D | D | D |
|  | Firms with less than 5 employees. | 10 | 10 | 35830 | 416 | 95 | 16 | 773 | 596 | 751 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 3 | 3 | 39762 | 559 | 119 | 18 | 1609 | - |  |
|  | Firms with 10 to 19 employees | - | - | - | - | - | - | - | - | - |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | _ |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 5 | 5 | D | D | D | a | D | D | D |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 16 | 16 | D | D | D | b | D | D | D |
|  | Firms operated for the entire year | 11 | 11 | D | D | D | b | D | D | D |
|  | Firms with less than 5 employees. | 7 | 7 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 2 | 2 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 5 | 5 | D | D | D | a | D | D | D |

[^329]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 4211105 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. <br> Heavy truck \& tractor (over 26,000 lb) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 66 | 70 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year. | 59 | 63 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 41 | 41 9 | D | D | D | b | ${ }_{\text {D }}^{\text {D }}$ | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | employees | 4 | 4 | D | D | D | b | D | D | D |
|  | employees | 4 | 7 | D | D | D | c | D | D | D |
|  | employees | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 7 | 7 | D | D | D | a | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1109 | 1129 | ${ }^{1} 16750610$ | 349057 | 77461 | 5106 | 613599 | 23671 | 23083 |
|  | Firms operated for the entire year | 996 | 1016 | D | D | D | h | D | D | D |
|  | employees. ......... | 699 | 701 | 4569340 | 87852 | 19261 | 1340 | 166953 | 2731 | 3100 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 179 | 183 | 4467431 | 86895 | 20769 | 1152 | 149553 | 2278 | 2398 |
|  | employees................ | 77 | 84 | 2726064 | 70375 | 14508 | 978 | 116854 | 3223 | 3572 |
|  | Firms with 20 to 49 employees. | 32 | 36 | 2715958 | 55998 | 12140 | 867 | 97986 | 14403 | 12662 |
|  | Fermployees.......... | 8 | 11 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. |  | 1 |  | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 113 | 113 | D | D | D | c | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1109 | 1129 | ${ }^{1} 16750610$ | 349057 | 77461 | 5106 | 613599 | 23671 | 23083 |
|  | Firms operated for the entire year | 996 | 1016 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 699 | 701 | 4569340 | 87852 | 19261 | 1340 | 166953 | 2731 | 3100 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 179 | 183 | 4467431 | 86895 | 20769 | 1152 | 149553 | 2278 | 2398 |
|  | employees............. | 77 | 84 | 2726064 | 70375 | 14508 | 978 | 116854 | 3223 | 3572 |
|  | Firms with 20 to 49 employees. | 32 | 36 | 2715958 | 55998 | 12140 | 867 | 97986 | 14403 | 12662 |
|  | Firms with 50 to 99 employees. | 8 | 11 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. |  | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 113 | 113 | D | D | D | c | D | D | D |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 388 | 395 | '4 646827 | 101692 | 22176 | 1861 | 179893 | 13029 | 11326 |
|  | Firms operated for the entire year | 341 | 348 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 230 | 230 | 934361 | 20522 | 4361 |  |  | 490 | 639 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 66 | 66 | D | D | D | e | D | D | D |
|  | employees................ | 32 | 35 | 779522 | 24174 | 4647 | 407 | 41979 | 731 | 748 |
|  | Firms with 20 to 49 employees. | 11 | 13 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 47 | 47 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




[^330]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2814 | 2849 | 14278989 | 398144 | 92024 | 9253 | 807053 | 15140 | 16594 |
|  | Firms operated for the entire year. | 2528 | 2562 | 13783929 | 386017 | 89901 | 9014 | 779170 | 15140 | 16581 |
|  | Firms with less than 5 employees. | 2092 | 2096 | 7227042 | 170485 | 37412 | 3780 | 362003 | 4538 | 4618 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 291 | 303 | 2663944 | 86882 | 19113 | 1830 | 168709 | 2854 | 3073 |
|  | employees............... | 91 | 99 | 2073720 | 50575 | 12473 | 1189 | 93373 | 4021 | 4948 |
|  | employees....... | 42 | 49 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 11 | 13 | 452252 | 27733 | 7218 | 743 | 51569 | 2405 | 2460 |
|  | Firms with 100 employess or more. | 1 | 2 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 286 | 287 | 495060 | 12127 | 2123 | 239 | 27883 | - | 13 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1553 | 1570 | 7397432 | 216906 | 52079 | 4951 | 434452 | 7544 | 7693 |
|  | Firms operated for the entire year | 1393 | 1410 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 1165 | 1166 | 3921799 | 92433 | 20995 | 2043 | 189353 | 2524 | 2256 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 156 | 162 | 1289328 | 46155 | 10306 | 988 | 87140 | 945 | 1258 |
|  | Firms with 10 to 19 employees. | 45 | 49 | D | D | D | f | D | D | D |
|  |  | 20 | 24 | 773205 | 23217 | 7688 | 609 | 55807 | 1146 | 1331 |
|  | Firms with 50 to 99 employees. | 6 | 7 | 187558 | 14355 | 3519 | 433 | 25791 | 2405 | 2460 |
|  | Firms with 100 employess or more. | 1 | 2 |  | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 160 | 160 | D | D | D | c | D | D | D |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1553 | 1570 | 7397432 | 216906 | 52079 | 4951 | 434452 | 7544 | 7693 |
|  | Firms operated for the entire year | 1393 | 1410 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 1165 | 1166 | 3921799 | 92433 | 20995 | 2043 | 189353 | 2524 |  |
|  | Firms with 5 to 9 employees .. | 156 | 162 | 1289328 | 46155 | 10306 | 988 | 87140 | 945 | 1258 |
|  | Firms with 10 to 19 employees | 45 | 49 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 20 | 24 | 773205 | 23217 | 7688 | 609 | 55807 | 1146 | 1331 |
|  | Firms with 50 to 99 employees. | 6 | 7 | 187558 | 14355 | 3519 | 433 | 25791 | 2405 | 2460 |
|  | Firms with 100 employess or more. | 1 | 2 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 160 | 160 | D | D | D | c | D | D | D |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 935 | 938 | 4824140 | 114108 | 28070 | 2552 | 241168 | 4067 | 2937 |
|  | Firms operated for the entire year | 846 | 849 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 766 | 766 | 2990260 | 60978 | 14023 | 1298 | 128583 |  | 1349 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 51 | 51 | 530462 | 16383 | 3511 | 331 | 31102 | 648 | 694 |
|  | employees. . . . . . . . . . . . . | 15 | 15 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 11 | 13 | 576397 | 13072 | 5179 | 325 | 34587 | 78 | 224 |
|  | Firms with 50 to 99 |  |  |  |  |  |  | D |  |  |
|  | employees. <br> Firms with 100 employess or | 2 | 2 | D | D | D | c | D | D | D |
|  | more...................... | 1 | 2 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 89 | 89 | D | D | D | b | D | D | D |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 618 | 632 | 2573292 | 102798 | 24009 | 2399 | 193284 | 3477 | 4756 |

[^331]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212102 | Office \& business furniture whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ............................. | 547 | 561 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 399 | 400 | 931539 | 31455 | 6972 | 745 | 60770 | 775 | 907 |
|  | Firms with 5 to 9 employees .. | 105 | 111 | 758866 | 29772 | 6795 | 657 | 56038 | 297 | 564 |
|  | Firms with 10 to 19 employees. | 30 | 34 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 9 | 11 | 196808 | 10145 | 2509 | 284 | 21220 | 1068 | 1107 |
|  | Firms with 50 to 99 employees. Firms with 100 employess or | 4 | 5 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more.............................. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 71 | 71 | D | D | D | b | D | D | D |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1261 | 1279 | 6881557 | 181238 | 39945 | 4302 | 372601 | 7596 | 8901 |
|  | Firms operated for the entire year | 1135 | 1152 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. |  | 930 | 3305243 | 78052 | 16417 | 1737 | 172650 | 2014 | 2362 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 135 | 141 | 1374616 | 40727 | 8807 | 842 | 81569 | 1909 | 1815 |
|  | employees............... | 46 | 50 | D | D | D | f | D | D | D |
|  | Firms with 20 to $49 \ldots . . . . . .$. . | 22 | 25 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 6 | 264694 | 13378 | 3699 | 310 | 25778 | - | _ |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 126 | 127 | D | D | D | c | D | D | D |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1261 | 1279 | 6881557 | 181238 | 39945 | 4302 | 372601 | 7596 | 8901 |
|  | Firms operated for the entire year | 1135 | 1152 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 927 | 930 | 3305243 | 78052 | 16417 | 1737 | 172650 | 2014 | 2362 |
|  | Firms with 5 to 9 employees .. | 135 | 141 | 1374616 | 40727 | 8807 | 842 | 81569 | 1909 | 1815 |
|  | Firms with 10 to 19 employees. | 46 | 50 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 22 | 25 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 5 | 6 | 264694 | 13378 | 3699 | 310 | 25778 | - | - |
|  | Firms with 100 employess or more. | 5 | 6 | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 126 | 127 | D | D | D | c | D | D | D |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 274 | 279 | 2350666 | 55000 | 12226 | 1167 | 108301 | 3369 | 4958 |
|  | Firms operated for the entire year | 258 | 263 | 2273742 | 53593 | 11801 | 1136 | 105000 | 3369 | 4958 |
|  | Firms with less than 5 employees. | 198 | 199 | 832156 | 18764 | 3686 | 428 | 42862 | 246 | 313 |
|  | Firms with 5 to 9 employees .. | 40 | 43 | D | D | D | e | D | D | D |
|  | Firms with 10 to 19 employees. | 14 | 14 | 750027 | 12044 | 2590 | 194 | 21202 | 2091 | 3536 |
|  | Firms with 20 to 49 employees. | 4 | 4 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees | 2 | 3 | D | D | D |  | D | D | D |
|  | Firms with 100 employess or more. | 2 | 3 - | D | D | - | c | D | - | D |
|  | Firms not operated for the entire year $\qquad$ | 16 | 16 | 76924 | 1407 | 425 | 31 | 3301 | - | - |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . | 241 | 242 | 1461021 | 35906 | 7567 | 742 | 70901 | 403 | 394 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4212202 | Linens, domestics, draperies, \& curtains whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ........................... Firms with less than 5 | 217 | 218 | D | D | D | f | D | D | D |
|  | employees............... | 182 | 182 | 1013094 | 19042 | 4006 | 339 | 39973 | 100 | 122 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 23 | 23 | 178304 | 6917 | 1334 | 145 | 13130 | 139 | 138 |
|  | Firms with 10 to 19 employees. | 7 | 8 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 5 | 5 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | _ | - | _ | - | - | _ | - |
|  | Firms not operated for the entire year | 24 | 24 | D | D | D | b | D | D | D |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ....... | 225 | 225 | 660505 | 20246 | 4414 | 574 | 43448 | 768 | 615 |
|  | Firms operated for the entire year | 200 | 200 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 179 | 179 | 473052 | 12182 | 2751 | 320 | 28229 | 502 | 562 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 13 | 13 | 100742 | 4117 | 812 | 85 | 7693 | 250 | 37 |
|  | Firms with 10 to 19 employees. | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 25 | 25 | D | D | D | a | D | D | D |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 521 | 533 | 2409365 | 70086 | 15738 | 1819 | 149951 | 3056 | 2934 |
|  | Firms operated for the entire year | 460 | 471 | 2303459 | 68085 | 15427 | 1763 | 145044 | 3056 | 2934 |
|  | Firms with less than 5 employees. | 368 | 370 | $986941$ | 28064 | 5974 |  | 61586 |  |  |
|  | Firms with 5 to 9 employees .. | 59 | 62 | D |  | D | e | D | D | D |
|  | employees............... | 20 | 23 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 10 | 13 | 231669 | 9143 | 1979 | 302 | 14438 | 12 | 12 |
|  | Firms with 50 to 99 employees. | 3 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 61 | 62 | 105906 | 2001 | 311 | 56 | 4907 | - | - |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 1384 | 1397 | 6492752 | 169286 | 35851 | 3765 | 312694 | 13645 | 16535 |
|  | Firms operated for the entire year | 1224 | 1237 | 6191804 | 163238 | 34932 | 3642 | 300215 | 13645 | 16489 |
|  | Firms with less than 5 employees | 1025 | 1030 | 3366475 | 84681 | 18304 | 1922 | 162612 | 3118 | 1753 |
|  | Firms with 5 to 9 employees .. | 154 | 159 | 1584543 | 45249 | 9612 | 949 | 79065 | 9019 | 12342 |
|  | Firms with 10 to 19 employees. | 35 | 37 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 9 | 10 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 160 | 160 | 300948 | 6048 | 919 | 123 | 12479 | - | 46 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 626 | 630 | 3768321 | 82730 | 17369 | 1732 | 152102 | 11178 | 14273 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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) | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year <br> Firms with less than 5 | 555 | 559 | 3596404 | 79592 | 17005 | 1679 | 145464 | 11178 | 14262 |
|  | employees................ | 457 | 459 | 1931804 | 41689 | 9016 | 880 | 78962 | 1639 | 624 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 76 | 78 | 952712 | 22150 | 4779 | 461 | 38156 | 8445 | 11550 |
|  | employees. employees........ | 18 | 18 | 411871 | 10982 | 2266 | 230 | 20707 | 1039 | 2055 |
|  | employees. | 4 | 4 | 300017 | 4771 | 944 | 108 | 7639 | 55 | 33 |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 71 | 71 | 171917 | 3138 | 364 | 53 | 6638 | - | 11 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 626 | 630 | 3768321 | 82730 | 17369 | 1732 | 152102 | 11178 | 14273 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 555 | 559 | 3596404 | 79592 | 17005 | 1679 | 145464 | 11178 | 14262 |
|  | employees................ | 457 | 459 | 1931804 | 41689 | 9016 | 880 | 78962 | 1639 | 624 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 76 | 78 | 952712 | 22150 | 4779 | 461 | 38156 | 8445 | 11550 |
|  | employees. | 18 | 18 | 411871 | 10982 | 2266 | 230 | 20707 | 1039 | 2055 |
|  | Firms with 20 to 49 employees. | 4 | 4 | 300017 | 4771 | 944 | 108 | 7639 | 55 | 33 |
|  | Firms with 50 to 99 employees.................. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | _ | - | - | - | _ | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 71 | 71 | 171917 | 3138 | 364 | 53 | 6638 | - | 11 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 157 | 160 | 780039 | 14626 | 2965 | 350 | 27048 | 445 | 673 |
|  | Firms operated for the entire year | 130 | 133 | 710454 | 13317 | 2824 | 333 | 24572 | 445 | 673 |
|  | Firms with less than 5 employees. | 112 | 113 | 499682 | 7463 | 1549 | 188 | 14444 | 261 | 333 |
|  | Firms with 5 to 9 employees .. | 13 | 15 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees | - | - | - | - | - | - | - | - | _ |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees. <br> Firms with 100 employess or | - | - | - | - | - | - | - | - | - |
|  | more..................... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 27 | 27 | 69585 | 1309 | 141 | 17 | 2476 | - | - |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 4 | 4 | 34572 | 1160 | 292 | 37 | 2103 | 1131 | 1163 |
|  | Firms operated for the entire year | 4 | 4 | 34572 | 1160 | 292 | 37 | 2103 | 1131 | 1163 |
|  | Firms with less than 5 employees. | - | - |  | - | - | - | - | - | - |
|  | Firms with 5 to 9 employees .. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 |  |  |  |  |  | - |  |  |  |
|  | employees. <br> Firms with 50 to 99 | - | - | - | - | - | - | - | - | - |
|  | employees.............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | - | - | - | - | - | - | - | - | - |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 465 | 466 | 2953710 | 66944 | 14112 | 1345 | 122951 | 9602 | 12437 |

[^332]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ............................ Firms with less than 5 | 421 | 422 | 2851378 | 65115 | 13889 | 1309 | 118789 | 9602 | 12426 |
|  | Firms with less than 5 employees. | 345 | 346 | 1432122 | 34226 | 7467 | 692 | 64518 | 1378 | 291 |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 60 | 60 | 800695 | 17623 | 3786 | 361 | 30412 | 7283 | 10125 |
|  | employees. <br> Firms with 20 to 49 | 12 | 12 | 318544 | 8495 | 1692 | 148 | 16220 | 886 | 1977 |
|  | employees. <br> Firms with 50 to 99 | 4 | 4 | 300017 | 4771 | 944 | 108 | 7639 | 55 | 33 |
|  | employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 44 | 44 | 102332 | 1829 | 223 | 36 | 4162 | - | 11 |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 171 | 171 | 418402 | 15423 | 3053 | 429 | 32849 | 1122 | 827 |
|  | Firms operated for the entire year ............................. | 142 | 142 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. | 123 | 123 | 159208 | 6422 | 1361 | 209 | 14716 | 659 | 471 |
|  | Firms with 5 to 9 employees .. | 15 | 15 | 145190 | 4219 | 855 | 91 | 8741 | 276 | 299 |
|  | Firms with 10 to 19 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 29 | 29 | D | D | D | a | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 171 | 171 | 418402 | 15423 | 3053 | 429 | 32849 | 1122 | 827 |
|  | Firms operated for the entire year | 142 | 142 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. | 123 | 123 | 159208 | 6422 | 1361 | 209 | 14716 | 659 | 471 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 15 | 15 | 145190 | 4219 | 855 | 91 | 8741 | 276 | 299 |
|  | employees.............. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 29 | 29 | D | D | D | a | D | D | D |
| 4213201 | Brick, block, tile, clay/ cement sewer pipe whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 74 | 74 | 75029 | 3643 | 757 | 120 | 8098 | 588 | 343 |
|  | Firms operated for the entire year | 59 | 59 | 67888 | 3385 | 741 | 114 | 7483 | 588 | 343 |
|  | Firms with less than 5 employees. | 55 | 55 | 60288 | 2901 | 615 | 91 |  | 319 | 72 |
|  | Firms with 5 to 9 employees <br> Firms with 10 to 19 | 4 | 4 | 7600 | 484 | 126 | 23 | 1524 | 269 | 271 |
|  | Firms with 10 to 19 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees | - | _ | - | _ | - | - | - | - | - |
|  | Firms with 100 employess or | - | - | - | - | - | - | - | - | - |
|  | more.............. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 15 | 15 | 7141 | 258 | 16 | 6 | 615 | - | - |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




[^333]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 288 | 293 | 1339534 | 36950 | 7707 | 732 | 66232 | 744 | 679 |
|  | Firms operated for the entire year | 266 | 271 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 227 | 229 | 725563 | 18724 | 3906 | 393 | 35236 | 501 | 384 |
|  | Firms with 5 to 9 employees .. | 29 | 30 | 304083 | 10255 | 2003 | 178 | 17080 | 16 | 16 |
|  | Firms with 10 to 19 employees. | 8 | 9 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees | - | - | - | _ | - | _ | - | - | - |
|  | Firms with 100 employess or more $\qquad$ | - | - | - | _ | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 22 | 22 | D | D | D | a | D | D | D |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 299 | 303 | 966495 | 34183 | 7722 | 872 | 61511 | 601 | 756 |
|  | Firms operated for the entire year | 261 | 265 | D | D | D | $f$ | D | D | D |
|  | Firms with less than 5 employees. | 218 | 219 | 549900 | 17846 | 4021 | 440 | 33698 | 319 | 274 |
|  | Firms with 5 to 9 employees .. | 34 | 36 | 182558 | 8625 | 1975 | 219 | 15088 | 282 | 477 |
|  | Firms with 10 to 19 employees. | 7 | 8 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - |  |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 38 | 38 | D | D | D | b | D | D | D |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 299 | 303 | 966495 | 34183 | 7722 | 872 | 61511 | 601 | 756 |
|  | Firms operated for the entire year | 261 | 265 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 218 |  |  | 17846 | 4021 | 440 | 33698 | 319 | 274 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 34 | 36 | 182558 | 8625 | 1975 | 219 | 15088 | 282 | 477 |
|  | Firms with 10 to 19 employees. | 7 | 8 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 38 | 38 | D | D | D | b | D | D | D |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 49 | 49 | 220957 | 6052 | 1425 | 120 | 11040 | 188 | 192 |
|  | Firms operated for the entire year | 43 | 43 | D | D | D | c | D | D | D |
|  | Firms with less than 5 employees. | 36 | 36 | D | D |  | b | D | D |  |
|  | Firms with 5 to 9 employees | 7 | 7 | D | ${ }_{\text {D }}$ | ${ }_{\text {D }}$ | b | D | D | ${ }_{\text {D }}$ |
|  | Firms with 10 to 19 employees | - | - | - | - | - | - | - | - | - |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees | _ | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or | - | - | - | - | - | - | - | - | - |
|  | more.................... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 6 |  | D | D | D | a | D | D | D |

[^334]Table 5. Employment Size of Firms: 1997-Con.




[^335]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42142 | Office equipment whsle <br> All firms $\qquad$ | 389 | 404 | 1595240 | 63279 | 14593 | 1832 | 110819 | 4555 | 4922 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 335 | 350 | 1515383 | 61374 | 14219 | 1789 | 106719 | 4555 | 4917 |
|  | Firms with less than 5 <br> employees. <br> Firms with 5 to 9 employees | 199 83 | 200 88 | 245900 | 13591 | 3011 D | 407 | 26434 | 845 D | 882 |
|  | Firms with 10 to 19 employees. | 41 | 47 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees Firms with 50 . 0 ö | 12 | 15 | 193182 | 11551 | 2690 | 307 | 17561 | 1569 | 1650 |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 54 | 54 | 79857 | 1905 | 374 | 43 | 4100 | - | 5 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 389 | 404 | 1595240 | 63279 | 14593 | 1832 | 110819 | 4555 | 4922 |
|  | Firms operated for the entire year | 335 | 350 | 1515383 | 61374 | 14219 | 1789 | 106719 | 4555 | 4917 |
|  | Firms with less than 5 employees. | 199 | 200 | 245900 | 13591 | 3011 | 407 | 26434 | 845 | 882 |
|  | Firms with 5 to 9 employees .. | 83 | 88 | D | D | D | f | D | D | D |
|  | Firms with 10 to 19 employees | 41 | 47 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 12 | 15 | 193182 | 11551 | 2690 | 307 | 17561 | 1569 | 1650 |
|  | Firms with 50 to 99 employees. | _ | - | - | - | - | - | - | - |  |
|  | Firms with 100 employess or more. $\qquad$ | - | _ | _ | - | - | - | - | _ |  |
|  | Firms not operated for the entire year | 54 | 54 | 79857 | 1905 | 374 | 43 | 4100 | - | 5 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 720 | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |
|  | Firms operated for the entire year | 583 | 620 | 7004732 | 206190 | 50423 | 3420 | 347292 | 16117 | 6781 |
|  | Firms with less than 5 employees. | 416 | 423 | 1450708 | 39394 | 8604 | 794 | 73831 | 1094 | 839 |
|  | Firms with 5 to 9 employees .. | 103 | 107 | 1370003 | 41354 | 9185 | 669 | 68056 | 1134 | 1295 |
|  | Firms with employees.............. | 37 | 46 | 1257635 | 33728 | 7810 | 483 | 57502 | 2174 | 2109 |
|  | Firms with 20 to 49 employees. | 18 | 25 | 592052 | 27444 | 7986 | 472 | 44293 | 320 | 577 |
|  | Firms with 50 to 99 employees. | 6 | 9 | 811675 | 19743 | 5223 | 367 | 34658 | 10853 | 1479 |
|  | Firms with 100 employess or more. | 3 | 10 | 1522659 | 44527 | 11615 | 635 | 68952 | 542 | 482 |
|  | Firms not operated for the entire year $\qquad$ | 137 | 137 | 340903 | 5903 | 851 | 91 | 11234 | - | 25 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 720 | 757 | 7345635 | 212093 | 51274 | 3511 | 358526 | 16117 | 6806 |
|  | Firms operated for the entire year | 583 | 620 | 7004732 | 206190 | 50423 | 3420 | 347292 | 16117 | 6781 |
|  | Firms with less than 5 employees. | 416 | 423 | 1450708 | 39394 |  | 794 | 73831 | 1094 | 839 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 103 | 107 | 1370003 | 41354 | 9185 | 669 | 68056 | 1134 | 1295 |
|  | Firms with 10 to 19 employees. | 37 | 46 | 1257635 | 33728 | 7810 | 483 | 57502 | 2174 | 2109 |
|  | Firms with 20 to 49 employees. | 18 | 25 | 592052 | 27444 | 7986 | 472 | 44293 | 320 | 577 |
|  | Firms with 50 to 99 employees. | 6 | 9 | 811675 | 19743 | 5223 | 367 | 34658 | 10853 | 1479 |
|  | Firms with 100 employess or more. | 3 | 10 | 1522659 | 44527 | 11615 | 635 | 68952 | 542 | 482 |
|  | Firms not operated for the entire year | 137 | 137 | 340903 | 5903 | 851 | 91 | 11234 | - | 25 |

[^336]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 574 | 609 | 6670157 | 183321 | 44830 | 3031 | 309608 | 15404 | 6142 |
|  | Firms operated for the entire year | 457 | 492 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees Firms with 5 to 9 employees .. | $\begin{array}{r}317 \\ 84 \\ \hline\end{array}$ | $\begin{array}{r}323 \\ 88 \\ \hline\end{array}$ | 1286552 | 29777 | 6296 D | 608 | 55173 D | 591 | 630 |
|  | employees............... | 32 | 41 | 1013596 | 28152 | 6637 | 416 | 48798 | 2074 | 1909 |
|  | Firms with 20 to 49 employees. | 16 | 23 | 581196 | 25353 | 7572 | 431 | 41243 | 320 | 577 |
|  | Firms with 50 to 99 employees. | 5 | 7 | 774384 | 16746 | 4457 | 315 | 29937 | 10853 | 1479 |
|  | Firms with 100 employess or more. | 3 | 10 | 1522659 | 44527 | 11615 | 635 | 68952 | 542 | 482 |
|  | Firms not operated for the entire year | 117 | 117 | D | D | D | b | D | D | D |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |  |  |  |
|  | All firms . | 308 | 320 | 4896105 | 102413 | 25812 | 1708 | 172422 | 13537 | 3833 |
|  | Firms operated for the entire year ........................... | 243 | 255 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 163 | 163 | 885814 | 15633 | 3018 | 327 | 28344 | 501 | 522 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 48 | 49 | 773536 | 19700 | 4558 | 311 | 32084 | 881 | 867 |
|  | employees. | 17 | 23 | 827645 | 15208 | 3224 | 217 | 28386 | 1033 | 619 |
|  | Firms with 20 to 49 employees. | 10 | 13 | 491812 | 17697 | 6093 | 260 | 27904 | 269 | 346 |
|  | Firms with 50 to 99 employees. | 4 | 6 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 1 |  | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 65 | 65 | D | D | D | b | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |  |  |  |
|  | All firms . | 266 | 289 | 1774052 | 80908 | 19018 | 1323 | 137186 | 1867 | 2309 |
|  | Firms operated for the entire year | 214 | 237 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 154 | 160 | 400738 | 14144 | 3278 | 281 | 26829 | 90 | 108 |
|  | Firms with 5 to 9 employees .. | 36 | 39 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 15 | 18 | 185951 | 12944 | 3413 | 199 | 20412 | 1041 | 1290 |
|  | Firms with 20 to 49 employees | 6 | 10 | 89384 | 7656 | 1479 | 171 | 13339 | 51 | 231 |
|  | Firms with 50 to 99 employees | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more $\qquad$ | 2 | 9 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 52 | 52 | D | D | D | b | D | D | D |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 147 | 148 | 675478 | 28772 | 6444 | 480 | 48918 | 713 | 664 |
|  | Firms operated for the entire year | 127 | 128 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. | 99 | 100 | 164156 | 9617 | 2308 | 186 | 18658 | 503 | 209 |
|  | Firms with 5 to 9 employees... <br> Firms with 10 to 19 | 20 | 20 |  | D |  | c | D | D | D |
|  | Firms with 10 to 19 employees. | 5 | 5 | 244039 | 5576 | 1173 | 67 | 8704 | 100 | 200 |
|  | Firms with 20 to 49 employees. | 3 | 3 | 45856 | 4546 | 1046 | 85 | 6939 | - | - |
|  | Firms with 50 to 99 employees | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 20 | 20 | D | D | D | a | D | D | D |

[^337]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 571 | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Firms operated for the entire year | 502 | 525 | 2565618 | 102367 | 23894 | 2413 | 189689 | 4425 | 4758 |
|  | Firms with less than 5 employees. | 331 | 334 | 879510 | 26997 | 6127 | 678 | 55850 | 974 | 862 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 123 | 134 | 957769 | 37863 | 8363 | 781 | 67715 | 1291 | 1541 |
|  | employees | 38 | 46 | 541842 | 19463 | 4687 | 454 | 35560 | 1488 | 1674 |
|  | employees | 7 | 7 | 88619 | 6761 | 2085 | 170 | 12481 | 311 | 346 |
|  | Pimployees. ............. | 2 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 69 | 69 | 121147 | 3098 | 532 | 61 | 6748 | - | - |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 571 | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Firms operated for the entire year... | 502 | 525 | 2565618 | 102367 | 23894 | 2413 | 189689 | 4425 | 4758 |
|  | Firms with less than 5 employees. | 331 | 334 | 879510 | 26997 | 6127 | 678 | 55850 | 974 | 862 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 123 | 134 | 957769 | 37863 | 8363 | 781 | 67715 | 1291 | 1541 |
|  | employees | 38 | 46 | 541842 | 19463 | 4687 | 454 | 35560 | 1488 | 1674 |
|  | Firms with 20 to 49 employees. | 7 | 7 | 88619 | 6761 | 2085 | 170 | 12481 | 311 | 346 |
|  | Firmsloyees.......... | 2 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. |  | 1 |  | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 69 | 69 | 121147 | 3098 | 532 | 61 | 6748 | - | - |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 415 | 438 | 2172270 | 77586 | 18041 | 1723 | 145614 | 2804 | 3090 |
|  | Firms operated for the entire year | 376 | 399 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 241 | 244 | 710360 | 21244 | 4819 | 524 | 44669 | 492 | 493 |
|  | Firms with 5 to 9 employees .. | 101 | 112 | D | D | D | f | D | D | D |
|  | employees. | 28 | 36 | 390456 | 14955 | 3623 | 329 | 26906 | 1109 | 1146 |
|  | Firms with 20 to 49 employees. | 5 | 5 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees | 1 | 2 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. |  | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 39 | 39 | D | D | D | b | D | D | D |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 156 | 156 | 514495 | 27879 | 6385 | 751 | 50823 | 1621 | 1668 |
|  | Firms operated for the entire year | 126 | 126 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 90 | 90 | 169150 |  | 1308 | 154 | 11181 | 482 |  |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 22 | 22 |  |  |  | c | D | D | D |
|  | employees | 10 | 10 | 151386 | 4508 | 1064 | 125 | 8654 | 379 | 528 |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 30 | 30 | D | D | D | b | D | D | D |

[^338]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1434 | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Firms operated for the entire year | 1243 | 1278 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 983 | 987 | 1849326 | 104679 | 24046 | 1719 | 203134 | 4745 | 5007 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 154 | 161 | 806585 | 64109 | 14247 | 1005 | 118031 | 2008 | 1869 |
|  | Firms with 10 to 19 employees. <br> Firms with 20 to 49 | 85 | 102 | 854175 | 78797 | 18528 | 1117 | 128847 | 5067 | 13565 |
|  | employees............... | 18 | 25 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 3 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 191 | 195 | D | D | D | f | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1434 | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Firms operated for the entire year | 1243 | 1278 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 983 | 987 | 1849326 | 104679 | 24046 | 1719 | 203134 | 4745 | 5007 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 154 | 161 | 806585 | 64109 | 14247 | 1005 | 118031 | 2008 | 1869 |
|  | employees................ | 85 | 102 | 854175 | 78797 | 18528 | 1117 | 128847 | 5067 | 13565 |
|  | Firms with 20 to 49 employees. | 18 | 25 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 3 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | _ |
|  | Firms not operated for the entire year $\qquad$ | 191 | 195 | D | D | D | f | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1384 | 1423 | 4284750 | 303636 | 70445 | 4751 | 559942 | 11508 | 19973 |
|  | Firms operated for the entire year | 1198 | 1233 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 947 | 951 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 151 | 158 | D | D | D | f | D | D | D |
|  | Firms with 10 to 19 employees. | 84 | 101 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 14 | 21 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 186 | 190 | D | D | D | f | D | D | D |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 50 | 50 | 207282 | 18896 | 5069 | 325 | 41062 | 1009 | 908 |
|  | Firms operated for the entire year | 45 | 45 | 203800 | 18560 | 4964 | 308 | 40539 | 1009 | 908 |
|  | Firms with less than 5 employees. | 36 | 36 | D |  | D | b | D | D | D |
|  | Firms with 5 to 9 employees | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | 4 | 4 | D | D | D | c | D | D | D |
|  | Firms with 50 to $99 . \ldots \ldots$. |  |  |  |  | D | c | D | D | D |
|  | employees................ | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 5 | 5 | $3482$ | 336 | 105 | 17 | $523$ | _ | - |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42146 | Ophthalmic goods whsle <br> All firms | 164 | 164 | 264765 | 14399 | 3437 | 419 | 28558 | 590 | 731 |
|  | Firms operated for the entire year .............................. | 141 | 141 | D | D | D | e | D | D | D |
|  | employees................ | 130 | 130 | 195406 | 9330 | 2070 | 191 | 19843 | 440 | 484 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 6 | 6 | 12411 | 693 | 166 | 38 | 1183 | 70 | 72 |
|  | Employees................ | 3 | 3 | 21606 | 997 | 234 | 34 | 2115 | 50 | 50 |
|  | Firms with 20 to 49 employees. <br> Firms with 50 to 99 | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 23 | 23 | D | D | D | a | D | D | D |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 164 | 164 | 264765 | 14399 | 3437 | 419 | 28558 | 590 | 731 |
|  | Firms operated for the entire year | 141 | 141 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. | 130 | 130 | 195406 | 9330 | 2070 | 191 | 19843 | 440 | 484 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 6 | 6 | 12411 | 693 | 166 | 38 | 1183 | 70 | 72 |
|  | Firms with 10 to 19 employees. | 3 | 3 | 21606 | 997 | 234 | 34 | 2115 | 50 | 50 |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 23 | 23 | D | D | D | a | D | D | D |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 313 | 335 | 806102 | 47257 | 11003 | 997 | 83841 | 1905 | 2791 |
|  | Firms operated for the entire year | 280 | 302 | 792829 | 46519 | 10801 | 976 | 82369 | 1885 | 2786 |
|  | Firms with less than 5 employees. | 216 | 217 | 355447 | 16856 | 3788 | 417 | 33387 | 473 | 592 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 44 | 52 | D | D | D | e | D | D | D |
|  | Firms with 10 to 19 employees. | 18 | 30 | 177829 | 12705 | 3155 | 246 | 19940 | 228 | 786 |
|  | Firms with 20 to 49 employees. | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 33 | 33 | 13273 | 738 | 202 | 21 | 1472 | 20 | 5 |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 313 | 335 | 806102 | 47257 | 11003 | 997 | 83841 | 1905 | 2791 |
|  | Firms operated for the entire year | 280 | 302 | 792829 | 46519 | 10801 | 976 | 82369 | 1885 | 2786 |
|  | Firms with less than 5 employees. | 216 | 217 | 355447 | 16856 | 3788 | 417 | 33387 | 473 | 592 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 44 | 52 |  |  |  | e | D | D | D |
|  | employees.............. | 18 | 30 | 177829 | 12705 | 3155 | 246 | 19940 | 228 | 786 |
|  | Firms with 20 to 49 employees. | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or | - | _ | _ | _ | _ | - | - | - | _ |
|  |  |  |  |  |  |  |  |  |  | - |
|  | Firms not operated for the entire year | 33 | 33 | 13273 | 738 | 202 | 21 | 1472 | 20 | 5 |

[^339]Table 5. Employment Size of Firms: 1997-Con.




[^340]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1316 | 1336 | 11795201 | 219231 | 47672 | 3741 | 392378 | 13965 | 12130 |
|  | Firms operated for the entire year ............................ Firms with less than 5 | 1212 | 1232 | 11491575 | 214777 | 46639 | 3655 | 383057 | 13842 | 12105 |
|  | employees. <br> Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | $\begin{aligned} & 999 \\ & 170 \end{aligned}$ | 1002 178 | 5556306 3458224 | 106579 67183 | 22214 14 14 | 1886 1072 | $\begin{aligned} & 194868 \\ & 118617 \end{aligned}$ | 1703 1951 | 1643 5887 |
|  | employees................ | 36 | 43 | D | D | D | e | D | D | D |
|  | employees | 5 | 7 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 104 | 104 | 303626 | 4454 | 1033 | 86 | 9321 | 123 | 25 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1040 | 1057 | 9516171 | 178379 | 38688 | 2916 | 318034 | 12108 | 6735 |
|  | Firms operated for the entire year | 958 | 975 | 9275969 | 174717 | 37754 | 2856 | 310893 | 12071 | 6734 |
|  | Firms with less than 5 employees. | 788 | 790 | 4407824 | 84990 | 17686 | 1492 | 154680 | 1065 | 1286 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 135 | 142 | 2869457 | 56032 | 11910 | 850 | 97899 | 1537 | 1727 |
|  | employees............... | 31 | 38 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 3 | 4 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. |  |  | - | D | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 82 | 82 | 240202 | 3662 | 934 | 60 | 7141 | 37 | 1 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 68 | 68 | 1245827 | 21454 | 4853 | 381 | 41470 | 12108 | 6735 |
|  | Firms operated for the entire year | 65 | 65 | 1245276 | 21413 | 4840 | 378 | 41367 | 12071 | 6734 |
|  | Firms with less than 5 employees. |  | 36 | 170888 |  | 804 | 77 | 9471 |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 17 | 17 | 201158 | 5413 | 1179 | 118 | 10074 | 1537 | 1727 |
|  | Firms with 10 to 19 employees. | 10 | 10 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | _ | _ | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\square$ | 3 | 3 | 551 | 41 | 13 | 3 | 103 | 37 | 1 |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 972 | 989 | 8270344 | 156925 | 33835 | 2535 | 276564 | - | - |
|  | Firms operated for the entire year | 893 | 910 | 8030693 | 153304 | 32914 | 2478 | 269526 | - | - |
|  | Firms with less than 5 employees. | 752 |  | 4236936 |  | $16882$ | 1415 | $145209$ | - | - |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 118 | 125 | 2668299 | 50619 | 10731 | 732 | 87825 | - | - |
|  | Firms with 10 to 19 employees | 21 | 28 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 79 | 79 | 239651 | $3621$ | 921 | 57 | 7038 | - | - |

[^341]Table 5. Employment Size of Firms: 1997-Con.




[^342]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 121 | 123 | 1634031 | 29446 | 6192 | 455 | 52611 | 7193 | 7493 |
|  | Firms operated for the entire year Firms with less than 5 | 106 | 108 | 1580311 | 28430 | 6086 | 445 | 50695 | 7189 | 7493 |
|  | employees................ | 74 | 74 | 612047 | 7913 | 1901 | 140 | 15094 | 175 | 203 |
|  | Firms with 5 to 9 employees .. | 22 | 24 | 378642 | 9553 | 1843 | 139 | 15441 | 1213 | 1109 |
|  | employees. | 7 | 7 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | _ | - | - |
|  | Firms with 100 employess or more. | - | - | - | _ | - | - | _ | - | - |
|  | Firms not operated for the entire year $\qquad$ | 15 | 15 | 53720 | 1016 | 106 | 10 | 1916 | 4 | - |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 84 | 86 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 75 | 77 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. | 55 | 55 | D | D | D | c | D | D |  |
|  | Firms with 5 to 9 employees .. | 14 | 16 | D | D | D | b | D | D | D |
|  | Firms with employees............... | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 |  |  |  | - | - | b |  |  |  |
|  | employees. $\ldots$............ | - | - | - | - | - | - | - | - |  |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 9 | 9 | D | D | D | a | D | D | D |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 37 | 37 | D | D | D | c | D | D | D |
|  | Firms operated for the entire year | 31 | 31 | D | D | D | c | D | D | D |
|  | Firms with less than 5 employees. | 19 | 19 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 8 | 8 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | employees. $\ldots \ldots \ldots \ldots \ldots$. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 6 | 6 | D | D | D | a | D | D | D |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........ | 5981 | 6652 | 65926580 | 1871999 | 418696 | 34098 | 3149270 | 45220 | 49043 |
|  | Firms operated for the entire year | 5500 | 6161 | 64263265 | 1839614 | 412188 | 33394 | 3089480 | 44644 | 47963 |
|  | Firms with less than 5 employees. | 3284 |  | 12647430 | 333388 | 72951 |  | 622437 | ${ }^{6} 720$ | 7556 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1321 | 1462 | 15513507 | 452408 | 100664 | 8547 | 765954 | 13084 | 15397 |
|  | employees................ | 671 | 889 | 17240944 | 511844 | 115235 | 8723 | 834376 | 12563 | 13856 |
|  | Firms with 20 to 49 employees............ | 200 | 408 | 13570619 | 370704 | 83553 | 5647 | 599616 | 9687 | 8758 |
|  | Firms with 50 to 99 employees | 15 | 35 | 2283188 | 49710 | 11160 | 959 |  | 841 | 881 |
|  | Firms with 100 employess or more. | 9 | 44 | 3007577 | 121560 | 28625 | 2476 | 185017 | 1749 | 1515 |
|  | Firms not operated for the entire year $\qquad$ | 481 | 491 | 1663315 | 32385 | 6508 | 704 | 59790 | 576 | 1080 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2726 | 2966 | 22378291 | 744714 | 162077 | 15691 | 1281219 | 19422 | 22414 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 2557 | 2796 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. |  | $1523$ |  | D |  | h | D | D | D |
|  | Firms with 5 to 9 employees ...... | - 620 | 671 | 5661087 | 192851 | 41931 | 4055 | 328023 | 5454 | 6617 |
|  | Firms with 10 to 19 employees. | 327 | 397 | 5842095 | 206138 | 44958 | 4233 | 344506 | 7056 | 7668 |
|  | Firms with 20 to 49 employees. <br> Firms with 50 to 99 | 94 | 154 | 3955996 | 141824 | 31812 | 2719 | 242566 | 3288 | 3798 |
|  |  | 10 | 21 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 3 | 30 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 169 | 170 | D | D | D | e | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2726 | 2966 | 22378291 | 744714 | 162077 | 15691 | 1281219 | 19422 | 22414 |
|  | Firms operated for the entire year | 2557 | 2796 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 1503 | 1523 |  | D | D | h | D | D | D |
|  | Firms with 5 to 9 employees .. | 620 | 671 | 5661087 | 192851 | 41931 | 4055 | 328023 | 5454 | 6617 |
|  | Firms with 10 to 19 employees. | 327 | 397 | 5842095 | 206138 | 44958 | 4233 | 344506 | 7056 | 7668 |
|  | Firms with 20 to 49 employees. <br> Firms with 50 to 99 | 94 | 154 | 3955996 | 141824 | 31812 | 2719 | 242566 | 3288 | 3798 |
|  | Firms with 50 to 99 employees. | 10 | 21 | D | D | D | $f$ | D | D | D |
|  | Firms with 100 employess or more. | 3 | 30 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 169 | 170 | D | D | D | e | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 511 | 527 | 5536904 | 129264 | 29419 | 2456 | 235524 | 8467 | 7956 |
|  | Firms operated for the entire year | 464 | 480 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 286 | 287 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 120 | 122 | D | D | D | f | D | D | D |
|  | employees. | 45 | 55 | 1315050 | 31924 | 7291 | 567 | 55772 | 2178 | 2354 |
|  | Firms with 20 to 49 employees. | 10 | 11 | 377759 | 16815 | 3905 | 266 | 29701 | 2616 | 2359 |
|  | Firms with 50 to 99 employees. | 3 | 5 | 255834 | 6308 | 1406 | 199 | 10349 | 390 | - |
|  | Firms with 100 employess or more. | - | - |  | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 47 | 47 | D | D | D | b | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ...... | 511 | 527 | 5536904 | 129264 | 29419 | 2456 | 235524 | 8467 | 7956 |
|  | Firms operated for the entire year | 464 | 480 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 286 | 287 |  | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 120 | 122 | D | D | D | f | D | D | D |
|  | Firms with 10 to 19 employees. | 45 | 55 | 1315050 | 31924 | 7291 | 567 | 55772 | 2178 | 2354 |
|  | Firms with 20 to 49 employees. | 10 | 11 | 377759 | 16815 | 3905 | 266 | 29701 | 2616 | 2359 |
|  | Firms with 50 to 99 employees. | 3 | 5 | 255834 | 6308 | 1406 | 199 | 10349 | 390 | - |
|  | Firms with 100 employess or more $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 47 | 47 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2751 | 3159 | 38011385 | 998021 | 227200 | 15951 | 1632527 | 17331 | 18673 |
|  | Firms operated for the entire year ........................... | 2486 | 2885 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees .. | 1499 | 1519 673 | D | D | D | h | D | D | D |
|  | Firms with 10 to 19 employees. | 299 | 432 | 10068978 | 273374 | 62789 | 3918 | 433840 | 3290 | 3804 |
|  | Firms with 20 to 49 employees. | 95 | 238 | 9172936 | 210428 | 47569 | 2624 | 324622 | 3783 | 2601 |
|  | Firms with 50 to 99 employees. | 2 | 9 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 6 | 14 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 265 | 274 | D | D | D | e | D | D | D |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2751 | 3159 | 38011385 | 998021 | 227200 | 15951 | 1632527 | 17331 | 18673 |
|  | Firms operated for the entire year ............................ | 2486 | 2885 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 1499 | 1519 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 employees .. | 585 | 673 | D | D | D | h | D | D | D |
|  | Firms with 10 to $19 \ldots . . . . .$. | 299 | 432 | 10068978 | 273374 | 62789 | 3918 | 433840 | 3290 | 3804 |
|  | Firms with 20 to 49 employees. | 95 | 238 | 9172936 | 210428 | 47569 | 2624 | 324622 | 3783 | 2601 |
|  | Firms with 50 to 99 employees | 2 | 9 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. |  | 14 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year | 265 | 274 | D | D | D | e | D | D | D |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 552 | 574 | 3451513 | 132077 | 30790 | 2653 | 224698 | 5689 | 5920 |
|  | Firms operated for the entire year ............................ | 488 | 510 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. |  | 314 | D | D |  | f | D | D | D |
|  | Firms with 5 to 9 employees .. | 122 | 129 | 1106454 | 39928 | 8940 | 766 | 64854 | 2749 | 3132 |
|  | Firms with 10 to 19 employees. | 43 | 48 | 705488 | 33033 | 7805 | 538 | 55262 | 1925 | 1726 |
|  | Firms with 20 to 49 <br> employees | 4 9 | 18 |  | 10603 | 3835 | 270 |  | 339 | 159 |
|  | Firms with 50 to $99 . \ldots \ldots .$. |  |  |  |  |  |  |  |  |  |
|  | employees.............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 64 | 64 | D | D | D | b | D | D | D |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 2200 | 2585 | 34559872 | 865944 | 196410 | 13298 | 1407829 | 11642 | 12753 |
|  | Firms operated for the entire year | 1999 | 2375 | 33801490 | 852704 | 193945 | 13038 | 1383080 | 11642 | 12488 |
|  | Firms with less than 5 employees. | 1187 | 1206 | 5139792 | 125849 | 29170 | 2577 | 237088 | 2424 | 2718 |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 463 | 543 |  |  |  |  |  | D | D |
|  | Firms with 10 to 19 employees. | 256 | 384 | 9363490 | 240341 | 54984 | 3380 | 378578 | 1365 | 2078 |
|  | Firms with 20 to 49 employees. | 86 | 220 | 8800381 | 199825 | 43734 | 2354 | 302927 | 3444 | 2442 |
|  | Firms with 50 to 99 employees | 2 | 9 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more | 5 | 13 | D | D | D | g | D | D | D |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Firms not operated for the entire year | 201 | 210 | 758382 | 13240 | 2465 | 260 | 24749 | - | 265 |

[^343]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 2786 | 2894 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year Firms with loss than 5 | 2552 | 2659 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 1658 550 | 1672 574 | D | D | D | h | D | D | D |
|  | employees. $\ldots \ldots \ldots \ldots \ldots$. | 236 | 275 | D | D | D | h | D | D | D |
|  | employees. | 92 | 120 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 14 | 16 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 234 | 235 | D | D | D | c | D | D | D |
| 42171 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 1023 | 1048 | 7750213 | 211319 | 46252 | 4381 | 373340 | 13207 | 17207 |
|  | Firms operated for the entire year | 937 | 962 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 677 | 683 | 2380373 | 63442 | 13653 | 1332 | 117414 | 2613 | 2533 |
|  | Firms with 5 to 9 employees .. | 170 | 175 | 1820038 | 55800 | 11997 | 1087 | 95992 | 3199 | 2818 |
|  | Firms with 10 to 19 employees | 58 | 67 | 1379275 | 37974 | 8316 | 711 | 67119 | 1721 | 2242 |
|  | Firms with 20 to 49 employees. | 27 | 32 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 4 | 4 | 355484 | 9283 | 1769 | 218 | 15127 | 4290 | 6907 |
|  | Firms with 100 employess or more. |  | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 86 | 86 | D | D | D | b | D | D | D |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1023 | 1048 | 7750213 | 211319 | 46252 | 4381 | 373340 | 13207 | 17207 |
|  | Firms operated for the entire year | 937 | 962 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. |  | 683 | 2380373 | 63442 | 13653 | 1332 | 117414 | 2613 |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 170 | 175 | 1820038 | 55800 | 11997 | 1087 | 95992 | 3199 | 2818 |
|  | employees................ | 58 | 67 | 1379275 | 37974 | 8316 | 711 | 67119 | 1721 | 2242 |
|  | Firms with 20 to 49 employees. | 27 | 32 | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees. | 4 | 4 | 355484 | 9283 | 1769 | 218 | 15127 | 4290 | 6907 |
|  | Firms with 100 employess or more. |  | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 86 | 86 | D | D | D | b | D | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1102 | 1152 | 7864360 | 285192 | 63815 | 6330 | 506800 | 30379 | 34251 |
|  | Firms operated for the entire year | 1020 | 1070 | 7786690 | 282188 | 63173 | 6245 | 501232 | 30337 | 34248 |
|  | Firms with less than 5 employees. | 570 | $571$ | $1669034$ | $53279$ |  |  | $100692$ | 2072 | 2505 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 263 | $275$ | $2020509$ | $78456$ | $17666$ | 1703 | 140538 | 10786 | 11856 |
|  | employees. | 133 | 156 | 1966181 | 75694 | 16922 | 1671 | 132282 | 7980 | 9033 |
|  | Firms with 20 to 49 employees. | 48 | 62 | 1776635 | 60200 | 13094 | 1244 | 100690 | 5236 | 5794 |
|  | Firms with 50 to 99 employees. Firms with 100 employess or | 6 | 6 | 354331 | 14559 | 3518 | 345 | 27030 | 4263 | 5060 |
|  | more...................... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 82 | 82 | 77670 | 3004 | 642 | 85 | 5568 | 42 | 3 |

[^344]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 1102 | 1152 | 7864360 | 285192 | 63815 | 6330 | 506800 | 30379 | 34251 |
|  | Firms operated for the entire year. <br> Firms with less than 5 | 1020 | 1070 | 7786690 | 282188 | 63173 | 6245 | 501232 | 30337 | 34248 |
|  | Firms with less than 5 employees. | 570 | 571 | 1669034 | 53 <br> 8 <br> 78 | 11973 | 1282 | 100692 | 2072 | 2505 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 263 | 275 | 2020509 | 78456 | 17666 | 1703 | 140538 | 10786 | 11856 |
|  | employees................ | 133 | 156 | 1966181 | 75694 | 16922 | 1671 | 132282 | 7980 | 9033 |
|  | Firms with 20 to 49 employees. | 48 | 62 | 1776635 | 60200 | 13094 | 1244 | 100690 | 5236 | 5794 |
|  | Firms with 50 to 99 employees. | 6 | 6 | 354331 | 14559 | 3518 | 345 | 27030 | 4263 | 5060 |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 82 | 82 | 77670 | 3004 | 642 | 85 | 5568 | 42 | 3 |
| 42173 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 531 | 559 | 2304902 | 149169 | 35398 | 2705 | 249424 | 8045 | 7518 |
|  | Firms operated for the entire year | 476 | 503 | 2194470 | 146218 | 34468 | 2619 | 242938 | 8045 | 7518 |
|  | Firms with less than 5 employees. | 320 | 327 | 671206 | 32657 | 7448 | 692 | 57381 | 293 | 401 |
|  | Firms with 5 to 9 employees .. | 97 | 102 | 580912 | 35976 | 8223 | 634 | 60010 | 1157 | 1286 |
|  | Firms with 10 to 19 employees. | 39 | 46 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 15 | 21 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 4 | 6 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 1 | 1 |  | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 55 | 56 | 110432 | 2951 | 930 | 86 | 6486 | - | - |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 531 | 559 | 2304902 | 149169 | 35398 | 2705 | 249424 | 8045 | 7518 |
|  | Firms operated for the entire year | 476 | 503 | 2194470 | 146218 | 34468 | 2619 | 242938 | 8045 | 7518 |
|  | Firms with less than 5 employees. | 320 | 327 | 671206 | 32657 | 7448 | 692 |  | 293 | 401 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 97 | 102 | 580912 | 35976 | 8223 | 634 | 60010 | 1157 | 1286 |
|  | employees............... | 39 | 46 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 15 | 21 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 4 | 6 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 55 | 56 | 110432 | 2951 | 930 | 86 | 6486 | - | - |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 132 | 135 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 120 | 123 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees | 92 | 92 | D | D | D | c | D | D | D |
|  | Firss with 5 to 9 employees .. | 20 | 21 | D | D | D | c | D | D | D |
|  | employees. | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 4 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots \ldots$ |  | 4 | D |  |  |  |  |  |  |
|  | employees. <br> Firms with 100 employess or | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 12 | 12 | D |  | D | a | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  | D |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{gathered} \text { Firms } \\ \text { (number) } \end{gathered}$ | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421740 | Refrigeration equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 132 | 135 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 120 | 123 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees Firms with 10 to 19 | 92 20 | 92 21 | D | D | D | c | D | D | D |
|  | employees................ | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 4 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | _ | - | _ | _ | - | - | _ | _ |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 12 | 12 | D | D | D | a | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 7266 | 7572 | 29427233 | 1253888 | 277216 | 26107 | 2259835 | 141800 | 160065 |
|  | Firms operated for the entire year | 6571 | 6876 | D | D | D | k | D | D | D |
|  | Firms with less than 5 employees. |  |  | 11896580 | 454582 | 98285 | 9797 | 854733 | 25195 | 23415 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1196 | 1294 | 8225449 | 379349 | 84214 | 7672 | 674373 | 33685 | 38782 |
|  | employees................ | 367 | 463 | D | D | D | h | D | D | D |
|  | Firms with 20 to 49 employees. | 89 | 151 | D | D | D | h | D | D | D |
|  | Firms with 50 to 99 employees. | 11 | 16 | 826885 | 38366 | 8327 | 764 | 66091 | 16339 | 25493 |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 695 | 696 | D | D | D | f | D | D | D |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 271 | 277 | 1251107 | 46195 | 10150 | 1107 | 91948 | 10454 | 11080 |
|  | Firms operated for the entire year | 235 | 241 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 173 | 173 |  | 12318 | 2664 | 340 | 27561 | 2716 | 2513 |
|  | Firms with 5 to 9 employees .. | 41 | 42 | 280646 | 11916 | 2945 | 262 | 21595 | 4378 | 4627 |
|  | Firms with 10 to 19 employees. | 15 | 17 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 4 | 7 | 81135 | 3586 | 645 | 124 | 6994 | 2694 | 2817 |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 36 | 36 | D | D | D | b | D | D | D |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 271 | 277 | 1251107 | 46195 | 10150 | 1107 | 91948 | 10454 | 11080 |
|  | Firms operated for the entire year | 235 | 241 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 173 | 173 | 355014 |  |  | 340 | 27561 | 2716 | 2513 |
|  | Firms with 5 to 9 employees .. | 41 | 42 | 280646 | 11916 | 2945 | 262 | 21595 | 4378 | 4627 |
|  | Firms with 10 to 19 employees. | 15 | 17 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 4 | 7 | 81135 | 3586 | 645 | 124 | 6994 | 2694 | 2817 |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 36 | 36 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 334 | 338 | 1352959 | 43977 | 9492 | 1329 | 86902 | 17297 | 17377 |
|  | Firms operated for the entire year .............................. Firms with less than 5 | 307 | 311 | 1335043 | 43057 | 9387 | 1299 | 85307 | 17215 | 17377 |
|  | employees................ | 215 | 215 | 490085 | 15452 | 3192 | 417 | 31521 | 3298 | 3429 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 59 | 62 | 433175 | 13425 | 3157 | 383 | 26984 | 4711 | 4193 |
|  | employees. | 26 | 26 | 290239 | 8451 | 1819 | 331 | 16995 | 4970 | 6732 |
|  | employees. <br> Firms with 50 to 99 | 7 | 8 | 121544 | 5729 | 1219 | 168 | 9807 | 4236 | 3023 |
|  | employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ |  | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 27 | 27 | 17916 | 920 | 105 | 30 | 1595 | 82 | - |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 334 | 338 | 1352959 | 43977 | 9492 | 1329 | 86902 | 17297 | 17377 |
|  | Firms operated for the entire year ............................. Firms with less than 5 | 307 | 311 | 1335043 | 43057 | 9387 | 1299 | 85307 | 17215 | 17377 |
|  | employees............... | 215 | 215 | 490085 | 15452 | 3192 | 417 | 31521 | 3298 | 3429 |
|  | Firms with 5 to 9 employees .. | 59 | 62 | 433175 | 13425 | 3157 | 383 | 26984 | 4711 | 4193 |
|  | Firms with 10 to 19 employees. | 26 | 26 | 290239 | 8451 | 1819 | 331 | 16995 | 4970 | 6732 |
|  | Firms with 20 to 49 employees. | 7 | 8 | 121544 | 5729 | 1219 | 168 | 9807 | 4236 | 3023 |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 27 | 27 | 17916 | 920 | 105 | 30 | 1595 | 82 | - |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |  |
|  | All firms . | 100 | 100 | D | D | D | f | D | D | D |
|  | Firms operated for the entire year | 93 | 93 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 49 | 49 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees . | 27 | 27 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 15 | 15 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees | - | - | - | _ | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 7 | 7 | D | D | D | a | D | D | D |
| 4218202 | ```Farm machinery & equipment-whsle distributors``` |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 160 | 161 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 143 | 144 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. | 119 | 119 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees | 17 | 17 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 5 | 5 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 \times \ldots \ldots$ | 2 | 3 | D | D | D | b | D | D | D |
|  | employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year |  | 17 |  |  |  | a | D | D | D |

[^345]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 74 | 77 | 616615 | 16241 | 3555 | 329 | 29311 | 5162 | 4156 |
|  | Firms operated for the entire year Firms with less than 5 | 71 | 74 | 614402 | 16147 | 3555 | 329 | 29120 | 5162 | 4156 |
|  | Firms with less than 5 employees. | 47 | 47 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 15 | 18 | D | D | D | b | D | D | D |
|  | employees | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 3 | 3 | 50018 | 3696 | 725 | 76 | 5606 | 3727 | 2531 |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | _ | - | - | _ | _ | - | _ | _ | - |
|  | Firms not operated for the entire year | 3 | 3 | 2213 | 94 | - | - | 191 | - | - |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4796 | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Firms operated for the entire year | 4394 | 4618 | 17123861 | 831379 | 183571 | 16718 | 1460014 | 81117 | 92899 |
|  | Firms with less than 5 employees. | 3286 | 3322 | 7292209 | 311367 | 67770 | 6626 | 574309 | 11937 | 12038 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 813 | 886 | 5047993 | 265272 | 57901 | 5210 | 464587 | 17020 | 18443 |
|  | employees | 236 | 313 | 2805586 | 157079 | 35232 | 2990 | 263784 | 19728 | 19862 |
|  | Firms with 20 to 49 employees. | 53 | 90 | 1547292 | 77597 | 17979 | 1503 | 126019 | 16422 | 17472 |
|  | Firms with 50 to 99 employees. | 6 | 7 | 430781 | 20064 | 4689 | 389 | 31315 | 16010 | 25084 |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 402 | 403 | 469274 | 19253 | 3811 | 398 | 38692 | 15 | 485 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 4796 | 5021 | 17593135 | 850632 | 187382 | 17116 | 1498706 | 81132 | 93384 |
|  | Firms operated for the entire year | 4394 | 4618 | 17123861 | 831379 | 183571 | 16718 | 1460014 | 81117 | 92899 |
|  | Firms with less than 5 employees. | 3286 | 3322 | 7292209 | 311367 | 67770 | 6626 | 574309 | 11937 | 12038 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 813 | 886 | 5047993 | 265272 | 57901 | 5210 | 464587 | 17020 | 18443 |
|  | employees. | 236 | 313 | 2805586 | 157079 | 35232 | 2990 | 263784 | 19728 | 19862 |
|  | Firms with 20 to 49 employees. | 53 | 90 | 1547292 | 77597 | 17979 | 1503 | 126019 | 16422 | 17472 |
|  | Firms with 50 to 99 employees. | 6 | 7 | 430781 | 20064 | 4689 | 389 | 31315 | 16010 | 25084 |
|  | Firms with 100 employess or more. |  | - |  | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 402 | 403 | 469274 | 19253 | 3811 | 398 | 38692 | 15 | 485 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 237 | 244 | 977042 | 54490 | 12039 | 1054 | 95597 | 5387 | 5036 |
|  | Firms operated for the entire year | 216 | 223 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 152 | 154 |  | D | D | e | D | D | D |
|  | Firms with 5 to 9 employees .. | 41 | 44 | 265003 | 14059 | 3102 | 280 | 25422 | 1718 | 1540 |
|  | Firms with 10 to 19 employees. | 17 | 19 | 228758 | 12165 | 2517 | 214 | 20643 | 1514 | 1434 |
|  | Firms with 20 to 49 employees. | 5 | 5 | 73793 | 8690 | 2064 | 175 | 13918 | 1635 | 1564 |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 21 | 21 | D | D | D | a | D | D | D |

[^346]Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establish- ments (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 $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218304 | Metalworking machinery \& equipment whsle-Con. <br> All firms $\qquad$ | 708 | 727 | 2696380 | 119589 | 26645 | 2500 | 211159 | 10994 | 14783 |
|  | Firms operated for the entire year <br> Firms with less than 5 | 640 | 659 | D | D | D | g | D | D | D |
|  | employees................ | 488 | 490 | 1024468 | 44217 | 9408 | 923 | 86131 | 1920 | 1620 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 108 | 114 | 629213 | 30829 | 7353 | 692 | 56923 | 2022 | 2461 |
|  | 10 to 19 employees. | 32 | 35 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 9 | 17 | 474440 | 11938 | 2713 | 252 | 18122 | 1470 | 2212 |
|  | Firms with 50 to 99 employees. | 3 | 3 | 124944 | 8303 | 1895 | 166 | 10123 | 2066 | 5103 |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 68 | 68 | D | D | D | b | D | D | D |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 388 | 412 | 982086 | 57984 | 13292 | 1305 | 99437 | 5211 | 5280 |
|  | Firms operated for the entire year | 342 | 366 | 944609 | 54727 | 12628 | 1230 | 94167 | 5211 | 5279 |
|  | Firms with less than 5 employees. | 263 | 266 | 456964 | 22254 | 4849 | 482 | 39243 | 662 | 605 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 51 | 56 | 225425 | 15757 | 3354 | 335 | 25480 | 660 | 694 |
|  | Firms witheyes.............. | 24 | 39 | 209379 | 14204 | 3843 | 305 | 25403 | 1526 | 1572 |
|  | Firms with 20 to 49 employees | 4 | 5 | 52841 | 2512 | 582 | 108 | 4041 | 2363 | 2408 |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | _ | _ | - | _ | - | - | _ | - |
|  | Firms not operated for the entire year $\qquad$ | 46 | 46 | 37477 | 3257 | 664 | 75 | 5270 | - | 1 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 239 | 249 | 1070405 | 41706 | 7785 | 793 | 75723 | 3341 | 3601 |
|  | Firms operated for the entire year | 210 | 220 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 155 | 158 | 420150 | 14651 | 2904 | 322 | 29374 | 1097 | 1273 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 45 | 46 | 378313 | 16471 | 2836 | 286 | 27215 | 1003 | 1058 |
|  | Firms with 10 to 19 employees. | 8 | 13 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | _ | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | _ | - | - | _ | - |
|  | Firms not operated for the entire year | 29 | 29 | D | D | D | b | D | D | D |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1072 | 1119 | 4189513 | 188574 | 40254 | 3588 | 339514 | 28242 | 35095 |
|  | Firms operated for the entire year | 951 | 998 | 4072558 | 183168 | 39144 | 3503 | 326905 | 28240 | 34687 |
|  | Firms with less than 5 employees. | 739 | 745 |  |  | 16244 |  | 137365 |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 147 | 160 | 1084894 | 50077 | 10528 | 944 | 94182 | 2640 | 3361 |
|  | employees................ | 55 | 74 | 873640 | 43451 | 8910 | 724 | 70242 | 5303 | 4356 |
|  | Firms with 20 to 49 employees. | 9 | 18 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more | - | - | - | - | - | - | - | - | D |
|  | Firms not operated for the entire year | 121 | 121 | 116955 | 5406 | 1110 | 85 | 12609 | 2 | 408 |

[^347]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42184 | Industrial supplies whsle All firms $\qquad$ | 1052 | 1090 | 4126000 | 177181 | 41969 | 3872 | 321647 | 17208 | 22568 |
|  | Firms operated for the entire year Firms with less than 5 | 935 | 973 | D | D | D | h | D | D | D |
|  | Firms with less than 5 <br> employees. | 689 | 692 | 1615251 | 58261 | 13610 | 1303 | 108275 | 1395 | 1546 |
|  | Firms with $5 \ldots \ldots . .0$ employees ... Firms with 10 to 19 | 172 | 183 | 1226900 | 51523 | 12191 | 1103 | 90349 | 6027 | 9805 |
|  | employees................ | 57 | 71 | D | D | D | f | D | D | D |
|  | employees....... | 14 | 20 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 3 | 7 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - |  | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 117 | 117 | D | D | D | b | D | D | D |
| 421840 | Industrial supplies whsle All firms | 1052 | 1090 | 4126000 | 177181 | 41969 | 3872 | 321647 | 17208 | 22568 |
|  | Firms operated for the entire year | 935 | 973 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 689 | 692 | 1615251 | 58261 | 13610 | 1303 | 108275 | 1395 | 1546 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 172 | 183 | 1226900 | 51523 | 12191 | 1103 | 90349 | 6027 | 9805 |
|  | employees................ | 57 | 71 | D | D | D | f | D | D | D |
|  | Firms with 20 to 49 employees. | 14 | 20 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees.................. | 3 | 7 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | _ | - |  | _ | - | - | - | - | _ |
|  | Firms not operated for the entire year | 117 | 117 | D | D | D | b | D | D | D |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 147 | 151 | 427104 | 19556 | 5063 | 465 | 34097 | 1688 | 1824 |
|  | Firms operated for the entire year | 123 | 127 | 405350 | 18916 | 4917 | 456 | 32976 | 1688 | 1824 |
|  | Firms with less than 5 employees. | 89 | 89 | 168715 | 6339 | 1467 | 168 | 10881 |  |  |
|  | Firms with 5 to 9 employees .. | 26 | 27 | D | D | D | c | D | D | D |
|  | Firms with employees................ | 6 | 9 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees. <br> Firms with 100 employess or | - | - | - | - | - | - | - | - | - |
|  | more...................... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 24 | 24 | 21754 | 640 | 146 | 9 | 1121 | - | - |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 146 | 159 | 700311 | 26760 | 6403 | 607 | 47494 | 591 | 608 |
|  | Firms operated for the entire year | 135 | 148 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees | 90 | 91 |  | D |  | c | D | D | D |
|  | Firms with 5 to 9 employees .. | 34 | 38 | 244663 | 10545 | 2363 | 234 | 18853 | 341 | 383 |
|  | Firms with 10 to 19 employees. | 10 | 18 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | _ | - | - | - | - | - | - | - | _ |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 11 | 11 | D | D | D | a | D | D | D |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 24 | 24 | 60895 | 1610 | 435 | 45 | 3762 | 154 | 137 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218403 | Welding supplies whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 18 | 18 | 53779 | 1439 | 419 | 39 | 3285 | 154 | 137 |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees Firms with 10 to 19 | 17 | 17 1 | D | D | D | b | D | D | D |
|  | employees............... | - | - | - | - | - | - | - | - | - |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | - | - | - | - | _ | - | - | - | - |
|  | Firms with 100 employess or more | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 6 | 6 | 7116 | 171 | 16 | 6 | 477 | - | - |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 221 | 226 | 817235 | 29852 | 6790 | 573 | 53204 | 304 | 289 |
|  | Firms operated for the entire year ........................... | 182 | 187 | 768129 | 28360 | 6697 | 560 | 50211 | 304 | 289 |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees | 144 29 | 144 34 | 377120 D | 12552 | 3 348 D | 242 c | 23792 D | 76 D | 72 D |
|  | Firms with 10 to 19 employees. | 7 | 7 | 68829 | 3729 | 844 | 83 | 7583 | - | - |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 39 | 39 | 49106 | 1492 | 93 | 13 | 2993 | - | - |
| 4218405 | Industrial valves \& fittings (except fluid-power) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 162 | 175 | 873594 | 52884 | 12139 | 1080 | 99155 | 6563 | 7804 |
|  | Firms operated for the entire year | 154 | 167 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 89 | 90 | 183161 | 8258 | 1779 | 203 | 15323 | 415 | 418 |
|  | Firms with 5 to 9 employees .. | 32 | 33 |  |  |  | c | 15 | D | D |
|  | Firms with 10 to 19 employees. | 24 | 26 | 206633 | 13916 | 3261 | 312 | 25171 | 3239 | 3412 |
|  | Firms with 20 to 49 employees. | 7 | 12 | 247545 | 11423 | 3226 | 220 | 24396 | 1906 | 2707 |
|  | Firms with 50 to 99 employees. | 2 | 6 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 8 | 8 | D | D | D | a | D | D | D |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 353 | 355 | 1246861 | 46519 | 11139 | 1102 | 83935 | 7908 | 11906 |
|  | Firms operated for the entire year | 324 | 326 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 261 | 262 | 593132 | 21825 | 4742 | 459 |  | 377 | 550 |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 50 | 50 |  | - D |  | e | - | D | D |
|  | Firms with 10 to 19 employees. | 10 | 11 | 91669 | 5725 | 1203 | 140 | 9473 | 1483 | 1690 |
|  | Firms with 20 to 49 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | D |
|  | Firms not operated for the entire year $\qquad$ | $29$ | 29 | D | D | D | a | D | D | D |

[^348]Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 17 | 17 | 26904 | 1064 | 239 | 34 | 2604 | 211 | 216 |
|  | Firms operated for the entire year | 14 | 14 | D | D | D | b | D | D | D |
|  | employees................ | 12 | 12 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 12 | 2 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | - | - | - | _ | _ | - | - | - | - |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 3 | 3 | D | D | D | a | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 161 | 168 | D | D | D | f | D | D | D |
|  | Firms operated for the entire year | 142 | 149 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 101 | 104 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 26 | 28 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 12 | 14 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 19 | 19 | D | D | D | a | D | D | D |
| 42186 | ```Transportation equipment & supplies (exc motor vehicle) whsle``` |  |  |  |  |  |  |  |  |  |
|  | All firms | 435 | 453 | 3576194 | 75903 | 15004 | 1276 | 143945 | 12152 | 11903 |
|  | Firms operated for the entire year | 365 | 383 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 300 | 302 | 1564928 | 34822 | 6318 | 585 | 66452 | 5292 | 3299 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 45 | 49 | D | D | D | e | D | D | D |
|  | Firms with 10 to 19 <br> employees. | 14 | 15 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 6 | 17 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 70 | 70 | D | D | D | b | D | D | D |
| 421860 | ```Transportation equipment & supplies (exc motor vehicle) whsle``` |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 435 | 453 | 3576194 | 75903 | 15004 | 1276 | 143945 | 12152 | 11903 |
|  | Firms operated for the entire year | 365 | 383 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 300 | 302 | 1564928 | 34822 | 6318 | 585 | 66452 | 5292 | 3299 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 45 | 49 | D | D | D | e | D | D | D |
|  | Firms with employees................ | 14 | 15 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 6 | 17 | D | D | D | c | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | employees. <br> ..... | - | - | - | - | - | - | - | - | - |
|  | more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ |  | 70 | D | D | D | b | D | D | D |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 259 | 274 | 2670245 | 49794 | 9139 | 756 | 94828 | 11427 | 10882 |
|  | Firms operated for the entire year | 213 | 228 | D | D | D | $f$ | D | D | D |
|  | Firms with less than 5 employees. | 174 | 175 | 1111353 | 22050 | 3754 | 341 | 42521 | 5018 | 3043 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 28 | 32 | 533314 | 12457 | 2510 | 181 | 23649 | 119 | - 155 |
|  | employees............... | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 5 | 15 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | _ |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 46 | 46 | D | D | D | b | D | D | D |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 99 | 100 | D | D | D | e | D | D | D |
|  | Firms operated for the entire year | 81 | 82 | D | D | D | e | D | D | D |
|  | Firms with less than 5 employees. | 63 | 63 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees ... | 13 | 13 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 5 | 6 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees. Firms with 100 employess or | - | - | - | - | - | - | - | - | - |
|  | more...................... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 18 | 18 | D | D | D | b | D | D | D |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 77 | 79 | D | D | D | c | D | D | D |
|  | Firms operated for the entire year | 71 | 73 | D | D | D | c | D | D | D |
|  | Firms with less than 5 employees. | 63 | 64 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 . \ldots$. |  | 2 | D | D | D | b | D | D | D |
|  | employees. <br> Firms with 100 employess or | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 6 | 6 | D | D | D | b | D | D | D |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 3470 | '3 564 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year | 2829 | 「2923 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 2287 | '2 297 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | - 382 | ${ }^{2} 407$ | D | D | D | g | D | D | D |
|  | employees................ | 117 | r140 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 33 | ${ }^{1} 48$ | D | D | D | f | D | D | D |
|  | Firms with 50 to 99 employees.................. | 6 | '23 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 4 | '8 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 641 | r641 | D | D | D | e | D | D | D |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42191 | Sporting \& recreational goods \& supplies whsleCon. |  |  |  |  |  |  |  |  |  |
|  | All firms | 1021 | r1 066 | 17396183 | r179 242 | '38 225 | 「3495 | 358894 | 30078 | 33795 |
|  | Firms operated for the entire year | 894 | 939 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees | 690 | 695 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 employees .. | 132 | 149 | 1662351 | 43398 | 10109 | 848 | 81334 | 4635 | 5005 |
|  | Firms with 10 to 19 employees. | 60 | 75 | 1587661 | 43486 | 9538 | 767 | 73096 | 6700 | 7205 |
|  | Firms with 20 to 49 employees. | 10 | 18 | 852584 | 14873 | 3225 | 287 | 27895 | 698 | 688 |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 127 | 127 | D | D | D | b | D | D | D |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1021 | r1 066 | 17396183 | r179 242 | '38 225 | 13 495 | 358894 | 30078 | 33795 |
|  | Firms operated for the entire year | 894 | 939 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 690 | 695 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 employees .. | 132 | 149 | 1662351 | 43398 | 10109 | 848 | 81334 | 4635 | 5005 |
|  | Firms with 10 to 19 employees. | 60 | 75 | 1587661 | 43486 | 9538 | 767 | 73096 | 6700 | 7205 |
|  | Firms with 20 to 49 employees. | 10 | 18 | 852584 | 14873 | 3225 | 287 | 27895 | 698 | 688 |
|  | Firms with 50 to $99 \cdots \ldots \ldots$ |  |  | 85258 |  |  |  |  |  |  |
|  | employees.............. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. |  | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 127 | 127 | D | D | D | b | D | D | D |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 408 | 413 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 358 | 363 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 259 | 260 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees .. | 75 | 78 | D | D | D | e | D | D | D |
|  | Firms with 10 to 19 employees. | 18 | 19 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees | 18 4 | 4 | D | D | D | c | D | D | D |
|  | Firms with 50 to $99 \cdots \cdots \cdots$ |  |  |  |  |  |  |  |  |  |
|  | employees. <br> Firms with 100 employess or | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 50 | 50 | D | D | D | b | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 408 | 413 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 358 | 363 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 259 | 260 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees . . | 75 | 78 | D | ${ }_{\text {D }}$ | D | e | D | D | D |
|  | Firms with 10 to 19 employees. | 18 | 19 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees | 4 | 4 | D | D | D | c | D | D | D |
|  | Firms with 50 to $99 . \ldots . .$. |  | , | D | D | D | - | D |  |  |
|  | employees.............. | 2 | 2 | D | D | D | c | D | D | D |
|  | more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 50 | 50 | D | D | D | b | D | D | D |

[^349]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42193 | Recyclable material whsle <br> All firms | 227 | 255 | 1390512 | 32101 | 7727 | 895 | 65437 | 3287 | 2315 |
|  | Firms operated for the entire year.. Firms with less than 5 | 183 | 211 | 1329080 | 30250 | 7575 | 864 | 61402 | 3287 | 2075 |
|  | employees Firms with 5 to 9 employees .. Firms with 10 to 19 | 151 18 | 151 18 | 440675 125299 | 12510 3571 | 2593 829 | 268 | 23488 7084 | 2063 384 | 1190 507 |
|  |  | 7 | 8 | 156029 | 3887 | 1077 | 99 | 8165 | 840 | 378 |
|  | Firms with 20 to 49 employees. | 4 | 10 | D | D | D | c | D | D | D |
|  | Fmployees............ | 2 | 19 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 44 | 44 | 61432 | 1851 | 152 | 31 | 4035 | - | 240 |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 227 | 255 | 1390512 | 32101 | 7727 | 895 | 65437 | 3287 | 2315 |
|  | Firms operated for the entire year | 183 | 211 | 1329080 | 30250 | 7575 | 864 | 61402 | 3287 | 2075 |
|  | Firms with less than 5 employees. | 151 | 151 | 440675 | 12510 | 2593 | 268 | 23488 | 2063 | 1190 |
|  | Firrss with 5 to 9 employees .. | 18 | 18 | 125299 | 3571 | 829 | 117 | 7084 | 384 | 507 |
|  | Firms with 10 to 19 employees | 7 | 8 | 156029 | 3887 | 1077 | 99 | 8165 | 840 | 378 |
|  | Firms with 20 to 49 employees................... | 4 | 10 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 2 | 19 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 44 | 44 | 61432 | 1851 | 152 | 31 | 4035 | - | 240 |
| 4219301 | Iron \& steel scrap processors \& dealers |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 68 | 77 | 775486 | 13625 | 3790 | 419 | 31238 | 1266 | 824 |
|  | Firms operated for the entire year | 61 | 70 | 763658 | 13406 | 3763 | 417 | 30615 | 1266 | 824 |
|  | Firms with less than 5 employees. | 43 | 43 | $106571$ | $2783$ |  |  | 6012 |  |  |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 9 | 9 | 49676 | 2026 | 445 | 58 | 3957 | 358 | 477 |
|  | employees................. | 5 | 5 | 70675 | 1933 | 492 | 64 | 4870 | 785 | 266 |
|  | Firms with 20 to 49 employees. | 3 | 8 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | _ | - | - | - | - | - |
|  | Firms with 100 employess or more. | 1 | 5 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 7 | 7 | 11828 | 219 | 27 | 2 | 623 | - | - |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 39 | 40 | 227474 | 7170 | 1855 | 202 | 15749 | 1221 | 824 |
|  | Firms operated for the entire year ............................ | 36 | 37 | 217347 | 7067 | 1840 | 201 | 15407 | 1221 | 824 |
|  | employees.............. | 24 | 24 | 42605 | 1825 | 498 | 42 | 3674 | 78 | 81 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 6 | 6 | 14484 | 1463 | 250 | 42 | 2724 | 358 | 477 |
|  | employees | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 2 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees | - | - | - | _ | - | - | - | - | - |
|  | Firms with 100 employess or | _ | - |  | - | - | - | - | - |  |
|  | more $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 3 | 3 | 10127 | 103 | 15 | 1 | 342 | - | - |

[^350]Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 1364 | 1379 | 3700167 | 118715 | 26462 | 3545 | 243319 | 4924 | 4196 |
|  | Firms operated for the entire year | 1020 | 1035 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 863 | 867 | 1354915 | 49137 | 10980 | 1530 | 106646 | 1585 | 1059 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 116 | 120 | 951581 | 31891 | 7746 | 727 | 61355 | 516 | 540 |
|  | employees. | 25 | 31 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 13 | 14 | 507885 | 11989 | 2738 | 335 | 21041 | 400 | 500 |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 344 | 344 | D | D | D | c | D | D | D |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 64 | 64 | 120890 | 4958 | 1212 | 137 | 13136 | 121 | 80 |
|  | Firms operated for the entire year | 47 | 47 | 102826 | 4628 | 1176 | 122 | 12181 | 121 | 48 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees .. | 41 4 | 41 4 | 67921 D | 214 D | 552 | 69 b | 6406 D | 108 | 20 D |
|  | Firms with 10 to 19 employees. | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees............... | - | - | - | - | - | - | - | - |  |
|  | more.................... | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 17 | 17 | 18064 | 330 | 36 | 15 | 955 | - | 32 |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 180 | 188 | 715205 | 15414 | 3491 | 462 | 31701 | 179 | 212 |
|  | Firms operated for the entire year | 133 | 141 | 667903 | 14668 | 3385 | 439 | 30106 | 179 | 212 |
|  | Firms with less than 5 employees. | 107 | 108 | 173767 | 5519 | 1271 | 181 | 11797 | 168 | 188 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 15 | 16 | D | D | D | b | D | D | D |
|  | Firmployees................ | 9 | 15 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees | 2 | 2 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots$. |  |  |  |  |  |  |  |  |  |
|  | employees.............. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 47 | 47 | 47302 | 746 | 106 | 23 | 1595 | - | - |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 509 | 514 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 397 | 402 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. | 340 | 343 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees .. | 44 | 45 | D | D | D | e | D | D | D |
|  | Firms with 10 to 19 employees. | 7 | 7 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees | 4 | 5 | D | D | D | c | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots \ldots$ |  |  | D | D | D | c | D | D | D |
|  | employees............... | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 112 | 112 | D | D | D | b | D | D | D |

[^351]Table 5. Employment Size of Firms: 1997-Con.




[^352]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4219906 | Other durable goods whsle <br> All firms $\qquad$ | 399 | 401 | 1010358 | 31983 | 6442 | 877 | 67929 | 941 | 743 |
|  | Firms operated for the entire year | 296 | 298 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees | 258 | 258 34 | D | D | D | e | D | D | D |
|  | Firms with 10 to 19 employees. | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | _ | - | - | - | - | - |  |
|  | Firms not operated for the entire year | 103 | 103 | D | D | D | b | D | D | D |
| 422 | Wholesale trade, nondurable goods |  |  |  |  |  |  |  |  |  |
|  | All firms | 15006 | 15813 | '210 280732 | 3860234 | 881785 | 121102 | 7159777 | 146688 | 171062 |
|  | Firms operated for the entire year . ............................ Firms with less than 5 | 12722 | 13504 | 203107771 | 3706868 | 851519 | 115774 | 6848797 | 146294 | 162836 |
|  | employees.......... | 9173 | 9198 | 34139991 | 721859 | 162770 | 17027 | 1469448 | 28843 | 34507 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1671 | 1726 | 21555416 | 457496 | 102129 | 10629 | 861644 | 25146 | 24971 |
|  | employees. <br> Firms with 20 to 49 | 899 | 989 | 22301270 | 461924 | 100931 | 12174 | 833430 | 24395 | 27666 |
|  | employees. | 722 | 849 | 40309650 | 515821 | 118228 | 21688 | 962247 | 21099 | 26241 |
|  | Firms with 50 to 99 employees. <br> Firms with <br> employess or | 149 | 225 | 13233336 | 274868 | 61258 | 9926 | 532820 | 17818 | 20229 |
|  | more..................... | 108 | 517 | 71568108 | 1274900 | 306203 | 44330 | 2189208 | 28993 | 29222 |
|  | Firms not operated for the entire year $\qquad$ | 2284 | 2309 | 7172961 | 153366 | 30266 | 5328 | 310980 | 394 | 8226 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 1521 | 1566 | 7602771 | 242505 | 56581 | 5335 | 452024 | 17175 | 18681 |
|  | Firms operated for the entire year | 1349 | 1394 | 7348733 | 235110 | 54952 | 5176 | 436726 | 17166 | 18679 |
|  |  | 1068 | 1073 | 2742429 | 89235 | 20361 | 2018 | 176786 | 2633 | 3330 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 192 | 208 | 1518093 | 54992 | 12981 | 1194 | 98510 | 1273 | 1256 |
|  | employees.............. | 59 | 79 | 1116837 | 39641 | 8586 | 740 | 72209 | 961 | 998 |
|  | Firms with 20 to 49 employees. | 25 | 29 | 804189 | 27823 | 6281 | 624 | 45505 | 701 | 653 |
|  | employees. | 3 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 172 | 172 | 254038 | 7395 | 1629 | 159 | 15298 | 9 | 2 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ......... | 177 | 177 | 1378150 | 33353 | 7722 | 616 | 69098 | 12457 | 13426 |
|  | Firms operated for the entire year | 154 | 154 | 1317314 | 32487 | 7675 | 603 | 66069 | 12457 | 13426 |
|  | Firms with less than 5 employees. | 123 | 123 | $451912$ | $12753$ | $2900$ | 221 | $23135$ | 487 | 547 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 20 | 20 | 175031 | $4886$ | $1105$ | 120 | 11474 | 313 | 387 |
|  | employees. <br> Firms with 20 to 49 | 6 | 6 | 115500 | 3778 | 983 | 71 | 10137 | 59 | 50 |
|  | Firms with 20 to 49 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 23 | 23 | $60836$ | $866$ | 47 | 13 | 3029 | _ | - |

[^353]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 177 | 177 | 1378150 | 33353 | 7722 | 616 | 69098 | 12457 | 13426 |
|  | Firms operated for the entire year | 154 | 154 | 1317314 | 32487 | 7675 | 603 | 66069 | 12457 | 13426 |
|  | Firms with less than 5 employees. | 123 | 123 | 451912 | 12753 | 2900 | 221 | 23135 | 487 | 547 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 20 | 20 | 175031 | 4886 | 1105 | 120 | 11474 | 313 | 387 |
|  | Firms witoyees............... | 6 | 6 | 115500 | 3778 | 983 | 71 | 10137 | 59 | 50 |
|  | Firms with 20 to 49 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. |  | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 23 | 23 | 60836 | 866 | 47 | 13 | 3029 | - | - |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 699 | 735 | 2201547 | 87722 | 20721 | 2443 | 168995 | 1950 | 2073 |
|  | Firms operated for the entire year ............................ | 634 | 670 | 2153630 | 85430 | 20266 | 2387 | 164496 | 1950 | 2073 |
|  | Firms with less than 5 employees. | 505 | 509 | 748993 | 34451 | 7791 | 962 | 73081 | 935 | 987 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 94 | 108 | 548917 | 25561 | 6049 | 603 | 44681 | 398 | 423 |
|  | employees. | 24 | 42 | 400981 | 14517 | 3450 | 304 | 26023 | 617 | 663 |
|  | Firms with es to $49 . . . . . . .$. | 10 | 10 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | _ |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 65 | 65 | 47917 | 2292 | 455 | 56 | 4499 | - | - |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 699 | 735 | 2201547 | 87722 | 20721 | 2443 | 168995 | 1950 | 2073 |
|  | Firms operated for the entire year | 634 | 670 | 2153630 | 85430 | 20266 | 2387 | 164496 | 1950 | 2073 |
|  |  | 505 | 509 | 748993 | 34451 | 7791 | 962 | 73081 | 935 | 987 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 94 | 108 | 548917 | 25561 | 6049 | 603 | 44681 | 398 | 423 |
|  | employees................. | 24 | 42 | 400981 | 14517 | 3450 | 304 | 26023 | 617 | 663 |
|  | Firms with 20 to 49 employees. | 10 | 10 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 65 | 65 | 47917 | 2292 | 455 | 56 | 4499 | - | - |
| 42213 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 645 | 654 | 4023074 | 121430 | 28138 | 2276 | 213931 | 2768 | 3182 |
|  | Firms operated for the entire year | 561 | 570 | 3877789 | 117193 | 27011 | 2186 | 206161 | 2759 | 3180 |
|  | Firms with less than 5 employees. | 440 | 441 | 1541524 | 42031 | 9670 | 835 | 80570 | 1211 | 1796 |
|  | Firms with 5 to 9 employees Firms with 10 to 19 | 78 | 80 | 794145 | 24545 | 5827 | 471 | 42355 | 562 | 446 |
|  | Firms with 10 to 19 employees. <br> Firms with 20 to 49 | 29 | 31 | 600356 | 21346 | 4153 | 365 | 36049 | 285 | 285 |
|  | employees. $\qquad$ ..... <br> Firms with 50 to 99 | 12 | 16 | 472475 | 17227 | 3472 | 307 | 26477 | 701 | 653 |
|  | Firms withes............... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 84 | 84 | 145285 | 4237 | 1127 | 90 | 7770 | 9 | 2 |

[^354]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 413 | 445 | 5451128 | 113644 | 23300 | 2526 | 234947 | 5047 | 5164 |
|  | Firms operated for the entire year ................. | 341 | 372 | D | D | D | g | D | D | D |
|  | employees | 248 | 248 | 952062 | 22643 | 4529 | 437 | 44889 | 1481 | 1293 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 55 | 57 | 836420 | 16223 | 3965 | 339 | 31366 | 417 | 566 |
|  | employees. | 16 | 19 | 544558 | 15324 | 2978 | 210 | 24235 | 1101 | 1194 |
|  | Firms with 20 to 49 employees. | 10 | 10 | 436581 | 7723 | 1835 | 283 | 19357 | 1263 | 1302 |
|  | Firms with 50 to 99 employees. | 6 | 6 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 6 | 32 | D | D | D | f | D | D | D |
|  | Firms not operated for the entire year | 72 | 73 | D | D | D | c | D | D | D |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 2996 | 3034 | 16937975 | 499819 | 109567 | 9332 | 977249 | 30510 | 29976 |
|  | Firms operated for the entire year | 2530 | 2565 | 15970930 | 473114 | 106426 | 9054 | 924388 | 30510 | 29657 |
|  | employees......... | 2148 | 2153 | 7599897 | 182938 | 42420 | 3797 | 389691 | 5661 | 5471 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 251 | 255 | 2403467 | 73656 | 16245 | 1583 | 147499 | 7921 | 5491 |
|  | employees. | 81 | 90 | 1349380 | 57042 | 13609 | 1035 | 105434 | 3334 | 3564 |
|  | Firms with 20 to 49 employees. | 35 | 49 | 1814569 | 57464 | 13403 | 1039 | 105676 | 3588 | 4219 |
|  | Firms with 50 to 99 employees. | 10 | 12 | 1470559 | 49897 | 8742 | 688 | 101010 | 3570 | 4950 |
|  | Firms with 100 employess or more. | 5 | 6 | 1333058 | 52117 | 12007 | 912 | 75078 | 6436 | 5962 |
|  | Firms not operated for the entire year | 466 | 469 | 967045 | 26705 | 3141 | 278 | 52861 | - | 319 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 770 | 793 | 5032811 | 133335 | 29237 | 2562 | 249219 | 9009 | 5708 |
|  | Firms operated for the entire year | 665 | 688 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 536 | 536 | 2145528 | 48067 | 11020 | 955 | 93768 | 1693 | 572 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 82 | 83 | 1008116 | 26777 | 5789 | 508 | 51359 | 5736 | 3544 |
|  | 10 to 19 employees. | 31 | 37 | 612211 | 21315 | 4540 | 388 | 38918 | 1250 | 1147 |
|  | Firms with 20 to 49 employees. | 13 | 27 | 893309 | 22014 | 5355 | 387 | 38160 | 37 | 31 |
|  | Firms with 50 to 99 employees. | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 105 | 105 | D | D | D | b | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 770 | 793 | 5032811 | 133335 | 29237 | 2562 | 249219 | 9009 | 5708 |
|  | Firms operated for the entire year | 665 | 688 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 536 | 536 | 2145528 | 48067 | 11020 | 955 | 93768 | 1693 | 572 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 82 | 83 | 1008116 | 26777 | 5789 | 508 | 51359 | 5736 | 3544 |
|  | Firms with 10 to 19 employees. | 31 | 37 | 612211 | 21315 | 4540 | 388 | 38918 | 1250 | 1147 |
|  | Firms with 20 to 49 employees. | 13 | 27 | 893309 | 22014 | 5355 | 387 | 38160 | 37 | 31 |
|  | Firms with 50 to 99 employees. | 2 | 4 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 105 | 105 | D | D | D | b | D | D | D |

[^355]Table 5. Employment Size of Firms: 1997-Con.




[^356]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{aligned} & \text { Firms } \\ & \text { (number) } \end{aligned}$ | Establishments (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 ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ........... | 1195 | 1203 | 4735312 | 147928 | 31213 | 3132 | 289901 | 6423 | 7722 |
|  | Firms operated for the entire year ................... | 959 | 967 | D | D | D | h | D | D | D |
|  | employees | 831 | 834 | 2484763 | 62762 | 14705 | 1459 | 143532 | 1833 | 2499 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 89 | 92 | 641358 | 21366 | 4864 | 568 | 40155 | 497 | 531 |
|  | employees | 23 | 24 | 296188 | 15882 | 4857 | 301 | 27460 | 542 | 500 |
|  | Firms with 20 to 49 employees. <br> Firms with 50 to 99 | 13 | 13 | 521406 | 20539 | 4294 | 402 | 34463 | 3551 | 4188 |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more... | 1 | 2 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 236 | 236 | D | D | D | c | D | D | D |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 1195 | 1203 | 4735312 | 147928 | 31213 | 3132 | 289901 | 6423 | 7722 |
|  | Firms operated for the entire year <br> Firms with less than | 959 | 967 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 831 | 834 | 2484763 | 62762 | 14705 | 1459 | 143532 | 1833 | 2499 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 89 | 92 | 641358 | 21366 | 4864 | 568 | 40155 | 497 | 531 |
|  | employees | 23 | 24 | 296188 | 15882 | 4857 | 301 | 27460 | 542 | 500 |
|  | Firms with 20 to 49 employees. | 13 | 13 | 521406 | 20539 | 4294 | 402 | 34463 | 3551 | 4188 |
|  | Firms with 50 to 99 employees. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 1 |  | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year | 236 | 236 | D | D | D | c | D | D | D |
| 42234 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 373 | 378 | 4242357 | 141753 | 31529 | 2032 | 270359 | 11146 | 11891 |
|  | Firms operated for the entire $\qquad$ <br> Firms with less than 5 | 320 | 322 | 4124309 | 139357 | 31054 | 1994 | 264340 | 11146 | 11891 |
|  | Firms with less than 5 employees. | 264 | 265 | D | D | D | e | D | D | D |
|  | Firms with 5 to 9 employees.. Firms with 10 to 19 | 29 | 29 | D | D | D | c | D | D | D |
|  | employees | 13 | 14 | 230530 | 10484 | 2249 | 164 | 18897 | 61 | 107 |
|  | Firms with 20 to 49 employees. | 5 | 5 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 6 | 6 | 1080497 | 30899 | 6292 | 366 | 73269 | 3277 | 4595 |
|  | Firms with 100 employess or more. | 3 | 3 | 1268766 | 50134 | 11548 | 692 | 71792 | 6436 | 5962 |
|  | Firms not operated for the entire year | 53 | 56 | 118048 | 2396 | 475 | 38 | 6019 | - | - |
| 422340 | Footwear whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 373 | 378 | 4242357 | 141753 | 31529 | 2032 | 270359 | 11146 | 11891 |
|  | Firms operated for the entire year | 320 | 322 | 4124309 | 139357 | 31054 | 1994 | 264340 | 11146 | 11891 |
|  | Firms with less than 5 employees. | 264 | 265 |  | D | D | e | D | D | D |
|  | Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 29 | 29 | D | D | D | c | D | D | D |
|  | employees | 13 | 14 | 230530 | 10484 | 2249 | 164 | 18897 | 61 | 107 |
|  | Firms with 20 to 49 employees. | 5 | 5 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 6 | 6 | 1080497 | 30899 | 6292 | 366 | 73269 | 3277 | 4595 |
|  | Firms with 100 employess or more | 3 | 3 | 1268766 | 50134 | 11548 | 692 | 71792 | 6436 | 5962 |
|  | Firms not operated for the entire year | 53 | 56 | $118048$ | $2396$ | $475$ | 38 | $6019$ | - | - |

[^357]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 4224 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. <br> Grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
| 4224 | All firms ........... | 4164 | 4652 | 113150470 | 2043803 | 476829 | 62493 | 3587796 | 42628 | 47860 |
|  | Firms operated for the entire year.. Firms with less than 5 | 3609 | 4087 | 110128825 | 1974497 | 459838 | 60296 | 3460581 | 42349 | 47564 |
|  | employees. <br> Firms with 5 to 9 employees . <br> Firms with 10 to 19 | 2279 615 | 2288 622 | 9235793 8936660 | $\begin{aligned} & 164495 \\ & 170418 \end{aligned}$ | $\begin{aligned} & 36151 \\ & 37 \quad 752 \end{aligned}$ | 4449 3984 | $\begin{aligned} & 327174 \\ & 315638 \end{aligned}$ | 6607 6837 | 9 6 6 977 |
|  | employees.................. | 355 | 387 | 9785470 | 198748 | 43308 | 4756 | 354370 | 2080 | 2983 |
|  | employees | 225 | 296 | 13863027 | 256010 | 58929 | 6712 | 444022 | 4848 | 6196 |
|  | $\begin{aligned} & \text { Firms with } 50 \text { to } 99 \\ & \text { employees.............. } \end{aligned}$ | 57 | 105 | 6710501 | 134994 | 31720 | 4041 | 241912 | 1183 | 1123 |
|  | Firms with 100 employess or | 78 | 389 | 61597374 | 1049832 | 251978 | 36354 | 1777465 | 20794 | 21250 |
|  | Firms not operated for the entire year | 555 | 565 | 3021645 | 69306 | 16991 | 2197 | 127215 | 279 | 296 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 507 | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Firms operated for the entire year ............................ | 420 | 654 | 51260047 | 830753 | 193794 | 27690 | 1414132 | 19548 | 20161 |
|  | irms with less than 5 employees | 176 | 177 | 860038 | 13078 | 2820 | 352 | 25652 | 254 | 269 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 80 | 81 | 1004903 | 17843 | 3996 | 529 | 32603 | 791 | 848 |
|  | employees........... | 45 | 47 | 1259088 | 23105 | 5210 | 653 | 37473 | - | - |
|  | $\begin{aligned} & \text { Firms with } 20 \text { to } 49 \\ & \text { employees....... } \end{aligned}$ | 56 | 65 | 3397919 | 64425 | 14800 | 1772 | 103634 | - | - |
|  | Firms with 50 to 99 employees | 19 | 45 | 2056134 | 39373 | 9443 | 1428 | 66994 | - | - |
|  | Firms with 100 employess or more. | 44 | 239 | 42681965 | 672929 | 157525 | 22956 | 1147776 | 18503 | 19044 |
|  | Firms not operated for the entire year | 87 | 94 | 1487715 | 27447 | 7018 | 907 | 43999 | - | - |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 507 | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Firms operated for the entire year .......................... | 420 | 654 | 51260047 | 830753 | 193794 | 27690 | 1414132 | 19548 | 20161 |
|  | Firms with less than 5 employees. | 176 | 177 | 860038 | 13078 | 2820 | 352 | 25652 | 254 | 269 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 80 | 81 | 1004903 | 17843 | 3996 | 529 | 32603 | 791 | 848 |
|  | employees. | 45 | 47 | 1259088 | 23105 | 5210 | 653 | 37473 | - | - |
|  | employees......... | 56 | 65 | 3397919 | 64425 | 14800 | 1772 | 103634 | - | - |
|  | Firms with 50 to 99 employees | 19 | 45 | 2056134 | 39373 | 9443 | 1428 | 66994 | - | - |
|  | Firms with 100 employess or more. | 44 | 239 | 42681965 | 672929 | 157525 | 22956 | 1147776 | 18503 | 19044 |
|  | Firms not operated for the entire year $\qquad$ | 87 | 94 | 1487715 | 27447 | 7018 | 907 | 43999 | - | - |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |  |  |  |
|  | All firms. | 507 | 748 | 52747762 | 858200 | 200812 | 28597 | 1458131 | 19548 | 20161 |
|  | Firms operated for the entire year Firms with less than 5 | 420 | 654 | 51260047 | 830753 | 193794 | 27690 | 1414132 | 19548 | 20161 |
|  | Firms with less than 5 employees | 176 | 177 | 860038 | 13078 | 2820 | 352 | 25652 | 254 | 269 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 80 | 81 | 1004903 | 17843 | 3996 | 529 | 32603 | 791 | 848 |
|  | employees | 45 | 47 | 1259088 | 23105 | 5210 | 653 | 37473 | - | - |
|  | employees | 56 | 65 | 3397919 | 64425 | 14800 | 1772 | 103634 | - | - |
|  | Firms with 50 to 99 employees. | 19 | 45 | 2056134 | 39373 | 9443 | 1428 | 66994 | - | - |
|  | Firms with 100 employess or more. | 44 | 239 | 42681965 | 672929 | 157525 | 22956 | 1147776 | 18503 | 19044 |
|  | Firms not operated for the entire year $\qquad$ | 87 | 94 | 1487715 | 27447 | 7018 | 907 | 43999 | - | - |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 623 | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 2959 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42242 | Packaged frozen food whsle -Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year | 577 | 631 | 16601876 | 270243 | 61581 | 7088 | 468026 | 2632 | 2944 |
|  | Firms with less than 5 employees. | 280 | 281 | 1349847 | 19673 | 4521 | 575 | 37711 | 635 |  |
|  | Firms with 5 to 9 employees . . Firms with 10 to 19 | 112 | 115 | 1760548 | 28280 | 6419 | 739 | 51914 | 591 | 710 |
|  | employees. | 100 | 109 | 3188625 | 56751 | 12444 | 1400 | 97198 | 10 | 56 |
|  | Firms with 20 to 49 employees. | 62 | 89 | 5072517 | 77088 | 17638 | 1833 | 129514 | - | - |
|  | Firms with 50 to 99 employees. | 15 | 25 | 2251828 | 36676 | 8217 | 1028 | 59724 | 1 | 75 |
|  | Firms with 100 employess or more. | 8 | 12 | 2978511 | 51775 | 12342 | 1513 | 91965 | 1395 | 1024 |
|  | Firms not operated for the entire year | 46 | 48 | 280980 | 4837 | 2467 | 280 | 8438 | - | 15 |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 623 | 679 | 16882856 | 275080 | 64048 | 7368 | 476464 | 2632 | 2959 |
|  | Firms operated for the entire year | 577 | 631 | 16601876 | 270243 | 61581 | 7088 | 468026 | 2632 | 2944 |
|  | Firms with less than 5 employees. | 280 | 281 | 1349847 | 19673 | 4521 | 575 | 37711 | 635 | 1079 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 112 | 115 | 1760548 | 28280 | 6419 | 739 | 51914 | 591 | 710 |
|  | employees | 100 | 109 | 3188625 | 56751 | 12444 | 1400 | 97198 | 10 | 56 |
|  | Firms with 20 to 49 employees. | 62 | 89 | 5072517 | 77088 | 17638 | 1833 | 129514 | - | - |
|  | Firms with 50 to 99 employees. | 15 | 25 | 2251828 | 36676 | 8217 | 1028 | 59724 | 1 | 75 |
|  | Firms with 100 employess or more. | 8 | 12 | 2978511 | 51775 | 12342 | 1513 | 91965 | 1395 | 1024 |
|  | Firms not operated for the entire year $\qquad$ | 46 | 48 | 280980 | 4837 | 2467 | 280 | 8438 | - | 15 |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 181 | 181 | 1474278 | 30193 | 7844 | 737 | 61064 | 700 | 799 |
|  | Firms operated for the entire year | 161 | 161 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 119 | 119 | 534809 | 9107 | 2114 | 243 | 16596 | 207 | 253 |
|  | Firms with 5 to 9 employees .. | 30 | 30 | D |  | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 8 | 8 | 159543 | 4360 | 948 | 103 | 8157 | - | - |
|  | Firms with 20 to 49 employees. | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 . \cdots$. | 3 | 3 | D |  |  |  |  |  |  |
|  | employees.............. | 1 | 1 | D | D | D | b | D | D | D |
|  | more...................... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 20 | 20 | D | D | D | b | D | D | D |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . | 181 | 181 | 1474278 | 30193 | 7844 | 737 | 61064 | 700 | 799 |
|  | Firms operated for the entire year | 161 | 161 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 119 | 119 | 534809 | 9107 | 2114 | 243 | 16596 | 207 | 253 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 30 | 30 |  |  | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 8 | 8 | 159543 | 4360 | 948 | 103 | 8157 | - | - |
|  | Firms with 20 to 49 employees | 3 | 3 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 \cdots \ldots \ldots$ | 3 | 3 | D |  |  |  |  |  |  |
|  | employees............... | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 20 | 20 | D | D | D | b | D | D | D |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 2 | 2 | D | D | D | a | D | D | D |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 628 | 647 | 5923035 | 180830 | 41516 | 4960 | 370545 | 6688 | 7855 |
|  | Firms operated for the entire year | 495 | 514 | 5503016 | 168075 | 39318 | 4651 | 338829 | 6476 | 7601 |
|  | Firms with less than 5 employees. | 296 | 301 | 1158448 | 28168 | 5945 | 644 | 61985 | 288 | 335 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 102 | 103 | 1136004 | 33552 | 7782 | 668 | 61007 | 1206 | 1168 |
|  | employees................. | 47 | 48 | 836663 | 27554 | 6036 | 590 | 52268 | 928 | 1157 |
|  | Firms with 20 to 49 | 35 | 47 | 1231753 | 39981 | 9786 | 1024 | 79112 | 1976 | 2711 |
|  | Firms with 50 to 99 employees. | 10 | 10 | 708293 | 25431 | 6721 | 697 | 58455 | 1182 | 1048 |
|  | Firms with 100 employess or more. | 5 | 5 | 431855 | 13389 | 3048 | 1028 | 26002 | 896 | 1182 |
|  | Firms not operated for the entire year $\qquad$ | 133 | 133 | 420019 | 12755 | 2198 | 309 | 31716 | 212 | 254 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ... | 1418 | 1521 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year | 1264 | 1367 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 930 | 930 | D | D | D | g | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 166 | 168 | D | D | D | g | D | D | D |
|  | employees................ | 94 | 107 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 36 | 42 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 12 | 20 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | 26 | 100 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 154 | 154 | D | D | D | f | D | D | D |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 1418 | 1521 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year | 1264 | 1367 | D | D | D | j | D | D | D |
|  | Firms with less than 5 employees. | 930 | 930 | D | D | D |  | D | D | D |
|  | Firms with 5 to 9 employees .. | 166 | 168 | D | D | D | g | D | D | D |
|  | Firms with 10 to 19 employees. | 94 | 107 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees. | 36 | 42 | D | D | D | g | D | D | D |
|  | Firms with 50 to 99 employees. | 12 | 20 | D | D | D | f | D | D | D |
|  | Firms with 100 employess or more. | 26 | 100 | D | D | D | i | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 154 | 154 | D | D | D | f | D | D | D |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 115 | 115 | 1472900 | 26226 | 5662 | 654 | 47505 | 390 | 321 |
|  | Firms operated for the entire year | 102 | 102 | 1299139 | 23642 | 5592 | 643 | 42586 | 390 | 321 |
|  | Firms with less than 5 employees. | 72 | 72 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees | 16 | 16 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 10 | 10 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 3 | 3 | 84000 | 2215 | 610 | 95 | 3685 | - | - |
|  | Firms with 50 to 99 employees | - | - |  |  |  | - |  |  |  |
|  |  | - | - | - | - | - | - | - | - | - |
|  | more..................... | 1 | 1 | D | D | D | c | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 13 | 13 | 173761 | 2584 | 70 | 11 | 4919 | - | - |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 351 | 351 | 1690138 | 46252 | 10524 | 1377 | 81240 | 309 | 354 |

Table 5. Employment Size of Firms: 1997-Con.




See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | $\begin{array}{r} \text { Firms } \\ \text { (number) } \end{array}$ | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4225901 | Hides, skins, \& pelts whsle -Con. <br> Firms not operated for the entire year $\qquad$ | 5 | 5 | 3551 | 70 | 18 | 17 | 162 | - | - |
| 4225902 | Leaf tobacco whsle All firms $\qquad$ | 194 | 210 | 1565193 | 19599 | 5305 | 2115 | 53017 | 118 | 7710 |
|  | Firms operated for the entire year . | 36 | 42 | 380058 | 5903 | 2049 | 588 | 13990 | 118 | 244 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees .. Firms with 10 to 19 | 15 5 | 15 5 | 140142 | 2168 | 450 | 32 b | 4165 | $\stackrel{9}{\mathrm{D}}$ | 160 |
|  | employees................ | 4 | 4 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 8 | 10 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees | 4 | 8 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year | 158 | 168 | 1185135 | 13696 | 3256 | 1527 | 39027 | - | 746 |
| 4225903 | Wool, wool tops, \& mohair whsle |  |  |  |  |  |  |  |  |  |
|  | All firms .... | 19 | 19 | 56823 | 1177 | 270 | 60 | 2702 | 1055 | 1276 |
|  | Firms operated for the entire year. | 15 | 15 | 44709 | 1110 | 257 | 58 | 2335 | 1055 | 1276 |
|  | Firms with less than 5 employees. | 9 | 9 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 6 | 6 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees | - | - | - | - | - | - | - | - | - |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | - | - | _ | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 4 | 4 | 12114 | 67 | 13 | 2 | 367 | - | - |
| 4225904 | Cotton whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 50 | 53 | 695960 | 3493 | 535 | 98 | 6343 | 32 | 95 |
|  | Firms operated for the entire year | 40 | 43 | 664057 | 3099 | 456 | 88 | 5368 | 32 | 88 |
|  | Firms with less than 5 employees. | 37 | 37 |  | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 2 | 5 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 10 | 10 | 31903 | 394 | 79 | 10 | 975 | - | 7 |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 92 | 94 | 887015 | 12266 | 2834 | 491 | 29598 | 132 | 138 |
|  | Firms operated for the entire year ............................ Firms with less than 5 | 81 | 83 | 863873 | 11847 | 2809 | 478 | 28819 | 132 | 138 |
|  | ess than 5 <br> employees. <br> Firms with 5 to 9 employees .. | $\begin{aligned} & 55 \\ & 14 \end{aligned}$ | $\begin{aligned} & 55 \\ & 14 \end{aligned}$ | 564353 | 6061 D | $\begin{array}{r} 1345 \\ \mathrm{D} \end{array}$ | 125 b | $12 \begin{array}{r} 556 \\ \mathrm{D} \end{array}$ | 19 D | ${ }^{2}$ |
|  | Firms with 5 to 9 employees <br> Firms with 10 to 19 employees. | 7 | 7 | 29460 | 482 | 126 | 95 | 1127 | - | - |
|  | employees. <br> Firms with 20 to 49 employees. | 4 | 4 | 88636D | 1153 | 286 | 111 | 3876 | - |  |
|  | employees <br> Firms with 50 to 99 employees Firms with 100 employess or more | 1 | 3 |  | D | D | b | D | D | D |
|  |  | - | - | - | - | - | - | - | - |  |
|  | Firms not operated for the entire year $\qquad$ | 11 | 11 | 23142 | 419 | 25 | 13 | 779 | - | - |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4226 | Chemical \& allied products whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | All firms | 1372 | 1390 | 6509052 | 194592 | 41323 | 3687 | 354566 | 22043 | 26585 |
|  | Firms operated for the entire year ............................ | 1228 | 1246 | 6198943 | 188360 | 40299 | 3593 | 341353 | 22038 | 26566 |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees | $\begin{array}{r}1042 \\ 128 \\ \\ \hline\end{array}$ | 1044 135 | 3297727 D | 94176 D | 20690 D | 1862 | 175002 | 3095 D | 4669 D |
|  | employees. | 50 | 56 | 992628 | 33077 | 7592 | 657 | 59724 | 13780 | 15183 |
|  | Firms with 20 to 49 employees. | 7 | 10 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. |  |  | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 144 | 144 | 310109 | 6232 | 1024 | 94 | 13213 | 5 | 19 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 646 | 654 | 3770919 | 99796 | 21450 | 1741 | 180912 | 3978 | 6095 |
|  | Firms operated for the entire year | 586 | 594 | 3566946 | 96342 | 20965 | 1711 | 173024 | 3978 | 6095 |
|  | Firms with less than 5 employees. | 491 | 491 | 2166767 | 53716 | 11687 | 898 | 95913 | 413 | 1654 |
|  | Firms with 5 to 9 employees .. | 68 | 74 | 999979 | 26134 | 5459 | 418 | 47825 | 1490 | 2264 |
|  | Firms with 10 to 19 employees. | 24 | 26 | 386918 | 14454 | 3287 | 327 | 25227 | 1722 | 1848 |
|  | Firms with 20 to 49 employees. | 3 | 3 | 13282 | 2038 | 532 | 68 | 4059 | 353 | 329 |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. |  | - | - | - | - | - | - | _ | - |
|  | Firms not operated for the entire year $\qquad$ | 60 | 60 | 203973 | 3454 | 485 | 30 | 7888 | - | - |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 646 | 654 | 3770919 | 99796 | 21450 | 1741 | 180912 | 3978 | 6095 |
|  | Firms operated for the entire year | 586 | 594 | 3566946 | 96342 | 20965 | 1711 | 173024 | 3978 | 6095 |
|  | Firms with less than 5 employees. | 491 | 491 | 2166767 | 53716 | 11687 | 898 | 95913 | 413 | 1654 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 68 | 74 | 999979 | 26134 | 5459 | 418 | 47825 | 1490 | 2264 |
|  | employees................ | 24 | 26 | 386918 | 14454 | 3287 | 327 | 25227 | 1722 | 1848 |
|  | Firms with 20 to 49 employees. | 3 | 3 | 13282 | 2038 | 532 | 68 | 4059 | 353 | 329 |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 60 | 60 | 203973 | 3454 | 485 | 30 | 7888 | - | - |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 726 | 736 | 2738133 | 94796 | 19873 | 1946 | 173654 | 18065 | 20490 |
|  | Firms operated for the entire year | 642 | 652 | 2631997 | 92018 | 19334 | 1882 | 168329 | 18060 | 20471 |
|  | Firms with less than 5 employees. . <br> Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | $\begin{array}{r} 551 \\ 60 \end{array}$ | $\begin{array}{r} 553 \\ 61 \end{array}$ | 1130960 D | 40460 D | 9003 D | 964 e | 79089 D | 2682 | $\begin{array}{r} 3015 \\ \text { D } \end{array}$ |
|  | employees. <br> Firms with 20 to 49 | 26 | 30 | 605710 | 18623 | 4305 | 330 | 34497 | 12058 | 13335 |
|  | employees. | 4 | 7 | D | D | D | c | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots . .$. . | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 84 | 84 | 106136 | 2778 | 539 | 64 | 5325 | 5 | 19 |

[^358]Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 726 | 736 | 2738133 | 94796 | 19873 | 1946 | 173654 | 18065 | 20490 |
|  | Firms operated for the entire year ............................ | 642 | 652 | 2631997 | 92018 | 19334 | 1882 | 168329 | 18060 | 20471 |
|  | employees. <br> Firms with 5 to 9 employ <br> yees | 551 60 | 553 61 | 130960 D | 40460 | 9003 D | 964 | 79089 D | 2682 | 3015 D |
|  | employees | 26 | 30 | 605710 | 18623 | 4305 | 330 | 34497 | 12058 | 13335 |
|  | employees | 4 | 7 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more. | - |  | _ | _ | _ | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 84 | 84 | 106136 | 2778 | 539 | 64 | 5325 | 5 | 19 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 9 | 11 | 71241 | 2852 | 489 | 48 | 4830 | - | - |
|  | Firms operated for the entire year | 6 | 8 | 67783 | 2717 | 426 | 43 | 4550 | - | - |
|  | Firms with less than 5 employees. | 3 | 3 | D | D | D | a | D | D | D |
|  | Firms with 5 to 9 employees .. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees | 2 | 4 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 3 | 3 | 3458 | 135 | 63 | 5 | 280 | - | - |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 717 | 725 | 2666892 | 91944 | 19384 | 1898 | 168824 | 18065 | 20490 |
|  | Firms operated for the entire year | 636 | 644 | 2564214 | 89301 | 18908 | 1839 | 163779 | 18060 | 20471 |
|  |  | 548 | 550 | D | D | D | f | D | D | D |
|  | Firms with 5 to 9 employees .. | 59 | 60 | D | D | D | e | D | D | D |
|  | employees................ | 24 | 26 | D | D | D | e | D | D | D |
|  | Firms with 20 to 49 employees. | 4 | 7 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 100 employess or more $\qquad$ | - | - |  | - | - | - | - | - | D |
|  | Firms not operated for the entire year | 81 | 81 | 102678 | 2643 | 476 | 59 | 5045 | 5 | 19 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 246 | 256 | r11953186 | 97236 | 20671 | 2655 | 184534 | 1191 | 1178 |
|  | Firms operated for the entire year | 225 | 235 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 178 | 179 | 2103947 | 14793 | 3586 | 327 | 26989 | 521 | 527 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 27 | 27 | 2053490 | 6686 | 1966 | 166 | 12216 | 326 | 340 |
|  | employees <br> Firms with 20 to 49 | 16 | 19 | 4336764 | 19172 | 3248 | 197 | 27752 | 211 | 268 |
|  | employees.............. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots . .$. | 2 | 2 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 1 | 7 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 21 | 21 | D | D | D | a | D | D | D |

[^359]Table 5. Employment Size of Firms: 1997-Con.




[^360]Table 5. Employment Size of Firms: 1997-Con.




Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION <br> MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 210 | 213 | D | D | D | g | D | D | D |
|  | Firms operated for the entire year | 188 | 191 | D | D | D | g | D | D | D |
|  | Firms with less than 5 employees. Firms with 5 to 9 employees | $\begin{array}{r}130 \\ 30 \\ \hline\end{array}$ | 130 32 | D | D | D | c | D | D | ${ }_{\text {D }}^{\text {D }}$ |
|  | Firms with 10 to 19 employees. | 16 | 16 | D | D | D | c | D | D | D |
|  | Firms with 20 to 49 employees. | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | 2 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 22 | 22 | D | D | D | a | D | D | D |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 37 | 40 | D | D | D | c | D | D | D |
|  | Firms operated for the entire year | 33 | 36 | D | D | D | c | D | D | D |
|  | Firms with less than 5 employees. | 23 | 23 | D | D | D | b | D | D | D |
|  | Firms with 5 to 9 employees .. | 7 | 9 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | 2 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 4 | 4 | D | D | D | a | D | D | D |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 37 | 40 | D | D | D | c | D | D | D |
|  | Firms operated for the entire year | 33 | 36 | D | D | D | c | D | D | D |
|  | Firms with less than 5 employees. | 23 | 23 | D | D |  | b |  |  |  |
|  | Firss with 5 to 9 employees .. | 7 | 9 | D | D | D | b | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees | 2 | 3 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | - | - | - | _ | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 4 | 4 | D | D | D | a | D | D | D |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 173 | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Firms operated for the entire year | 155 | 155 | 1938474 | 57952 | 13561 | 1213 | 98325 | 1446 | 2450 |
|  | Firms with less than 5 employees | 107 | 107 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees .. | 23 | 23 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 15 | 15 | 370511 | 12531 | 2687 | 205 | 19836 | 254 | 397 |
|  | Firms with 20 to 49 employees. | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year | 18 | 18 | 16797 | 876 | 70 | 16 | 1869 | - | 23 |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 173 | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422820 | Wine \& distilled alcoholic beverage whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ............................ | 155 | 155 | 1938474 | 57952 | 13561 | 1213 | 98325 | 1446 | 2450 |
|  | Firms with less than 5 employees. | 107 | 107 | D | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees .. | 23 | 23 | D | D | D | c | D | D | D |
|  |  | 15 | 15 | 370511 | 12531 | 2687 | 205 | 19836 | 254 | 397 |
|  | Firms with 20 to 49 employees. | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | _ | _ |
|  | Firms with 100 employess or more. | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 18 | 18 | 16797 | 876 | 70 | 16 | 1869 | - | 23 |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 173 | 173 | 1955271 | 58828 | 13631 | 1229 | 100194 | 1446 | 2473 |
|  | Firms operated for the entire year ........................... | 155 | 155 | 1938474 | 57952 | 13561 | 1213 | 98325 | 1446 | 2450 |
|  | Firms with less than 5 employees. | 107 | 107 |  | D | D | c | D | D | D |
|  | Firms with 5 to 9 employees .. | 23 | 23 | D | D | D | c | D | D | D |
|  | Firms with 10 to 19 employees. | 15 | 15 | 370511 | 12531 | 2687 | 205 | 19836 | 254 | 397 |
|  | Firms with 20 to 49 employees. | 8 | 8 | D | D | D | c | D | D | D |
|  | Firms with 50 to 99 | - | - | - | - | - | - |  |  |  |
|  | employees................ | - | - | - | - | - | - | - | - | - |
|  | more.................... | 2 | 2 | D | D | D | e | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 18 | 18 | 16797 | 876 | 70 | 16 | 1869 | - | 23 |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 2701 | 2763 | D | D | D | j | D | D | D |
|  | Firms operated for the entire year | 2136 | 2198 | D | D | D | i | D | D | D |
|  | Firms with less than 5 employees | 1730 | 1732 | D | D | D | h | D | D | D |
|  | Firms with 5 to 9 employees . Firms with 10 to 19 | 244 | 256 | D | D | D | g | D | D | D |
|  | Firms with 10 to 19 employees. | 105 | 115 | D | D | D | g | D | D | D |
|  | Firms with 20 to 49 employees | 49 | 68 | D | D | D | g | D | D | D |
|  | Firms with 50 to $99 \ldots \ldots$. | 4 | 68 | D |  |  | g |  |  |  |
|  | employees.............. | 4 | 15 | D | D | D | e | D | D | D |
|  | Firms with 100 employess or more. | 4 | 12 | D | D | D | g | D | D | D |
|  | Firms not operated for the entire year $\qquad$ | 565 | 565 | D | D | D | f | D | D | D |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 219 | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Firms operated for the entire year | 179 | 183 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 156 | 156 | 1641980 |  |  |  |  |  |  |
|  | Firms with 5 to 9 employees .. | 17 | 18 | 229218 | 6869 | 1404 | 119 | 13897 | 692 | 428 |
|  | Firms with 10 to 19 employees. | 5 | 8 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 |  |  |  |  |  |  |  |  |  |
|  | employees. <br> Firms with 100 employess or | - | - | - | - | - | - | - | - | - |
|  | more..................... | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 40 | 40 | D | D | D | a | D | D | D |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 219 | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 422910 | Farm supplies whsle-Con. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year <br> Firms with less than 5 | 179 | 183 | D | D | D | f | D | D | D |
|  | employees................ | 156 | 156 | 1641980 | 13160 | 3410 | 312 | 28344 | 510 | 365 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 17 | 18 | 229218 | 6869 | 1404 | 119 | 13897 | 692 | 428 |
|  | employees................ | 5 | 8 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | _ | - | - | - | _ |
|  | Firms not operated for the entire year | 40 | 40 | D | D | D | a | D | D | D |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |  |  |  |
|  | All firms . | 219 | 223 | 2238242 | 27321 | 5985 | 554 | 53381 | 1523 | 1091 |
|  | Firms operated for the entire year | 179 | 183 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. | 156 | 156 | 1641980 | 13160 | 3410 | 312 | 28344 | 510 | 365 |
|  | Firms with 5 to 9 employees .. | 17 | 18 | 229218 | 6869 | 1404 | 119 | 13897 | 692 | 428 |
|  | Firms with 10 to 19 employees | 5 | 8 | D | D | D | b | D | D | D |
|  | Firms with 20 to 49 employees. | 1 | 1 | D | D | D | b | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 40 | 40 | D | D | D | a | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............. | 313 | 334 | 2583212 | 103022 | 25474 | 3173 | 195343 | 1806 | 1834 |
|  | Firms operated for the entire year ............................ | 280 | 301 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees | 211 | 212 |  | 15457 | 3326 | 379 | 33149 | 320 |  |
|  | Firms with 5 to 9 employees .. | 33 | 33 | 129374 | 7623 | 1701 | 211 | 13673 | 289 | 356 |
|  | employees. . . . . . . . . . . . . . | 20 | 21 | 233180 | 10231 | 2350 | 269 | 20857 | 106 | 5 |
|  | Firms with 20 to 49 employees | 9 | 9 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | 3 | 14 | D | D | D | c | D | D | D |
|  | Firms with 100 employess or more. | 4 | 12 | 1595454 | 51562 | 13945 | 1788 | 94623 | - | - |
|  | Firms not operated for the entire year | 33 | 33 | D | D | D | b | D | D | D |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . | 313 | 334 | 2583212 | 103022 | 25474 | 3173 | 195343 | 1806 | 1834 |
|  | Firms operated for the entire year | 280 | 301 | D | D | D | h | D | D | D |
|  | Firms with less than 5 employees. | 211 | 212 | 331997 | 15457 | 3326 | 379 | 33149 | 320 | 388 |
|  | Firms with 5 to 9 employees .. | 33 | 33 | 129374 | 7623 | 1701 | 211 | 13673 | 289 | 356 |
|  | Firms with 10 to 19 employees. | 20 | 21 | 233180 | 10231 | 2350 | 269 | 20857 | 106 | 5 |
|  | Firms with 20 to 49 employees. | 9 | 9 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 |  | 14 |  | D |  | c | D |  |  |
|  | employees.............. | 3 | 14 |  | D | D | c | D | D | D |
|  | more. | 4 | 12 | 1595454 | 51562 | 13945 | 1788 | 94623 | - | - |
|  | Firms not operated for the entire year | 33 | 33 | D | D | D | b | D | D | D |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms ............ | 230 | 234 | 678119 | 32231 | 8070 | 885 | 60480 | 1153 | 1125 |

Table 5. Employment Size of Firms: 1997-Con.



| NAICS code | Employment sizes of firms by type of operation and kind of business ${ }^{1}$ | Firms (number) | 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |  |
| 42293 | Flower, nursery stock, \& florists' supplies whsleCon. |  |  |  |  |  |  |  |  |  |
|  | Firms operated for the entire year ............................. | 193 | 197 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. Firms with 5 to ployees Firms with 10 to 19 | 145 28 | 145 32 | 207553 | 8311 D | 1904 D | 256 c | 16032 | 541 D | 574 D |
|  | employees. <br> Firms with 20 to 49 | 11 | 11 | 74114 | 4499 | 932 | 145 | 9212 | 372 | 356 |
|  | employees................ | 9 | 9 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 37 | 37 | D | D | D | b | D | D | D |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |  |  |  |
|  | All firms . | 230 | 234 | 678119 | 32231 | 8070 | 885 | 60480 | 1153 | 1125 |
|  | Firms operated for the entire year $\qquad$ | 193 | 197 | D | D | D | f | D | D | D |
|  | Firms with less than 5 employees. <br> Firms with 5 to 9 employees .. <br> Firms with 10 to 19 | 145 28 | 145 32 | 207553 | 8311 | 1904 D | 256 c | 16032 | 541 D | 574 |
|  | Firms with 10 to 19 employees. <br> Firms with 20 to 49 | 11 | 11 | 74114 | 4499 | 932 | 145 | 9212 | 372 | 356 |
|  | with 20 to 49 employees. | 9 | 9 | D | D | D | e | D | D | D |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 37 | 37 | D | D | D | b | D | D | D |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 33 | 33 | 62175 | 2945 | 680 | 95 | 5653 | 616 | 628 |
|  | Firms operated for the entire year | 19 | 19 | D | D | D | b | D | D | D |
|  | Firms with less than 5 employees. | 17 | 17 | 16070 | 1165 | 247 | 30 | 2468 | 124 | 96 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1 | 1 |  |  | D | a | D | D | D |
|  | employees............... | 1 | 1 | D | D | D | a | D | D | D |
|  |  | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year $\qquad$ | 14 | 14 | D | D | D | b | D | D | D |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |  |  |  |
|  | All firms | 33 | 33 | 62175 | 2945 | 680 | 95 | 5653 | 616 | 628 |
|  | Firms operated for the entire year | 19 | 19 | D | D | D | b | D | D | D |
|  | Firms with less than $5 \ldots \ldots .$. | 17 | 17 | 16070 | 1165 | 247 | 30 | 2468 | 124 | 96 |
|  | Firms with 5 to 9 employees .. Firms with 10 to 19 | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 10 to 19 employees. | 1 | 1 | D | D | D | a | D | D | D |
|  | Firms with 20 to 49 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 50 to 99 employees. | - | - | - | - | - | - | - | - | - |
|  | Firms with 100 employess or more. $\qquad$ | - | - | - | - | - | - | - | - | - |
|  | Firms not operated for the entire year | 14 | 14 | D | D | D | b | D | D | D |

See footnotes at end of table.

Table 5. Employment Size of Firms: 1997-Con.




[^361]Table 5. Employment Size of Firms: 1997-Con.




[^362]Table 5. Employment Size of Firms: 1997-Con.


[^363]Table 6. Concentration by Largest Firms: 1997



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE |  |  |  |  |  |  |
|  | All firms . | '453 470 | r4 059657778 | 100.0 | '214915 405 | r51 072571 | r5 796557 |
|  | 4 largest firms | 294 | 251645800 | 6.2 | 1350045 | 348110 | 38694 |
|  | 8 largest firms | 1550 | 343243443 | 8.5 | 3729885 | 1112202 | 76539 |
|  | 20 largest firms | 3438 | 523311763 | 12.9 | 11673382 | 3414885 | 228300 |
|  | 50 largest firms ............................ | 5987 | 824904707 | 20.3 | 17395061 | 4882023 | 363526 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |
|  | All firms | 290629 | '2 179717376 | 100.0 | r133 236997 | '31746275 | '3 398261 |
|  | 4 largest firms | 291 | 251637628 | 11.5 | 1348789 | 347958 | 38661 |
|  | 8 largest firms | 1674 | 341494712 | 15.7 | 6754268 | 2170268 | 115178 |
|  | 20 largest firms | 2404 | 465633933 | 21.4 | 9552897 | 2912505 | 168790 |
|  | 50 largest firms ......................... | 4502 | 617079710 | 28.3 | 14917081 | 4290670 | 271879 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |
|  | All firms | '29 328 | r533 352124 | 100.0 | r11 458634 | '2717906 | r375 731 |
|  | 4 largest firms | 290 | 251636652 | 47.2 | 1348501 | 347879 | 38652 |
|  | 8 largest firms | 363 | 324114747 | 60.8 | 1722558 | 432147 | 50426 |
|  | 20 largest firms. | + 812 | 376601127 | 70.6 | 2319012 | 592015 | 68228 |
|  | 50 largest firms .. | 1069 | 413243070 | 77.5 | 2881344 | 731182 |  |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |
|  | All firms . | 7664 | r428 356355 | 100.0 | '4 638901 | r1 112419 | 150947 |
|  | 4 largest firms | 229 | 238793793 | 55.7 | 569150 | 156671 | 23103 |
|  | 8 largest firms | 298 | 310074185 | 72.4 | 912854 | 233845 | 34172 |
|  | 20 largest firms ......................... | 428 | 356966067 | 83.3 | 1289678 | 336740 | 43018 |
|  | 50 largest firms ......................... |  | 378259447 |  | 1638101 | 418340 |  |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |
|  | All firms . | 7664 | ${ }^{1} 428356355$ | 100.0 | '4 638901 | r1 112419 | 150947 |
|  | 4 largest firms | 229 | 238793793 | 55.7 | 569150 | 156671 | 23103 |
|  | 8 largest firms | 298 | 310074185 | 72.4 | 912854 | 233845 | 34172 |
|  | 20 largest firms ......................... | 428 | 356966067 | 83.3 | 1289678 | 336740 | 43018 |
|  | 50 largest firms | 539 | 378259447 | 88.3 | 1638101 | 418340 | 51689 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |
|  | All firms. | 3952 | '232 780708 | 100.0 | r1 767828 | r423 461 | 70675 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 141 | 118242803 | 50.8 | 577343 | 138245 | 24319 |
|  | 8 largest firms . ........................ | 222 | 163989306 | 70.4 | 752127 | 181726 | 35087 |
|  | 20 largest firms <br> 50 largest firms | 265 373 | 200882341 215493022 | 86.3 92.6 | 996487 1223261 | 247862 299611 | 38419 45418 |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |
|  | All firms . | 387 | 3059157 | 100.0 | 152468 | 33148 | 5047 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . | 8 | 761897 | 24.9 | 13487 | 2948 |  |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 14 | 1004517 | 32.8 | 19172 | 4054 | 403 |
|  | 20 largest firms | 30 | 1441741 | 47.1 | 40496 | 9226 | 1207 |
|  | 50 largest firms | 66 | 2072367 | 67.7 | 80052 | 17192 | 2254 |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |
|  | All firms . | 548 | 159991093 | 100.0 | 427702 | 115721 | 9552 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . | 105 | 154880798 | 96.8 | 204925 | 64843 | 2756 |
|  | 8 largest firms | 109 | 157029636 | 98.1 | 234553 | 70936 | 3228 |
|  | 20 largest firms | 121 153 | 157842958 158720030 | 98.7 | 282053 346 | 81658 96398 | 4694 6523 |
|  | 50 largest firms | 153 | 158720030 | 99.2 | 346068 | 96398 |  |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to 26,000 lb) whsle |  |  |  |  |  |  |
|  | All firms . | 516 | 4375397 | 100.0 | 275806 | 66215 | 7929 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . | 21 | 1748182 | 40.0 | 27733 | 7981 | 628 |
|  | 8 largest firms | 26 | 1994141 | 45.6 | 44587 | 12311 | 1036 |
|  | 20 largest firms <br> 50 largest firms | 47 87 | 2444241 3081198 | 56.5 70.4 | 80740 142008 | 21599 35635 | 1915 3522 |
|  | 50 largest firms | 87 | 3081198 | 70.4 | 142008 | 35635 |  |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle |  |  |  |  |  |  |
|  | All firms | 2261 | 28150000 | 100.0 | 2015097 | 473874 | 57744 |
|  | 4 largest firms | 82 | 4508918 | 16.0 | 136909 | 35859 | 3322 |
|  | 8 largest firms. | 101 | 5781711 | 20.5 | 194597 | 50178 | 4951 |
|  | 20 largest firms . . . . . . . . . . . . . . . . . . . . . . . . | 172 | 8097568 | 28.8 | 350695 | 91712 | 9190 |
|  | 50 largest firms ......................... | 283 | 11413766 | 40.5 | 562177 | 138784 | 14545 |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |
|  | All firms. | r12 620 | r83 214728 | 100.0 | r5 065064 | r1 194084 | r156 038 |
|  | 4 largest firms ......................... | 350 | 15415739 | 18.5 | 942704 | 234475 | 23128 |
|  | 8 largest firms | 378 | 22772681 | 27.4 | 1061992 | 262745 | 25928 |
|  | 20 largest firms 50 largest firms | 505 742 | 31716946 40704951 | 38.1 48.9 | 1240670 1548620 | 305139 379575 | 29838 37177 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |
|  | All firms | r12 620 | r83 214728 | 100.0 | r5 065064 | r1 194084 | r156 038 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | $\begin{aligned} & 350 \\ & 378 \\ & 505 \\ & 742 \end{aligned}$ | 15415739 22772681 317169966 40704951 | 18.5 27.4 38.1 48.9 |  942704  <br> 1 061992  <br> 1 240670  <br> 1 548 620 | 234475 262745 305139 379575 | 23 128 <br> 25 928 <br> 29 838 <br> 37 177 |
| 4211201 | Motor vehicle supplies \& new partswarehouse distributors |  |  |  |  |  |  |
|  | All firms ........................ | r5 095 | r30 313120 | 100.0 | '2 002699 | 「463 650 | r67 362 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . . . 20 largest firms . . . . . . . . . . . . . . . . . . . . . . | 150 189 263 483 | 4744851 7367347 11576727 15490119 | 15.7 24.3 38.2 51.1 | 147693 236098 348476 540487 | 37695 57807 83619 127447 | 5356 7518 10096 16474 |
| 4211202 | Motor vehicle supplies \& new partsjobbers |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 6942 | 51468506 | 100.0 | 2905299 | 693404 | 84003 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 66 246 270 542 |  | 29.1 39.4 48.9 59.6 | 803468 914556 1013415 1277677 | 196570 225948 249175 312450 | $\begin{array}{ll} 16 & 167 \\ 20 & 424 \\ 21 & 948 \\ 28 & 902 \end{array}$ |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |
|  | All firms .......................... | 583 | 1433102 | 100.0 | 157066 | 37030 | 4673 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 17 25 54 103 | 222236 322564 522520 789518 | 15.5 22.5 36.5 55.1 | 11979 18672 371399 67057 | 3318 4756 9556 15697 | 270 410 886 1606 |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |
|  | All firms ......................... | 1939 | 16508934 | 100.0 | 782893 | 183257 | 22939 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 104 181 261 367 |  | 51.4 63.0 70.9 78.0 | 145935 239508 295 3967 390 | 38765 59 7251 94672 94 | 2991 5063 6619 9 9 168 |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |
|  | All firms ....................... | 1939 | 16508934 | 100.0 | 782893 | 183257 | 22939 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 104 181 261 367 | 8481710 10395246 11705726 12873203 | 51.4 63.0 70.9 78.0 | 145935 239508 295467 390 | 38765 59 7261 94672 | 2991 5063 6619 9 9 168 |
| 42114 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |
|  | All firms ....................... | 7105 | 5272107 | 100.0 | 971776 | 228146 | 45807 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 16 42 85 125 | 230928 370209 640318 1033434 | 4.4 7.0 12.1 19.6 | 25687 40776 82481 133253 | 5792 9731 18979 31 111 | 1 1 1 3 870 |
| 421140 | Motor vehicle parts, (used) whsle |  |  |  |  |  |  |
|  | All firms. | 7105 | 5272107 | 100.0 | 971776 | 228146 | 45807 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 16 42 85 125 | 230928 370209 640318 1033434 | 4.4 7.0 12.1 19.6 | 25687 40776 82481 133253 | $\begin{array}{rr}5 & 792 \\ 9 & 731 \\ 18 & 979 \\ 31 & 111\end{array}$ | 1340 <br> 18877 <br> 3 <br> 5 <br> 5 |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |
|  | All firms ....................... | 15246 | 75006478 | 100.0 | 5316976 | 1225440 | 157465 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 81 \\ 111 \\ 197 \\ 386 \end{array}$ | 8601006   <br> 12 203 130 <br> 17 833 314 <br> 23653 427  | 11.5 16.3 23.8 31.5 | 116082 209143 405550 758181 | 31698 57163 102314 188184 | 3058 5108 9304 19393 |
| 42121 | Furniture whsle |  |  |  |  |  |  |
|  | All firms ....................... | 6697 | 31898583 | 100.0 | 2415323 | 555931 | 65930 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 79 \\ 112 \\ 188 \\ 292 \end{array}$ | $\begin{array}{r} 4864968 \\ 6461 \\ 8463 \\ 8493 \\ 11053 \\ 11 \end{array}$ | 15.3 20.3 26.6 34.7 | 110682 201559 315448 557845 | $\begin{array}{r} 27481 \\ 49236 \\ 77425 \\ 133596 \end{array}$ | 18801 38820 61544 11360 |
| 421210 | Furniture whsle |  |  |  |  |  |  |
|  | All firms ....................... | 6697 | 31898583 | 100.0 | 2415323 | 555931 | 65930 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 79 \\ 112 \\ 188 \\ 292 \end{array}$ | $\begin{array}{r} 4864968 \\ 6461463 \\ 8493785 \\ 11053110 \end{array}$ | 15.3 20.3 26.6 34.7 | 110682 201559 315448 557845 | $\begin{array}{r} 27481 \\ 49236 \\ 77425 \\ 133596 \end{array}$ | $\begin{array}{rrr}18801 \\ 3 & 820 \\ 6154 \\ 11 & 360\end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |
|  | All firms | 3304 | 12079496 | 100.0 | 698636 | 166690 | 23346 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 5 40 76 110 | $\begin{array}{lll} 1 & 284991 \\ 1 & 753 & 643 \\ 2 & 688 & 794 \\ 3 & 974 & 817 \end{array}$ | 10.6 14.5 22.3 32.9 | 24359 52758 93147 157071 | 5866 15389 25335 42063 | 309 943 2240 3951 |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |
|  | All firms | 3393 | 19819087 | 100.0 | 1716687 | 389241 | 42584 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 98 120 172 266 | $\begin{array}{lll} 4 & 783 & 039 \\ 6 & 014 & 981 \\ 7 & 422 & 757 \\ 9 & 378 & 713 \end{array}$ | 24.1 30.3 37.5 47.3 | $\begin{aligned} & 113427 \\ & 198 \\ & 366063 \\ & 568065 \end{aligned}$ | $\begin{array}{r} 28400 \\ 49428 \\ 85851 \\ 129755 \end{array}$ | $\begin{array}{r} 1912 \\ 3933 \\ 7943 \\ 11072 \end{array}$ |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |
|  | All firms. | 8549 | 43107895 | 100.0 | 2901653 | 669509 | 91535 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 44 58 129 259 | $\begin{array}{rrr} 7166 & 282 \\ 9553 & 219 \\ 13 & 424 & 685 \\ 17 & 328 & 398 \end{array}$ | 16.6 22.2 31.1 40.2 | $\begin{aligned} & 103679 \\ & 147306 \\ & 295246 \\ & 607636 \end{aligned}$ | 27893 40763 76106 151339 | $\begin{array}{r} 2836 \\ 3880 \\ 9840 \\ 17623 \end{array}$ |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |
|  | All firms | 8549 | 43107895 | 100.0 | 2901653 | 669509 | 91535 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 44 58 129 259 | $\begin{array}{rrr} 7 & 166 & 282 \\ 9553 & 219 \\ 13424 & 685 \\ 17 & 328 & 398 \end{array}$ | 16.6 22.2 31.1 40.2 | $\begin{aligned} & 103679 \\ & 147306 \\ & 295246 \\ & 607636 \end{aligned}$ | 27893 40763 76106 151339 | $\begin{array}{r} 2836 \\ 3880 \\ 9840 \\ 17623 \end{array}$ |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |
|  | All firms | 1332 | 6744886 | 100.0 | 478488 | 108490 | 16343 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 6 12 28 68 | 1 169648  <br> 1 604 873 <br> 2 344 699 <br> 3 390 029 | 17.3 23.8 34.8 50.3 | 50708 91145 129111 210519 | 11259 20262 29292 46997 | 3357 4400 5389 7487 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |
|  | All firms | 1876 | 11337298 | 100.0 | 658252 | 152175 | 20019 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 31 41 77 121 | 3 491 577 <br> 4 441 693 <br> 5 697 218 <br> 7 055 134 | 30.8 39.2 50.3 62.2 | 62343 111143 186835 273102 | 16060 26076 46511 65788 | 1286 1 3 3 5938 5 5 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |
|  | All firms | 2591 | 16467044 | 100.0 | 1044511 | 245571 | 30315 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 38 79 147 312 | $\begin{array}{r} 5920665 \\ 7337836 \\ 8629990 \\ 10133490 \end{array}$ | 36.0 44.6 52.4 61.5 | 100983 149151 249255 374069 | 28913 41328 64123 92571 | 3200 4332 6454 9539 |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |
|  | All firms ....................... | 2750 | 8558667 | 100.0 | 720402 | 163273 | 24858 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 26 31 48 80 | $\begin{array}{lll} 1 & 026 & 622 \\ 1 & 589 & 358 \\ 2 & 482 & 304 \\ 3 & 407 & 337 \end{array}$ | 12.0 18.6 29.0 39.8 | 65320 101911 147472 227115 | 16071 24946 36371 52893 | 2058 3165 4621 6765 |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |
|  | All firms | 14267 | 89175875 | 100.0 | 5296176 | 1227622 | 155535 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 172 \\ 272 \\ 850 \\ 1205 \end{array}$ | $\begin{array}{lll} 10 & 478 & 027 \\ 14 & 890 & 884 \\ 23 & 322 & 227 \\ 32 & 506 & 379 \end{array}$ | 11.7 16.7 26.2 36.5 | $\begin{array}{r} 249212 \\ 348302 \\ 683112 \\ 1057839 \end{array}$ | 67515 84493 175150 270476 | $\begin{array}{r} 5250 \\ 7009 \\ 15425 \\ 25897 \end{array}$ |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |
|  | All firms ...................... | 6767 | 60455924 | 100.0 | 3126436 | 736657 | 88905 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{aligned} & 169 \\ & 205 \\ & 366 \\ & 643 \end{aligned}$ | 10380 638  <br> 14 460 368 <br> 20 205 109 <br> 26 234 923 | 17.2 23.9 33.4 43.4 | $\begin{array}{ll} 246 & 194 \\ 363151 \\ 617 & 561 \\ 864 & 428 \end{array}$ | 66800 96297 158668 223177 | $\begin{array}{r} 5186 \\ 7244 \\ 13543 \\ 20323 \end{array}$ |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |
|  | All firms ................... | 6767 | 60455924 | 100.0 | 3126436 | 736657 | 88905 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{aligned} & 169 \\ & 205 \\ & 366 \\ & 643 \end{aligned}$ | 10380638   <br> 14 460368  <br> 20 205 109 <br> 26 234 923 | $\begin{aligned} & 17.2 \\ & 23.9 \\ & 33.4 \\ & 43.4 \end{aligned}$ | $\begin{array}{ll} 246194 \\ 363151 \\ 617 & 561 \\ 864428 \end{array}$ | $\begin{array}{r} 66800 \\ 96297 \\ 158668 \\ 223177 \end{array}$ | $\begin{array}{r} 5186 \\ 7244 \\ 13543 \\ 20323 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 1627 | 17143755 | 100.0 | 529208 | 131340 | 12611 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 51 55 85 123 |  | 34.2 42.8 51.6 62.1 | 87890 135427 162597 203448 | 27423 38149 48252 57836 |  |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 1599 | 15464304 | 100.0 | 890605 | 203841 | 27481 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 41 63 121 218 | 2 163 360 <br> 3 405 319 <br> 4 767 374 <br> 6 934 261 | 14.0 22.0 30.8 44.8 | 53271 77073 134604 253489 | 13812 19592 33009 60713 |  |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |
|  | All firms . | 3541 | 27847865 | 100.0 | 1706623 | 401476 | 48813 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 105 179 277 522 | 6 029433  <br> 8 131 294 <br> 11438 808  <br> 14 912 967 | 21.7 29.2 41.1 53.6 | 195882 296786 468894 668874 | 38896 72592 117483 165308 | 4030 6485 111288 17058 |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 3026 | 10711750 | 100.0 | 761681 | 168106 | 23753 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 390 438 576 773 | 3 023 703 <br> 4 128 870 <br> 5 207 416 <br> 6 510 499 | 28.2 38.5 48.6 60.8 | 95458 121550 177994 270491 | $\begin{array}{lll}25 & 838 \\ 33 & 099 \\ 46 & 157 \\ 64 & 186\end{array}$ | 3451 4077 5716 7911 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |
|  | All firms . | 3026 | 10711750 | 100.0 | 761681 | 168106 | 23753 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 390 438 576 773 | $\begin{array}{lll} 3 & 023 & 703 \\ 4 & 128 & 870 \\ 5 & 207 & 416 \\ 6 & 510 & 499 \end{array}$ | 28.2 38.5 48.6 60.8 | 95458 121550 177994 270491 | $\begin{array}{lll}25 & 838 \\ 33 & 099 \\ 46 & 157 \\ 64 & 186\end{array}$ | 3451 4077 5 71611 7 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle |  |  |  |  |  |  |
|  | All firms . | 1184 | 3546360 | 100.0 | 284096 | 66310 | 9941 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 321 375 433 491 | 1761474 1997046 2355016 2692024 | 49.7 56.3 66.4 75.9 | 79735 102976 135212 172762 | 21253 26730 35027 42675 | 3376 <br> 4056 <br> 5206 <br> 6 |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 1012 | 2001239 | 100.0 | 239974 | 49004 | 7775 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 47 82 106 160 | 221362 369036 625 947 948 | 11.1 18.4 31.2 47.3 | 15461 29004 48675 78 | 3355 5950 10502 15987 | 527 814 1416 2199 |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 830 | 5164151 | 100.0 | 237611 | 52792 | 6037 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 66 139 208 282 | $\begin{array}{lll} 1 & 939 & 440 \\ 2 & 664 & 134 \\ 3 & 437 & 043 \\ 4 & 175 & 335 \end{array}$ | 37.6 51.6 66.6 80.9 | $\begin{array}{r} 29961 \\ 49960 \\ 83088 \\ 133138 \end{array}$ | 8287 13969 20516 30469 | 579 1133 1704 2747 |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 1584 | 9811545 | 100.0 | 601826 | 133556 | 16402 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | $\begin{aligned} & 168 \\ & 222 \\ & 347 \\ & 458 \end{aligned}$ | 2 489 266 <br> 3 551 831 <br> 4 754 805 <br> 6 141 007 | 25.4 36.2 48.5 62.6 | 91305 121391 210739 320298 | 19726 28529 48190 73194 | 2100 2867 5 881 8652 |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 1584 | 9811545 | 100.0 | 601826 | 133556 | 16402 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 168 \\ & 222 \\ & 347 \\ & 458 \end{aligned}$ | 2 489 266 <br> 3 551 831 <br> 4 754 805 <br> 6 141 007 | $\begin{aligned} & 25.4 \\ & 36.2 \\ & 48.5 \\ & 62.6 \end{aligned}$ | 91305 121391 210739 320298 | $\begin{array}{ll} 19 & 726 \\ 28 & 529 \\ 48 & 190 \\ 73 & 194 \end{array}$ | 2100 2867 5281 8652 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |
|  | All firms | 1584 | 9811545 | 100.0 | 601826 | 133556 | 16402 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{aligned} & 168 \\ & 222 \\ & 347 \\ & 458 \end{aligned}$ | 2 489 266 <br> 3 551 831 <br> 4 754 805 <br> 6 141 007 | 25.4 36.2 48.5 62.6 | 91305 121391 210739 320298 | $\begin{array}{ll} 19 & 726 \\ 28 & 529 \\ 48 & 190 \\ 73 & 194 \end{array}$ | $\begin{array}{ll} 2 & 100 \\ 2 & 867 \\ 5 & 281 \\ 8 & 652 \end{array}$ |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |
|  | All firms .......................... | 2890 | 8196656 | 100.0 | 806233 | 189303 | 26475 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 76 89 155 274 | $\begin{array}{rrr}978 & 211 \\ 1480664 \\ 2 & 321 & 120 \\ 3425113\end{array}$ | 11.9 18.1 28.3 41.8 | 64494 104497 169534 256709 | 15270 25782 41933 63010 | 2050 3027 50173 8045 |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |
|  | All firms ......................... | 2890 | 8196656 | 100.0 | 806233 | 189303 | 26475 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 76 89 155 274 | 978211 1480664 2321120 3425113 | 11.9 18.1 28.3 41.8 | 64494 104497 169534 256709 | $\begin{array}{ll} 15 & 270 \\ 25 & 782 \\ 41933 \\ 63 & 010 \end{array}$ | 2050 3027 5173 8045 |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 669 | 1950805 | 100.0 | 235834 | 57069 | 8197 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 66 92 112 158 | $\begin{array}{r}610 \\ 858 \\ \hline 1081 \\ 107 \\ 1051 \\ 1401 \\ 402 \\ \hline\end{array}$ | 31.3 44.0 56.8 71.8 | 60483 93864 120149 145540 | 14803 22382 28517 34405 | 1941 3 3 065 |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 2221 | 6245851 | 100.0 | 570399 | 132234 | 18278 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 17 44 105 186 |  | 13.2 18.4 28.1 43.7 | 40084 54790 100567 174839 | 9748 13436 25256 42866 | 973 1435 2909 5220 |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 45351 | 367383550 | 100.0 | 33292437 | 8317953 | 716113 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 549 616 1 1557 3004 | 52729073 76286093 118580608 164933954 | 14.4 20.8 32.8 44.9 | $\begin{array}{rrrr}5 & 694 & 634 \\ 6 & 312 & 038 \\ 9 & 263117 \\ 12 & 623081\end{array}$ | $\begin{array}{lll} 1 & 850 & 499 \\ 1 & 990 & 070 \\ 2 & 700 & 033 \\ 3 & 475 & 323 \end{array}$ | $\begin{array}{r} 85482 \\ 97790 \\ 160808 \\ 224697 \end{array}$ |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 1379 | 16679051 | 100.0 | 929865 | 217200 | 21195 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 60 87 154 211 | 9464810   <br> 10800 003  <br> 12 233 278 <br> 13 468 161 | 56.7 64.8 73.3 80.7 | 287192 342141 444 543 543 481 | 69193 83548 108514 132342 | 5209 6168 8176 10428 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ...................... | 1379 | 16679051 | 100.0 | 929865 | 217200 | 21195 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 60 87 154 211 | 9464810   <br> 10800 003  <br> 12 233 278 <br> 13 468 161 | 56.7 64.8 73.3 80.7 | 287192 <br> 342141 <br> 444353 <br> 543 <br> 481 | 69193 83548 108514 132342 | $\begin{array}{rrr}5 & 209 \\ 61688 \\ 81176 \\ 10 & 428\end{array}$ |
| 42142 | Office equipment whsle |  |  |  |  |  |  |
|  | All firms....... | 7319 | r36 646598 | 100.0 | r5 421076 | r1 376025 | r143 381 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 667 1 1 1 1 164 1 640 | 17713378 22852880 26500148 28463595 | 48.3 62.4 72.3 77.7 | $\begin{array}{lll} 2 & 291 & 019 \\ 3 & 093 & 056 \\ 3 & 458 & 572 \\ 3 & 702 & 447 \end{array}$ | $\begin{aligned} & 649257 \\ & 821733 \\ & 916446 \\ & 975691 \end{aligned}$ | 48885 73530 81661 87864 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |
|  | All firms ........................ | '7319 | r36 646598 | 100.0 | r5 421076 | r1 376025 | r143 381 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 667 1 164 1 1 1 641 | 17 713 378 <br> 22 852 880 <br> 26 500 148 <br> 28 463 595 | 48.3 62.4 72.3 77.7 | $\begin{array}{lll} 2 & 291 & 019 \\ 3 & 093 & 056 \\ 3 & 458 & 572 \\ 3 & 702 & 447 \end{array}$ | $\begin{aligned} & 649257 \\ & 821733 \\ & 916446 \\ & 975691 \end{aligned}$ | $\begin{aligned} & 48885 \\ & 73530 \\ & 81661 \\ & 87864 \end{aligned}$ |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |
|  | All firms ........................ | 16929 | 221447412 | 100.0 | 17305512 | 4426859 | 317662 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 376 \\ 576 \\ 1120 \\ 1480 \end{array}$ | 51 037 246 <br> 68 796 151 <br> 100 132 563 <br> 126 388 980 | $\begin{aligned} & 23.0 \\ & 31.1 \\ & 45.2 \\ & 57.1 \end{aligned}$ | 4 607 853 <br> 5 664 405 <br> 7 144 923 <br> 8 587 364 | 1 480 663 <br> 1 722 055 <br> 2 041 764 <br> 2 430 594 | $\begin{array}{r} 68157 \\ 85105 \\ 109755 \\ 134267 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |
|  | All firms | 16929 | 221447412 | 100.0 | 17305512 | 4426859 | 317662 |
|  | 4 largest firms | 376 | 51037246 | 23.0 | 4607853 | 1480663 | 68157 |
|  | 8 largest firms | 576 | 68796151 | 31.1 | 5664405 | 1722055 | 85105 |
|  | 20 largest firms | 1120 | 100132563 | 45.2 | 7144923 | 2041764 | 109755 |
|  | 50 largest firms... | 1480 | 126388980 | 57.1 | 8587364 | 2430594 | 134267 |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |
|  | All firms | 14080 | 209760805 | 100.0 | 15450012 | 3995317 | 282335 |
|  | 4 largest firms | 375 | 50872741 | 24.3 | 4604212 | 1479802 | 68005 |
|  | 8 largest firms. | 575 114 | 68631646 | 32.7 | 5660764 |  | 84953 |
|  |  | 1114 1478 | 99885940 125371788 | 47.6 59.8 | 7137916 8525301 | 2039962 2415452 | 109517 133007 |
|  |  |  |  | 59.8 |  |  |  |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |
|  | All firms | 5657 | 115317362 | 100.0 | 4275564 | 1035136 | 91857 |
|  | 4 largest firms | 43 | 34284588 | 29.7 | 390990 | 96152 | 10600 |
|  | 8 largest firms | 127 | 45120116 | 39.1 | 608675 | 147628 | 13673 |
|  | 20 largest firms | 237 | 60766632 | 52.7 | 1210029 | 327381 | 22632 |
|  | 50 largest firms .......................... | 411 | 73539229 | 63.8 | 1639683 | 427939 | 30238 |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |
|  | All firms . | 8423 | 94443443 | 100.0 | 11174448 | 2960181 | 190478 |
|  | 4 largest firms | 460 | 30254177 | 32.0 | 4988290 | 1556959 | 70161 |
|  | 8 largest firms. | . 659 | 40972228 | 43.4 | 5772267 | 1736951 | 84440 |
|  | 20 largest firms ........................ 50 largest firms .................... | 1070 1442 | 55893493 64695078 | 59.2 68.5 | 6855336 7740733 | 1976438 2187560 | 103215 115392 |
|  | 50 largest firms .......................... | 1442 | 64695078 | 68.5 | 7740733 |  |  |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |
|  | All firms | 2849 | 11686607 | 100.0 | 1855500 | 431542 | 35327 |
|  | 4 largest firms | 6 | 2211472 | 18.9 | 141681 | 34264 | 1840 |
|  | 8 largest firms | 10 | 3238879 | 27.7 | 203528 | 58341 | 3067 |
|  | 20 largest firms | 43 | 4866160 | 41.6 | 335781 | 90839 15451 | 5614 |
|  | 50 largest firms | 148 | 6602125 | 56.5 | 626581 | 154541 |  |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |
|  | All firms . | r5 380 | r15 914735 | 100.0 | r1 754684 | r402 801 | r52 186 |
|  | 4 largest firms | 9 | 1366983 | 8.6 | 90157 | 22268 | 2447 |
|  | 8 largest firms | 46 | 1946726 | 12.2 | 131575 | 32102 | 3931 |
|  | 20 largest firms .......................... | 80 | 2911951 | 18.3 | 198629 | 46510 | 5553 |
|  | 50 largest firms ......................... | 130 | 4172985 | 26.2 | 317014 | 73512 |  |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |
|  | All firms . | r5 380 | r15 914735 | 100.0 | r1 754684 | 「402 801 | r52 186 |
|  | 4 largest firms | 9 | 1366983 | 8.6 | 90157 | 22268 | 2447 |
|  |  | 46 | 1946726 | 12.2 | 131575 | 32102 | 3931 |
|  | 20 largest firms ${ }^{5}$ largest firms $\ldots \ldots \ldots \ldots \ldots .$. | 80 130 | 2911951 4172985 | 18.3 | 198629 | 46510 | 5553 8405 |
|  | 50 largest firms ....................... | 130 | 4172985 | 26.2 | 317014 | 73512 | 8405 |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 3165 | 10686971 | 100.0 | 1012146 | 230787 | 30890 |
|  | 4 largest firms ........................... | 9 | 1366983 | 12.8 | 90157 | 22268 | 2447 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . | 45 | 1879179 | 17.6 | 121680 | 30163 | 3285 |
|  | 20 largest firms | 72 | 2565878 | 24.0 | 175665 | 41047 | 4500 |
|  | 50 largest firms . . . . . . . . . . . . . . . | 119 | 3488221 | 32.6 | 257493 | 59367 |  |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | '2215 | r5 227764 | 100.0 | 1742538 | r172 014 | '21 296 |
|  | 4 largest firms .. | 25 | 446627 | 8.5 | 30617 | 7255 |  |
|  | 8 largest firms ........................... | 30 | 756508 | 14.5 | 56445 | 13007 | 1789 |
|  | 20 largest firms | 47 | 1239355 | 23.7 | 104951 | 23713 | 2945 |
|  | 50 largest firms | 81 | 1977575 | 37.8 | 191736 | 46962 |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ........................ | 9782 | 58791711 | 100.0 | 5746165 | 1386809 | 121572 |
|  | 4 largest firms ........................... | 117 | 10706884 | 18.2 | 493918 | 131922 | 10621 |
|  | 8 largest firms ............................ | 248 | 16100690 | 27.4 | + 953376 | 251852 | 17005 |
|  | 20 largest firms <br> 50 largest firms | 542 822 | 25628877 33750283 | 43.6 57.4 | 1726517 2421656 | 435689 610011 | 29892 41968 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 9782 | 58791711 | 100.0 | 5746165 | 1386809 | 121572 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | $\begin{aligned} & 117 \\ & 248 \\ & 542 \\ & 822 \end{aligned}$ | 10 706 884 <br> 16 100 690 <br> 25 628 877 <br> 33 750 283 | 18.2 27.4 43.6 57.4 | 493918 953376 1726517 2421656 | 131922 251852 435689 610011 | $\begin{array}{ll} 10621 \\ 17 & 005 \\ 29 & 892 \\ 41 & 968 \end{array}$ |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |
|  | All firms | 8721 | 54484063 | 100.0 | 5125079 | 1243720 | 106502 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 117 248 467 676 | $\begin{array}{lll} 10 & 706 & 884 \\ 16 & 100 & 690 \\ 25 & 408 & 669 \\ 32 & 334 & 984 \end{array}$ | 19.7 29.6 46.6 59.3 | 493918 953376 1581445 2199060 | 131922 251852 401034 562904 | $\begin{array}{ll} 10 & 621 \\ 17 & 005 \\ 26 & 193 \\ 37 & 111 \end{array}$ |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 1061 | 4307648 | 100.0 | 621086 | 143089 | 15070 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 163 184 238 292 | $\begin{array}{lll} 1 & 717 & 624 \\ 2 & 128 & 209 \\ 2 & 724 & 906 \\ 3 & 328 & 408 \end{array}$ | 39.9 49.4 63.3 77.3 | 249550 291188 377064 471130 | 57751 67871 87185 109200 | $\begin{array}{r} 5422 \\ 6401 \\ 8248 \\ 10551 \end{array}$ |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |
|  | All firms ......................... | 1781 | 6865265 | 100.0 | 867808 | 206531 | 28260 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 43 53 110 196 | 1 270 <br> 2200  <br> 26010  <br> 3 581 | 18.5 37.9 52.2 | 88422 240889 341564 | $\begin{array}{rr} 21 & 103 \\ & D \\ 63 & 234 \\ 87 & 118 \end{array}$ | $\begin{array}{r} 2213 \\ h \\ 7750 \\ 10699 \end{array}$ |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 1781 | 6865265 | 100.0 | 867808 | 206531 | 28260 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 43 53 110 196 | $\begin{array}{rrr}1 & 270 \\ 2600 \\ 2601028 \\ 3 & 581 & 747\end{array}$ | 18.5 D 37.9 52.2 | 88422 240889 341564 | $\begin{array}{rrr}21 & 103 \\ 63 & \text { D } \\ 83 \\ 87 & 118\end{array}$ | $\begin{array}{r} 2213 \\ h \\ 7750 \\ 10699 \end{array}$ |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ..................... | 2781 | 11038778 | 100.0 | 1267327 | 301728 | 31857 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ $\qquad$ | 73 87 121 191 | 2 517 464 <br> 3 156 155 <br> 4 471 045 <br> 5 782 642 | 22.8 28.6 40.5 52.4 | 171168 229549 351544 484892 | $\begin{array}{r} 40945 \\ 55088 \\ 84618 \\ 118096 \end{array}$ | $\begin{array}{r}3075 \\ 4351 \\ 68366 \\ 10 \\ \hline\end{array}$ |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 2781 | 11038778 | 100.0 | 1267327 | 301728 | 31857 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 73 87 121 191 | 2 517 464 <br> 3 156 155 <br> 4 471 045 <br> 5 782 642 | 22.8 28.6 40.5 52.4 | 171168 229549 351544 484892 | $\begin{array}{r} 40945 \\ 55088 \\ 84618 \\ 118096 \end{array}$ | $\begin{array}{r} 3075 \\ 4351 \\ 6836 \\ 10161 \end{array}$ |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 456 | 1495661 | 100.0 | 175321 | 39860 | 5811 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 10 16 32 65 | $\begin{array}{r} 383282 \\ 580422 \\ 823996 \\ 1073020 \end{array}$ | 25.6 38.8 55.1 71.7 | 26659 46158 83992 113582 | 5642 10644 18002 25654 | 985 1617 26178 3422 |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 2325 | 9543117 | 100.0 | 1092006 | 261868 | 26046 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 73 87 115 191 | 2 517 464 <br> 3 156 155 <br> 4 362 562 <br> 5 370 654 | 26.4 33.1 45.7 56.3 | 171 168 <br> 229 549 <br> 350 183 <br> 474 050 | 40945 55088 84878 114976 | 3075 4 4 651 858 8968 |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | r12 583 | r150 493610 | 100.0 | r6 898028 | r1 595361 | r174 029 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 109 \\ & 201 \\ & 403 \\ & 791 \end{aligned}$ | 17 594 811 <br> 25 436 772 <br> 39 224 166 <br> 58 410 453 | $\begin{aligned} & 11.7 \\ & 16.9 \\ & 26.1 \\ & 38.8 \end{aligned}$ | $\begin{array}{r} 220306 \\ 356356 \\ 751537 \\ 1551254 \end{array}$ | 57755 98172 194974 375634 | $\begin{array}{r} 5735 \\ 8052 \\ 17665 \\ 34265 \end{array}$ |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |
|  | All firms | 11827 | 135695563 | 100.0 | 6637599 | 1535410 | 168950 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{aligned} & 108 \\ & 200 \\ & 444 \\ & 775 \end{aligned}$ | 17570935   <br> 25 412 896 <br> 37 751 670 <br> 54 838 586 | $\begin{aligned} & 12.9 \\ & 18.7 \\ & 27.8 \\ & 40.4 \end{aligned}$ | $\begin{array}{r} 218429 \\ 354479 \\ 920705 \\ 1563016 \end{array}$ | 57299 97716 223729 383035 | $\begin{array}{rrr}5 & 704 \\ 8021 \\ 20255 \\ 35 & 164\end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |
|  | All firms. | 11827 | 135695563 | 100.0 | 6637599 | 1535410 | 168950 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{aligned} & 108 \\ & 200 \\ & 444 \\ & 775 \end{aligned}$ | 17570935 25412896 37751670 54838586 | 12.9 18.7 27.8 40.4 | $\begin{array}{r} 218429 \\ 354479 \\ 920705 \\ 1563016 \end{array}$ | $\begin{array}{r} 57299 \\ 97716 \\ 223729 \\ 383035 \end{array}$ | $\begin{array}{rr} 5 & 704 \\ 8 & 021 \\ 20 & 255 \\ 35 & 164 \end{array}$ |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |
|  | All firms ......................... | 9437 | 106496206 | 100.0 | 5338101 | 1229010 | 138934 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 108 150 409 835 | 17570935 23838885 34306240 47072877 | 16.5 22.4 32.4 44.2 | 218429 255399 780712 1323795 | 57299 65367 182466 316666 | 5704 6455 18507 32784 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |
|  | All firms ......................... | 6412 | 69014037 | 100.0 | 4683412 | 1078180 | 123914 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 95 181 411 671 |  | 10.6 16.4 28.0 41.0 | 230840 520112 934980 1318324 | 58214 117998 216378 314512 | 6049 11941 223688 330079 |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |
|  | All firms ........................ | 3025 | 37482169 | 100.0 | 654689 | 150830 | 15020 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 45 63 186 252 | 14568745 18692301 21990229 25295017 | 38.9 49.9 58.7 67.5 | 36203 48203 83945 157672 | 9397 12937 21214 38668 | 620 824 1421 2901 |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |
|  | All firms .................... | 2390 | 29199357 | 100.0 | 1299498 | 306400 | 30016 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 38 81 133 270 | 4610540 7 71 11966596 1794 17 | 15.8 24.3 41.1 58.7 | 120078 206849 371125 497012 | 34574 599409 96701 129375 | 1 1 641 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |
|  | All firms | 1556 | 22107893 | 100.0 | 1122138 | 260461 | 26446 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 60 65 113 241 | $\begin{array}{rrr} 3 & 128 & 552 \\ 5 & 404 & 080 \\ 9814 & 286 \\ 13 & 967 & 216 \end{array}$ | 14.2 24.4 44.4 63.2 | 126034 <br> 188662 <br> 330506 <br> 479 <br> 78 | 33020 45021 82161 119339 | 2364 2 2 647 322 9 |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |
|  | All firms | 834 | 7091464 | 100.0 | 177360 | 45939 | 3570 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 25 29 29 51 87 | 2 785 808 <br> 3 431 336 <br> 4 345 798 <br> 5 258 192 | 39.3 48.4 61.3 74.1 | 38723 46122 63933 83861 | 14740 16569 20783 24939 | 338 414 667 951 |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms | '756 | r14 798047 | 100.0 | r260 429 | r59 951 | r5 079 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 11 23 57 107 | $\begin{array}{r} 3921214 \\ 5952087 \\ 8480732 \\ 10830884 \end{array}$ | 26.5 40.2 57.3 73.2 | 13257 39856 66473 105676 | 39204 9469 15951 24949 | 181 518 933 1476 |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms ....................... | '756 | r14 798047 | 100.0 | r260 429 | '59 951 | r5 079 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 11 23 57 107 | $\begin{array}{rrr} 3 & 921 & 214 \\ 5 & 952 & 087 \\ 8 & 480 & 732 \\ 10830884 \end{array}$ | 26.5 40.2 57.3 73.2 | 13257 39856 66473 105676 | 39204 9469 15951 24949 | 181 518 933 1476 |
| 4215201 | Coal whsle |  |  |  |  |  |  |
|  | All firms ....................... | 452 | 10037343 | 100.0 | 158986 | 35749 | 3037 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 15 23 55 104 | $\begin{array}{rrr} 3 & 303 & 966 \\ 4 & 665 & 155 \\ 7 & & D \\ 7 & 940 & 538 \end{array}$ | 32.9 46.5 D 79.1 | $\begin{array}{rr} 20 & 356 \\ 38 & 654 \\ & D \\ 85 & 649 \end{array}$ | $\begin{array}{r} 4983 \\ 9082 \\ \mathrm{D} \\ 19005 \end{array}$ | 162 474 1 1 |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms ..................... | '304 | r4 760704 | 100.0 | r101 443 | '24 202 | '2 042 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 4 \\ 8 \\ 26 \\ 63 \end{array}$ | 2 483 816 <br> 3 008 479 <br> 3 651 172 <br> 4 281 972 | 52.2 63.2 76.7 89.9 | 7216 15989 35371 57440 | $\begin{array}{r} 2033 \\ 3913 \\ 9310 \\ 14495 \end{array}$ | 124 209 498 1023 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |
|  | All firms . | 38234 | 357691888 | 100.0 | 22524717 | 5483454 | 475766 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 1308 1656 3008 4598 | $\begin{array}{r} 47934016 \\ 67863386 \\ 102496761 \\ 148497519 \end{array}$ | 13.4 19.0 28.7 41.5 | 2450139 2906366 4960829 7677993 | $\begin{array}{r} 802398 \\ 909159 \\ 1400592 \\ 2049111 \end{array}$ | $\begin{array}{r} 36834 \\ 44551 \\ 86691 \\ 128 \quad 128 \end{array}$ |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |
|  | All firms . | 13431 | 85861019 | 100.0 | 6028387 | 1426667 | 144585 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 899 1469 1970 2277 | 10955 260  <br> 19 926 402 <br> 29 038 012 <br> 36 125 917 | 12.8 23.2 33.8 42.1 |  | 142614 304729 453767 513472 | $\begin{array}{lll}18 & 715 \\ 29517 \\ 39 & 677 \\ 45 & 084\end{array}$ |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |
|  | All firms. | 13431 | 85861019 | 100.0 | 6028387 | 1426667 | 144585 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 899 1469 1970 2277 | $\begin{array}{lll} 10 & 955 & 260 \\ 19 & 926 & 402 \\ 29 & 038 & 012 \\ 36 & 125 & 917 \end{array}$ | 12.8 23.2 33.8 42.1 | $\begin{array}{r}548002 \\ 1 \\ 1 \\ 1 \\ 209 \\ 200292208 \\ 2053 \\ \hline\end{array}$ | 142614 <br> 304729 <br> 453767 <br> 513 <br> 132 | $\begin{aligned} & 18715 \\ & 29517 \\ & 39677 \\ & 45084 \end{aligned}$ |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 3895 | 54683947 | 100.0 | 2079747 | 481012 | 50922 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 44 108 176 253 | 13 442 580 <br> 21 385 427 <br> 28 931 464 <br> 35 110 729 | 24.6 39.1 52.9 64.2 | 428508 56515272 73725 930933 | 94491 128694 171297 216250 | 6602 9478 13167 17807 |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |
|  | All firms. | 3895 | 54683947 | 100.0 | 2079747 | 481012 | 50922 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 44 108 176 253 | 13 442 580 <br> 21 385 427 <br> 28 931 464 <br> 35 110 729 | 24.6 39.1 52.9 64.2 | 428508 565272 73725 930 933 | 94491 128694 171297 216250 | 6602 9478 13167 17807 |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 20908 | 217146922 | 100.0 | 14416583 | 3575775 | 280259 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 1 1 1 1 2 2084 3 3 165 | $\begin{array}{r} 47934016 \\ 61415648 \\ 82656935 \\ 108037833 \end{array}$ | 22.1 28.3 38.1 49.8 | $\begin{array}{lllll}2 & 450 & 139 \\ 3 & 085 & 382 \\ 4 & 494 & 457 \\ 5 & 937 & 654\end{array}$ | 802398 945964 1286345 1616452 | $\begin{array}{ll} 36 & 834 \\ 47 & 117 \\ 67 & 275 \\ 90 & 075 \end{array}$ |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 20908 | 217146922 | 100.0 | 14416583 | 3575775 | 280259 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms |  | $\begin{array}{r} 47934016 \\ 61415648 \\ 82656935 \\ 108037833 \end{array}$ | 22.1 28.3 38.1 49.8 | 2 450 139 <br> 3 085 382 <br> 4 494 457 <br> 5 937 654 | $\begin{array}{r} 802398 \\ 945964 \\ 1286345 \\ 1616452 \end{array}$ | $\begin{array}{ll} 36 & 834 \\ 47 & 117 \\ 67 & 275 \\ 90 & 075 \end{array}$ |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 9180 | 88413555 | 100.0 | 8091469 | 2116989 | 152279 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 13321 1482 2082 2555 | 41 512 560 <br> 48 292 278 <br> 57 828 084 <br> 65 913 389 | 47.0 54.6 65.4 74.6 | 2 484 308 <br> 3 309 825 <br> 4 223 623 <br> 5 123 357 |  808 471 <br> 1 009372  <br> 1 215 927 <br> 1 436 783 | 37 049 <br> 49 433 <br> 64 053 <br> 81068  |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 11728 | 128733367 | 100.0 | 6325114 | 1458786 | 127980 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 336 \\ 442 \\ 816 \\ 1212 \end{array}$ | 18 862 682 <br> 26 696 827 <br> 41 432 210 <br> 56 976 041 | 14.7 20.7 32.2 44.3 | $\begin{array}{r} 450133 \\ 736486 \\ 1336224 \\ 1864337 \end{array}$ | 103 971 <br> 171 897 <br> 311 085 <br> 435 352 | $\begin{array}{r} 7704 \\ 11050 \\ 19762 \\ 27970 \end{array}$ |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 21194 | 92189762 | 100.0 | 7977961 | 1837467 | 219233 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 38 \\ 151 \\ 930 \\ 2036 \end{array}$ | 7179876  <br> 11429261  <br> 17583065  <br> 24670 213 | $\begin{array}{r} 7.8 \\ 12.4 \\ 19.1 \\ 26.8 \end{array}$ | $\begin{array}{r} 212402 \\ 453643 \\ 864802 \\ 1326391 \end{array}$ | 48760 107674 207893 320955 | $\begin{array}{r} 4838 \\ 9327 \\ 18902 \\ 32423 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 42171 | Hardware whsle |  |  |  |  |  |  |
|  | All firms. | 9473 | 44063674 | 100.0 | 3865008 | 879374 | 110963 |
|  | 4 largest firms | 36 | 7174554 | 16.3 | 212072 | 48674 | 4826 |
|  | 8 largest firms .............................. | 150 <br> 810 | 9816554 93327108 13 | 22.3 30.2 38 | 388398 <br> 622573 | 90 <br> 146541 <br> 146 | 8412 16012 |
|  | 50 largest firms ............................ | 954 | 16775564 | 38.1 | 839505 | 198934 | 21911 |
| 421710 | Hardware whsle |  |  |  |  |  |  |
|  | All firms . | 9473 | 44063674 | 100.0 | 3865008 | 879374 | 110963 |
|  | 4 largest firms | 36 | 7174554 | 16.3 | 212072 | 48674 | 4826 |
|  | 8 largest firms | 150 | 9816554 | 22.3 | 388398 | 90510 | 8412 |
|  | 20 largest firms | 810 | 13327108 | 30.2 | 622573 | 146541 | 16012 |
|  | 50 largest firms ........................... | 954 | 16775564 | 38.1 | 839505 | 198934 | 21911 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |
|  | All firms . | 4625 | 22928107 | 100.0 | 1582219 | 368294 | 43887 |
|  | 4 largest firms | 130 | 2465458 | 10.8 | 95795 | 23074 | 2199 |
|  | 8 largest firms | 179 | 3666757 | 16.0 | 130363 | 31882 | 3243 |
|  | 20 largest firms | 314 | 5539336 | 24.2 | 212636 | 51801 | 5667 |
|  | 50 largest firms | 425 | 7749418 | 33.8 | 354214 | 82819 | 8883 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |
|  | All firms | 4625 | 22928107 | 100.0 | 1582219 | 368294 | 43887 |
|  | 4 largest firms | 130 | 2465458 | 10.8 | 95795 | 23074 | 2199 |
|  | 8 largest firms ............................ | 179 | 3666757 | 16.0 | 130363 | 31882 | 3243 |
|  | 20 largest firms .......................... 50 largest firms ...................... | 314 425 | 5539336 7749418 | 24.2 33.8 | 212636 354214 | 51801 82819 | 5667 8883 |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 5524 | 20062710 | 100.0 | 2013489 | 471804 | 51252 |
|  | 4 largest firms | 181 | 2599845 | 13.0 | 200600 | 50657 | 3978 |
|  | 8 largest firms .......................... | 539 | 3756218 | 18.7 | 291062 | 72749 | 5863 |
|  | 20 largest firms .......................... | -978 | 5566587 | 27.7 | 420641 | 104152 | 9788 |
|  | 50 largest firms ......................... | 1253 | 8091571 | 40.3 | 625260 | 154224 |  |
| 421730 | Warm air heating \& air-conditioning equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 5524 | 20062710 | 100.0 | 2013489 | 471804 | 51252 |
|  | 4 largest firms | 181 | 2599845 | 13.0 | 200600 | 50657 | 3978 |
|  | 8 largest firms... | 539 | 3756218 | 18.7 | 291062 | 72749 | 5863 |
|  | 20 largest firms ......................... | 978 1253 | 5566587 8091571 | 27.7 40.3 | 420641 | $104152$ | 9788 14618 |
|  | 50 largest firms ........................... |  | 8091571 |  |  |  |  |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 1572 | 5135271 | 100.0 | 517245 | 117995 | 13131 |
|  | 4 largest firms ........................... | 196 | 1222297 | 23.8 | 97449 | 23772 | 1741 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . . | 245 | 1604164 | 31.2 | 111227 | 27322 | 2109 |
|  | 20 largest firms | 334 | 2176219 2 | 42.4 55.3 | 146215 | 36139 50 | 2954 4510 |
|  | 50 largest firms .......................... |  | 2841375 | 55.3 |  |  |  |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 1572 | 5135271 | 100.0 | 517245 | 117995 | 13131 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . | 196 | 1222297 | 23.8 | 97449 | 23772 | 1741 |
|  |  | 245 | 1604164 | 31.2 | 111227 | 27322 | 2109 |
|  | 20 largest firms | 334 | 2176219 | 42.4 | 146215 | 36139 | 2954 |
|  | 50 largest firms ......................... | 438 | 2841375 | 55.3 | 220940 | 50940 |  |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |
|  | All firms ........................ | 76643 | 328968331 | 100.0 | 29401798 | 6772121 | 772550 |
|  | 4 largest firms ........................... | 107 | 25838011 | 7.9 | 505710 | 132736 | 8088 |
|  | 8 largest firms ............................ | 599 | 32959439 | 10.0 | 829619 | 204405 | 15311 |
|  | 20 largest firms | 1344 | 47629843 | 14.5 | 1395603 | 335105 | 29862 |
|  | 50 largest firms | 2873 | 65664963 | 20.0 | 2467389 | 585971 |  |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 5321 | 44725989 | 100.0 | 3604644 | 862419 | 87611 |
|  | 4 largest firms ........................... | 57 | 10325175 | 23.1 | 286843 | 77441 | 5004 |
|  | 8 largest firms .............................. | 105 | 12331014 | 27.6 | 437248 | 117576 | 8576 |
|  | 20 largest firms <br> 50 largest firms | 185 409 | 15523507 20690181 | 34.7 46.3 | 724280 1174575 | 187558 300359 | 14894 25316 |

Table 6. Concentration by Largest Firms: 1997-Con.
 specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendir

| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |
|  | All firms | 5321 | 44725989 | 100.0 | 3604644 | 862419 | 87611 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 57 105 185 409 | 10 325 175 <br> 12 331 014 <br> 15 523 507 <br> 20 690 181 | 23.1 27.6 34.7 46.3 | $\begin{array}{r} 286843 \\ 437248 \\ 724280 \\ 1174575 \end{array}$ | $\begin{array}{r} 77441 \\ 117576 \\ 187558 \\ 300359 \end{array}$ | $\begin{array}{r} 5004 \\ 8576 \\ 14894 \\ 25316 \end{array}$ |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 9782 | 39713264 | 100.0 | 2860510 | 643779 | 101413 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 22 35 186 298 | 7714094 8629933 9825942 11345046 | 19.4 21.7 24.7 28.6 | 127396 162137 233832 338702 | 30030 38373 54938 79975 | 2362 3195 5668 8981 |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 9782 | 39713264 | 100.0 | 2860510 | 643779 | 101413 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 22 35 186 298 | $\begin{array}{r} 7714094 \\ 8629933 \\ 9825942 \\ 11345046 \end{array}$ | 19.4 21.7 24.7 28.6 | 127396 162137 233832 338702 | 30030 38973 54938 79975 | 2362 3195 5668 8981 |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |
|  | All firms | 6931 | 21996353 | 100.0 | 1898402 | 427060 | 72177 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 53 76 115 202 | 370553 625141 1180801 2169769 | 1.7 2.8 5.4 9.9 | 28418 44107 81924 155984 | 6789 10792 19390 36708 |  |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |
|  | All firms | 2122 | 13486595 | 100.0 | 643692 | 144052 | 19867 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 18 28 141 229 | $\begin{array}{lll} 6 & 808 & 979 \\ 7 & 715 & 649 \\ 8 & 647 & 078 \\ 9 & 460 & 509 \end{array}$ | 50.5 57.2 64.1 70.1 | 98422 132293 183783 247331 | $\begin{array}{lll}23 & 489 \\ 31 & 631 \\ 43 & 351 \\ 57 & 098\end{array}$ | 1881 2616 4233 5813 |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms | 729 | 4230316 | 100.0 | 318416 | 72667 | 9369 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 5 17 38 83 | $\begin{array}{lll} 1 & 074 & 610 \\ 1 & 285 & 269 \\ 1 & 747 & 827 \\ 2 & 478 & 243 \end{array}$ | 25.4 30.4 41.3 58.6 | 36138 52913 89 1497 141836 | 8550 12808 20475 33506 | 778 1265 2261 3751 |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms ......................... | 35674 | 139946952 | 100.0 | 14167699 | 3238229 | 342008 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 41 451 790 1421 | 5670581 8658221 14958227 24739496 | 4.1 6.2 10.7 17.7 | $\begin{array}{r} 348480 \\ 519545 \\ 892717 \\ 1533148 \end{array}$ | 69163 111695 195050 352103 | 7811 11837 20204 33437 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 35674 | 139946952 | 100.0 | 14167699 | 3238229 | 342008 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 41 \\ 451 \\ 790 \\ 1421 \end{array}$ | 5670581 8658221 14958227 24739496 | 4.1 6.2 10.7 17.7 | $\begin{array}{r} 348480 \\ 519545 \\ 892717 \\ 1533148 \end{array}$ | 69163 111695 195050 352103 | 7811 11837 20204 33437 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 1333 | 4273371 | 100.0 | 496582 | 115224 | 12098 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 16 25 48 43 | $\begin{array}{r} 439994 \\ 633350 \\ 1014817 \\ 1637194 \end{array}$ | 10.3 14.8 23.7 38.3 | $\begin{array}{r} 49181 \\ 70028 \\ 112097 \\ 158320 \end{array}$ | $\begin{array}{ll} 12 & 261 \\ 17 & 777 \\ 28 & 023 \\ 38 & 291 \end{array}$ | 881 1055 205168 3059 |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 3866 | 13016250 | 100.0 | 1637232 | 378722 | 40348 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 106 \\ & 174 \\ & 266 \\ & 444 \end{aligned}$ | 1 323 554 <br> 2 073 814 <br> 3 248 714 <br> 4 511 459 | $\begin{aligned} & 10.2 \\ & 15.9 \\ & 25.0 \\ & 34.7 \end{aligned}$ | 151 597 <br> 208 467 <br> 288 115 <br> 431 167 | $\begin{array}{r} 36618 \\ 51037 \\ 70797 \\ 104149 \end{array}$ | $\begin{array}{r} 4345 \\ 5493 \\ 7133 \\ 10278 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 1636 | 4753826 | 100.0 | 543359 | 127730 | 13756 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 87 157 221 307 | 765660 1165371 1687579 2380410 | 16.1 24.5 35.5 50.1 | 49020 76597 121920 206124 | $\begin{array}{ll} 12286 \\ 19323 \\ 30 & 084 \\ 49 & 053 \end{array}$ | 1156 1 2 2 494 4694 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 2230 | 8262424 | 100.0 | 1093873 | 250992 | 26592 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 58 71 117 231 | 1200433 1700748 2319659 3259751 | 14.5 20.6 28.1 39.5 | $\begin{aligned} & 142049 \\ & 166812 \\ & 243826 \\ & 364552 \end{aligned}$ | $\begin{array}{ll} 34 & 460 \\ 40 & 289 \\ 58 & 663 \\ 87 & 328 \end{array}$ | 3907 4348 5956 8404 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 11101 | 42641534 | 100.0 | 4279378 | 965711 | 102295 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 58 139 298 497 | $\begin{array}{r} 4109024 \\ 5518372 \\ 8540444 \\ 12433552 \end{array}$ | 9.6 12.9 20.9 29.2 | $\begin{array}{ll} 286 & 311 \\ 352 & 092 \\ 526 & 856 \\ 775 & 279 \end{array}$ | 53923 67728 106381 167800 | $\begin{array}{rr}5 & 312 \\ 6524 \\ 10 & 118 \\ 15088\end{array}$ |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms ........................ | 4092 | 19008973 | 100.0 | 1603844 | 363648 | 35524 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 70 97 133 254 | $\begin{array}{lll} 2 & 073 & 428 \\ 3 & 051 & 243 \\ 4 & 897 & 936 \\ 7 & 122 & 803 \end{array}$ | 10.9 16.1 25.8 37.5 | $\begin{aligned} & 117576 \\ & 164196 \\ & 260933 \\ & 408159 \end{aligned}$ | $\begin{aligned} & 26505 \\ & 36765 \\ & 59920 \\ & 94136 \end{aligned}$ | 2939 3806 5468 8111 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 4642 | 18803215 | 100.0 | 2371197 | 559533 | 63169 |
|  | 4 largest firms .......................... | 24 | 2458153 | 13.1 | 95240 | 24916 | 2013 |
|  | 8 largest firms ............................. | 107 | 3423554 | 18.2 | 181294 | 45381 | 4061 |
|  | 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots .$. 50 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots$ | 180 289 | 4759951 6233171 | 25.3 33.1 | 346879 553209 | 87205 135850 | 8152 12924 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 3536 | 11671958 | 100.0 | 1006985 | 223687 | 25475 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 316 625 736 935 |  | 17.7 26.9 39.2 53.1 | 108993 219455 275019 387724 | $\begin{array}{ll} 26 & 193 \\ 52 & 843 \\ 66 & 150 \\ 91 & 609 \end{array}$ | 2779 5260 6302 8792 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms ........................ | 7104 | 30531651 | 100.0 | 2772481 | 631704 | 63099 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 69 86 132 244 | $\begin{array}{lll} 2 & 973 & 702 \\ 4 & 172 & 488 \\ 6 & 598 & 819 \\ 9 & 768 & 112 \end{array}$ | 9.7 13.7 21.6 32.0 | 158104 <br> 233619 <br> 405885 <br> 579 <br> 773 | $\begin{array}{r} 34920 \\ 57303 \\ 88879 \\ 132401 \end{array}$ | 4024 5311 79344 10816 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . | 15055 | 64861321 | 100.0 | 5240795 | 1215121 | 140735 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 424 910 1747 2543 | 14019524 18635488 24221097 29020286 | 21.6 28.7 37.3 44.7 | $\begin{array}{r} 290073 \\ 429768 \\ 743953 \\ 1103728 \end{array}$ | 74391 109682 182967 273109 | 5868 10382 19329 28296 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 15055 | 64861321 | 100.0 | 5240795 | 1215121 | 140735 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 424 \\ 910 \\ 1747 \\ 2543 \end{array}$ | 14 019 524 <br> 18 635 488 <br> 24 221 097 <br> 29 020 286 | 21.6 28.7 37.3 44.7 | $\begin{array}{r} 290073 \\ 429768 \\ 743953 \\ 1103728 \end{array}$ | 74391 109682 182967 273109 | 5868 10382 19239 28296 |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |
|  | All firms | 2176 | 4367291 | 100.0 | 554823 | 129777 | 16136 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 51 65 104 187 | $\begin{array}{r} 440586 \\ 624719 \\ 972167 \\ 1501238 \end{array}$ | $\begin{aligned} & 10.1 \\ & 14.3 \\ & 22.3 \\ & 34.4 \end{aligned}$ | $\begin{array}{r} 75652 \\ 92090 \\ 124863 \\ 189456 \end{array}$ | $\begin{array}{ll} 19 & 072 \\ 23 & 085 \\ 31 & 350 \\ 46 & 947 \end{array}$ | 1400 1 2 2 711 |

Table 6. Concentration by Largest Firms: 1997-Con.
 specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix

| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |
|  | All firms | 2917 | 13895428 | 100.0 | 1027321 | 239619 | 28097 |
|  | 4 largest firms | 854 | 4914236 | 35.4 | 276707 | 68043 | 8119 |
|  | 8 largest firms | 1175 | 7493038 | 53.9 | 416342 | 99573 | 11787 |
|  | 20 largest firms | 1401 | 9112493 | 65.6 | 500106 | 119897 | 14059 |
|  | 50 largest firms | 1531 | 10456067 | 75.2 | 613851 | 146093 | 16998 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |
|  | All firms. | 2141 | 4750926 | 100.0 | 649262 | 150474 | 19335 |
|  | 4 largest firms | 518 | 1182895 | 24.9 | 140205 | 34573 | 4251 |
|  | 8 largest firms | 646 | 1571881 | 33.1 | 180555 | 41617 | 5407 |
|  | 20 largest firms | 849 | 2217914 | 46.7 | 250355 | 57522 | 7539 |
|  | 50 largest firms ......................... | 1013 | 2853039 | 60.1 | 341811 | 79867 | 10164 |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 1763 | 9931630 | 100.0 | 574198 | 125587 | 15879 |
|  | 4 largest firms | 42 | 3973546 | 40.0 | 14196 | 3807 | 266 |
|  | 8 largest firms | 58 | 4353037 | 43.8 | 25779 | 7233 | 753 |
|  | 20 largest firms | 101 | 5045204 | 50.8 | 58304 | 13838 | 1357 |
|  | 50 largest firms | 162 | 6068026 | 61.1 | 136740 | 30516 | 3003 |
| 4218405 | Industrial valves \& fittings (except fluidpower) whsle |  |  |  |  |  |  |
|  | All firms | 1552 | 6805404 | 100.0 | 731411 | 169645 | 16740 |
|  | 4 largest firms | 71 | 767975 | 11.3 | 35480 | 8417 | 923 |
|  | 8 largest firms ........................... |  |  |  |  |  |  |
|  | 20 largest firms .......................... | 176 | 1768875 | 26.0 | 135033 | 31807 58977 | 2934 |
|  | 50 largest firms ......................... | 308 |  | 41.8 | 255839 |  |  |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |
|  | All firms. | 4506 | 25110642 | 100.0 | 1703780 | 400019 | 44548 |
|  | 4 largest firms | 43 | 10670104 | 42.5 | 166383 | 44501 | 2529 |
|  |  |  | 11693749 | 46.6 |  |  |  |
|  | 20 largest firms ......................... | 353 | 13357056 | 53.2 | 330341 | 83681 | -6921 |
|  | 50 largest firms ......................... | 573 | 14959701 | 59.6 | 469034 | 118856 |  |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 6808 | 16038492 | 100.0 | 1804565 | 419918 | 59878 |
|  | 4 largest firms ............................ |  | 3385487 | 21.1 | 90442 |  |  |
|  | 8 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots .$. | 235 354 | 4104772 | 25.6 | 120757 | 29988 47934 | 2953 |
|  | 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 354 514 | 5061211 6141405 | 31.6 38.3 | 205531 321012 | 47934 75780 | 5102 8647 |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 6808 | 16038492 | 100.0 | 1804565 | 419918 | 59878 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . | 159 | 3385487 | 21.1 | 90442 | 21813 | 2133 |
|  |  | 235 | 4104772 | 25.6 | 120757 | 29988 | 2953 |
|  | 20 largest firms <br> 50 largest firms | 354 514 | 5061211 6141405 | 31.6 38.3 | 205531 321012 | 47934 75780 | 5102 8647 |
|  | 50 largest firms | 514 |  | 38.3 | 321012 |  |  |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 1296 | 2416390 | 100.0 | 372536 | 87826 | 14071 |
|  | 4 largest firms | 78 | 290708 | 12.0 | 28113 | 6962 | 925 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 110 | 474440 | 19.6 | 43183 | 10372 | 1368 |
|  | 20 largest firms | 183 | -807307 | 33.4 | 100428 | 24035 | 3540 |
|  | 50 largest firms .......................... | 314 | 1283805 | 53.1 | 176342 |  |  |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 2356 | 4430938 | 100.0 | 654149 | 153460 | 22107 |
|  | 4 largest firms ......................... | 91 | 552898 | 12.5 | 75509 | 18440 |  |
|  | 8 largest firms ........................... | 102 | 743466 | 16.8 | 90770 | 21929 | 2493 |
|  | 20 largest firms | 125 | 1074847 | 24.3 | 128610 | 31177 | 3598 |
|  | 50 largest firms | 178 | 1551559 | 35.0 | 191620 | 45454 | 5080 |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 699 | 4123097 | 100.0 | 240347 | 56352 | 6526 |
|  | 4 largest firms ......................... | 33 | 2599074 | 63.0 | 39865 | 9069 | 619 |
|  | 8 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 47 | 2707768 | 65.7 | 53504 74 479 | 12327 | - 940 |
|  | 150 largest firms .......................... | 102 | 3204524 | 77.7 | 113180 | 27111 |  |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 2457 | 5068067 | 100.0 | 537533 | 122280 | 17174 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 135 158 206 270 | 1 164 452 <br> 1 568 559 <br> 1 984 178 <br> 2 474 474 | 23.0 30.9 39.2 48.8 | 44298 61452 96456 146331 | $\begin{aligned} & 11280 \\ & 13556 \\ & 22227 \\ & 33916 \end{aligned}$ | 1180 1447 2 3 3 798 |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |
|  | All firms. | 4003 | 23682313 | 100.0 | 1723585 | 392655 | 40905 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | $\begin{array}{r} 21 \\ 36 \\ 84 \\ 176 \end{array}$ | 2 924595  <br> 4 463 760 <br> 7 066045  <br> 9 914 102 | 12.3 18.8 29.8 41.9 | 104680 133987 257431 447471 | $\begin{array}{r} 24564 \\ 31890 \\ 60354 \\ 104892 \end{array}$ | 2124 2739 4763 8812 |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |
|  | All firms . | 4003 | 23682313 | 100.0 | 1723585 | 392655 | 40905 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 21 36 84 176 | 2924595 4463760 7066045 9914102 | 12.3 18.8 29.8 41.9 | 104680 133987 257431 447471 | 24564 31890 60354 104892 | 2124 2739 4763 8812 |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 2428 | 17709438 | 100.0 | 1162838 | 264642 | 25666 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 20 29 78 156 | $\begin{array}{llll}2 & 844 & 154 \\ 4305 & 156 \\ 6691 & 099 \\ 9 & 168 & 267\end{array}$ | 16.1 24.3 37.8 51.8 | 92995 108657 212765 397636 | 21480 25257 48824 95806 | 1915 2915 3903 7 7 |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 952 | 3513978 | 100.0 | 344478 | 78973 | 9314 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 11 19 55 99 | 776149 1062299 1505927 2038176 | 22.1 30.2 42.9 58.0 | 55326 86999 127519 176608 | $\begin{array}{lll}13 & 479 \\ 21208 \\ 30 & 280 \\ 40 & 419\end{array}$ | $\begin{array}{ll}1 & 249 \\ 2 & 032 \\ 3 & 118 \\ 4 & 410\end{array}$ |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 623 | 2458897 | 100.0 | 216269 | 49040 | 5925 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 11 21 40 81 | 330942 539512 966838 1469640 | 13.5 21.9 39.3 59.8 | 20314 36918 68681 111016 | 5269 8863 15336 25651 | 427 880 1642 2673 |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |
|  | All firms . | 37783 | 185455758 | 100.0 | 11070270 | 2568951 | 351839 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 16 61 212 529 | 19 508 375 <br> 29 102 329 <br> 43 624 612 <br> 59 233 734 | 10.5 15.7 23.5 31.9 | $\begin{array}{r} 207473 \\ 316287 \\ 770010 \\ 1376921 \end{array}$ | $\begin{array}{r} 47439 \\ 75732 \\ 188508 \\ 327955 \end{array}$ | 2675 4716 15465 30717 |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 6080 | 28233685 | 100.0 | 1897111 | 436625 | 59861 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 23 109 149 219 | 2 666 916 <br> 4 155 550 <br> 6 198 185 <br> 9 398 307 | 9.4 14.7 22.0 33.3 | 95334 175345 286116 445865 | $\begin{array}{r} 22415 \\ 42062 \\ 70870 \\ 107969 \end{array}$ | 821 2742 6309 10479 |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 6080 | 28233685 | 100.0 | 1897111 | 436625 | 59861 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 23 \\ 109 \\ 149 \\ 219 \end{array}$ | 2 666 916 <br> 4 155 550 <br> 6 198 185 <br> 9 398 307 | 9.4 14.7 22.0 33.3 | 95334 175345 286116 445865 | $\begin{array}{r} 22415 \\ 42062 \\ 70870 \\ 107969 \end{array}$ | 821 2742 6309 10479 |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 3229 | 20166025 | 100.0 | 1229055 | 281210 | 36337 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{aligned} & 11 \\ & 15 \\ & 35 \\ & 91 \end{aligned}$ | $\begin{array}{r} 6345321 \\ 7210860 \\ 8885895 \\ 80988675 \end{array}$ | $\begin{aligned} & 31.5 \\ & 35.8 \\ & 44.1 \\ & 54.5 \end{aligned}$ | 190 127 <br> 229 017 <br> 352 684 <br> 476 788 | $\begin{array}{r} 41194 \\ 49890 \\ 79510 \\ 111484 \end{array}$ | $\begin{array}{r} 3019 \\ 4245 \\ 6857 \\ 10754 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 3229 | 20166025 | 100.0 | 1229055 | 281210 | 36337 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | $\begin{aligned} & 11 \\ & 15 \\ & 35 \\ & 91 \end{aligned}$ | $\begin{array}{r} 6345321 \\ 7210860 \\ 8885895 \\ 80988675 \end{array}$ | 31.5 35.8 44.1 54.5 | $\begin{aligned} & 190127 \\ & 229 \\ & 352 \\ & 384 \\ & 476 \end{aligned} 888$ | $\begin{array}{r} 41194 \\ 49890 \\ 79510 \\ 111484 \end{array}$ | 3019 40245 6857 10754 |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 9088 | 38748659 | 100.0 | 3229092 | 753824 | 114992 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 66 144 267 455 | $\begin{array}{r} 3929301 \\ 5590439 \\ 8703259 \\ 12976181 \end{array}$ | 10.1 14.4 22.5 33.5 | $\begin{array}{r} 80471 \\ 165975 \\ 313777 \\ 569224 \end{array}$ | $\begin{array}{r} 21797 \\ 42733 \\ 82839 \\ 145990 \end{array}$ | 2431 4613 8887 16312 |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . . | 9088 | 38748659 | 100.0 | 3229092 | 753824 | 114992 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 66 144 267 455 | $\begin{array}{r} 3929301 \\ 5590439 \\ 8703259 \\ 12976181 \end{array}$ | 10.1 14.4 22.5 33.5 | $\begin{array}{r} 80471 \\ 165975 \\ 313777 \\ 569224 \end{array}$ | $\begin{array}{r} 21797 \\ 42733 \\ 82839 \\ 145990 \end{array}$ | 2431 4613 8889 16312 |
| 4219301 | Iron \& steel scrap processors \& dealers |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . . | 3480 | 18205778 | 100.0 | 1296382 | 312027 | 43789 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 74 99 174 330 | 3 653 093 <br> 4 899 382 <br> 7 167666  <br> 9 785 693 | 20.1 26.9 39.4 53.8 | 88620 122644 246958 424194 | 23985 32834 67533 110211 | 2165 3045 64777 11442 |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 2308 | 12550221 | 100.0 | 1100834 | 258643 | 36303 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 48 83 150 284 | 1 597 166 <br> 2 519 174 <br> 4 281 333 <br> 6 277 852 | 12.7 20.1 34.1 50.0 | 84114 144626 266847 415597 | $\begin{array}{r} 20644 \\ 35422 \\ 67823 \\ 105259 \end{array}$ | 2166 3915 7074 11 |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |
|  | All firms ....................... | 1172 | 5655557 | 100.0 | 195548 | 53384 | 7486 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 25 37 52 87 | $\begin{array}{lll} 2 & 866 & 430 \\ 3 & 516 & 539 \\ 4 & 041 & 973 \\ 4 & 556 & 589 \end{array}$ | 50.7 62.2 71.5 80.6 | 14032 17934 30940 62873 | 4996 6028 12108 21538 | 267 335 670 1474 |
| 4219302 | Recyclable paper \& paperboard whsle <br> All firms | 1588 | 5592266 | 100.0 |  |  |  |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | rex 73 89 154 216 | $\begin{array}{r} 953852 \\ 1452527 \\ 2317242 \\ 3145039 \end{array}$ | 17.1 26.0 41.4 56.2 | $\begin{array}{r} 72894 \\ 101560 \\ 153604 \\ 207299 \end{array}$ | 17884 <br> 24596 <br> 36088 <br> 48409 | 2160 2919 4 6333 6000 |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |
|  | All firms...................... | 4020 | 14950615 | 100.0 | 1345175 | 306259 | 50607 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 17 24 57 130 | 1 337 417 <br> 1 958 387 <br> 3 128 432 <br> 4 887 916 | 8.9 13.1 20.9 32.7 | 30946 41769 96288 204607 | 7392 9734 24019 49479 | 971 1159 2866 6247 |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle |  |  |  |  |  |  |
|  | All firms .......................... | 7689 | 32398553 | 100.0 | 1702770 | 386713 | 49820 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | $\begin{array}{r} 4 \\ 16 \\ 31 \\ 89 \end{array}$ | $\begin{array}{rrr} 6581 & 180 \\ 8 & 328 & 944 \\ 10 & 546 & 447 \\ 13 & 181 & 831 \end{array}$ | 20.3 25.7 32.6 40.7 | 21366 101627 211736 354721 | $\begin{array}{r} 4754 \\ 19535 \\ 44514 \\ 77849 \end{array}$ | 221 1495 3462 6277 |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle |  |  |  |  |  |  |
|  | All firms ....................... | 7689 | 32398553 | 100.0 | 1702770 | 386713 | 49820 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | $\begin{array}{r} 4 \\ 16 \\ 31 \\ 89 \end{array}$ | 6581180  <br> 8 328944 <br> 10546447  <br> 13 181831 | 20.3 25.7 32.6 40.7 | 21366 101627 211736 354721 | $\begin{array}{r} 4754 \\ 19535 \\ 44514 \\ 77849 \end{array}$ | 221 1495 3362 6277 |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |
|  | All firms...................... | 7116 | 22519342 | 100.0 | 1579391 | 357866 | 46813 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 11 \\ & 17 \\ & 30 \\ & 68 \end{aligned}$ | 1 632 067 <br> 2 488 233 <br> 4 177 167 <br> 5 911 273 | $\begin{array}{r} 7.2 \\ 11.0 \\ 18.5 \\ 26.2 \end{array}$ | 85571 143464 272834 361365 | $\begin{array}{ll} 16 & 233 \\ 30 & 197 \\ 58 & 870 \\ 79 & 050 \end{array}$ | 1366 2334 4883 7302 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First-quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |
|  | All firms ......................... | 573 | 9879211 | 100.0 | 123379 | 28847 | 3007 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 9 25 57 | 6581180 7425175 8165745 8829826 | 66.6 75.2 82.7 89.4 | 21366 25413 49 499 69 420 | 4754 57788 11319 16665 | 221 303 652 1274 |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |
|  | All firms . . . . | 11697 | 65908836 | 100.0 | 3012242 | 710579 | 90829 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{array}{r} 32 \\ 87 \\ 199 \\ 312 \end{array}$ | $\begin{array}{lll} 17 & 667 & 669 \\ 23 & 310 & 073 \\ 33 & 308 & 429 \\ 41 & 407 & 390 \end{array}$ | 26.8 35.4 50.5 62.8 | $\begin{aligned} & 182217 \\ & 325415 \\ & 688342 \\ & 914570 \end{aligned}$ | 42580 83122 170733 224980 | 2355 6699 16702 22506 |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |
|  | All firms | 11697 | 65908836 | 100.0 | 3012242 | 710579 | 90829 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 32 87 199 312 | $\begin{array}{lll} 17 & 667 & 669 \\ 23 & 310 & 073 \\ 33 & 308 & 429 \\ 41 & 407 & 390 \end{array}$ | 26.8 35.4 50.4 62.8 | $\begin{aligned} & 182217 \\ & 325415 \\ & 688342 \\ & 914570 \end{aligned}$ | 42580 83122 170733 224980 | 2355 6699 16702 22506 |
| 4219901 | Musical instruments \& supplies whsle <br> All firms | 512 | 2474693 | 100.0 | 180103 | 41714 | 4906 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 10 14 29 63 | 807545 1099237 1504941 1930735 | 32.6 44.4 60.8 78.0 | 29580 48281 74002 115606 | $\begin{array}{r} 7996 \\ 12558 \\ 18352 \\ 27069 \end{array}$ | 582 945 1559 2512 |
| 4219902 | Forest products (except lumber) whsle |  |  |  |  |  |  |
|  | All firms........................ | 2032 | 11386630 | 100.0 | 406277 | 92740 | 11396 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 7 \\ 20 \\ 41 \\ 97 \end{array}$ | 1924394 3090 509794 7016915 7 | 16.9 27.1 46.8 61.6 | 49905 62307 93695 129708 | 12770 15713 23308 30569 | 345 557 1045 1710 |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |
|  | All firms ...................... | 3382 | 21595797 | 100.0 | 525213 | 123862 | 18027 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 32 41 54 104 | 15378909 17172972 17785511 18432029 | 71.2 79.5 82.4 85.4 | 122655 164624 188000 243646 | 34607 42966 47706 61121 | 3220 4425 5253 6778 |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |
|  | All firms .......................... | 2075 | 23424629 | 100.0 | 1176057 | 283668 | 34103 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 52 101 202 250 | 7346923 11979166 17819596 19964786 | 31.4 51.1 76.1 85.2 | 188293 341924 591925 763944 | 43597 83480 142853 184974 | 2761 7497 15694 20455 |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |
|  | All firms ........................ | 1418 | 15602913 | 100.0 | 825788 | 196901 | 23540 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 61 101 135 170 | 5694939 9639527 12469909 13637315 | 36.5 61.8 79.9 87.4 | 174737 297448 496584 594420 | 41089 71530 117889 140770 | 2634 6905 12761 15673 |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |
|  | All firms ........................ | 657 | 7821716 | 100.0 | 350269 | 86767 | 10563 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 28 65 94 125 |  | 54.6 69.7 84.9 90.9 | 87166 119425 207008 245388 | 21 <br> 3064 <br> 3049 <br> 53 <br> 139 <br> 62011 | 1716 2908 5703 6761 |
| 4219905 | Fire extinguishers \& fire safety equipment whsle |  |  |  |  |  |  |
|  | All firms ..................... | 1016 | 1136419 | 100.0 | 181172 | 41557 | 6604 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 46 \\ 53 \\ 70 \\ 106 \end{array}$ | $\begin{aligned} & 202166 \\ & 284707 \\ & 418736 \\ & 577969 \end{aligned}$ | 17.8 25.1 36.8 50.9 | 15322 <br> 21956 <br> 37815 <br> 62494 | 3643 4974 8575 14090 | 315 522 10202 1717 |
| 4219906 | Other durable goods whsle |  |  |  |  |  |  |
|  | All firms | 2680 | 5890668 | 100.0 | 543420 | 127038 | 15793 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 13 \\ & 19 \\ & 41 \\ & 92 \end{aligned}$ | $\begin{array}{r} 617154 \\ 970050 \\ 1617408 \\ 2547711 \end{array}$ | 10.5 16.5 27.5 43.2 | 34071 55494 114846 185734 | $\begin{array}{r} 9171 \\ 13154 \\ 34798 \\ 49354 \end{array}$ |  |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |
|  | All firms. | 3283 | 79946995 | 100.0 | 2290715 | 546162 | 70977 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 171 196 248 401 |  | 55.4 66.6 73.7 82.0 | 439685 527471 725869 1083390 | 110627 125771 174590 263660 | $\begin{array}{ll} 14948 \\ 17 & 494 \\ 24 & 035 \\ 32 & 598 \end{array}$ |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |
|  | All firms . | 4770 | 123200776 | 100.0 | 6104149 | 1477961 | 119150 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 83 111 205 858 | 41565783 63290118 87976397 102570638 | 33.7 51.4 71.4 83.3 | 805524 1828872 368873 4236814 | 192174 455612 808002 1043928 | 11259 23849 48118 69983 |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |
|  | All firms. | 20707 | 124104420 | 100.0 | 7759577 | 1778842 | 207574 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 145 164 234 337 | 11 429 133 <br> 16 733 259 <br> 25 671 571 <br> 34 876 114 | 9.2 13.5 20.7 28.1 | 316967 551763 879231 1313208 | 71222 130188 213733 315506 | 5749 10083 15941 22850 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms . | 5666 | 25776927 | 100.0 | 1611443 | 367889 | 45435 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ <br> 50 largest firms | 25 60 88 187 | $\begin{array}{lll} 2 & 068 & 763 \\ 3 & 042 & 500 \\ 5 & 262 & 960 \\ 8 & 036 & 483 \end{array}$ | 8.0 11.8 20.4 31.2 | 39614 63607 118760 285935 | 10075 14455 27480 66517 | 602 1003 2101 5752 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms . | 5666 | 25776927 | 100.0 | 1611443 | 367889 | 45435 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 25 60 88 187 | $\begin{array}{lll} 2 & 068 & 763 \\ 3 & 042 & 500 \\ 5 & 262 & 960 \\ 8 & 036 & 483 \end{array}$ | 8.0 11.8 20.4 31.2 | 39614 63607 118760 285935 | 10075 14455 27480 66517 | 602 1003 2101 5752 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |
|  | All firms . | 4191 | 22125937 | 100.0 | 1240760 | 284390 | 33068 |
|  | 4 largest firms | 25 | 2068763 | 9.3 | 39614 | 10075 | 602 |
|  | 8 largest firms ............................ | 41 | 3000785 | 13.6 | 56539 | 12985 | 753 |
|  | 20 largest firms .......................... | 74 161 | 5003468 7580821 | 22.6 34.3 | 117624 242872 | 27702 58306 | 2038 4375 |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms ....................... | 1475 | 3650990 | 100.0 | 370683 | 83499 | 12367 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 25 34 50 94 94 | 657812 869266 1228978 1723070 | 18.0 23.8 33.7 47.2 | 28244 43319 72758 127135 | 5874 9493 16616 28999 | 812 1 1448 2261 3859 |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |
|  | All firms . | 5006 | 33360264 | 100.0 | 2166205 | 498595 | 62253 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 30 55 79 139 | 4 211092  <br> 6 902 695 <br> 10 389 521 <br> 14 340 303 | 12.6 20.7 31.1 43.0 | $\begin{aligned} & 121881 \\ & 313071 \\ & 501631 \\ & 742000 \end{aligned}$ | 31904 71660 113184 168403 | 2926 6361 9427 15903 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |
|  | All firms . | 5006 | 33360264 | 100.0 | 2166205 | 498595 | 62253 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 30 55 79 139 | 4 211092  <br> 6 902 695 <br> 10389 521  <br> 14340303   | 12.6 20.7 31.1 43.0 | 121881  <br> 313 071 <br> 501 631 <br> 742 000 | 31904 71660 113184 168403 | $\begin{array}{r} 2926 \\ 6361 \\ 9427 \\ 15903 \end{array}$ |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 8217 | 40603484 | 100.0 | 2799463 | 632897 | 76256 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 107 \\ & 115 \\ & 140 \\ & 183 \end{aligned}$ | $\begin{array}{rll} 5 & 336 & 878 \\ 6 & 576 & 396 \\ 9 & 086 & 532 \\ 13 & 069 & 575 \end{array}$ | $\begin{aligned} & 13.1 \\ & 16.2 \\ & 22.4 \\ & 32.2 \end{aligned}$ | $\begin{aligned} & 132529 \\ & 187080 \\ & 319372 \\ & 599834 \end{aligned}$ | $\begin{array}{r} 36620 \\ 49947 \\ 81725 \\ 144319 \end{array}$ | $\begin{array}{rrr}2671 \\ 3 & 469 \\ 5 & 211 \\ 10 & 139\end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |
|  | All firms | 8217 | 40603484 | 100.0 | 2799463 | 632897 | 76256 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 107 115 140 183 | $\begin{array}{rrr}5 & 336 \\ 6 & 576 & 396 \\ 9 & 086 & 532 \\ 13 & 069 & 575\end{array}$ | 13.1 16.2 22.4 32.2 | 132529 187080 319 592 593 | $\begin{array}{r} 36620 \\ 49947 \\ 81725 \\ 144319 \end{array}$ | $\begin{array}{r} 2671 \\ 3469 \\ 5611 \\ 10139 \end{array}$ |
| 42234 | Footwear whsle |  |  |  |  |  |  |
|  | All firms | 1818 | 24363745 | 100.0 | 1182466 | 279461 | 23630 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 34 42 69 131 | 8 276 261 <br> 11 033 014 <br> 14 265 645 <br> 17 536 663 | 34.0 45.3 58.6 72.0 | 281673 350984 523509 726398 | 64311 83128 125585 171022 | $\begin{array}{r} 4406 \\ 5706 \\ 7907 \\ 11852 \end{array}$ |
| 422340 | Footwear whsle |  |  |  |  |  |  |
|  | All firms ........................ | 1818 | 24363745 | 100.0 | 1182466 | 279461 | 23630 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 34 42 69 131 | 8 276 261 <br> 11 033 014 <br> 14 265 645 <br> 17 536 663 | 34.0 45.3 58.6 72.0 | 281673 350984 523509 726398 | 64311 83128 125585 171022 | $\begin{array}{r} 4406 \\ 5706 \\ 7907 \\ 11852 \end{array}$ |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |
|  | All firms. | 41760 | 588970062 | 100.0 | 26778099 | 6317278 | 854919 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 163 844 1289 2130 | 52323366 89645344 1513366299 229420489 | 8.9 15.2 25.7 39.0 | 2 010 038 <br> 4 459 561 <br> 5 883 978 <br> 8 611 715 | 496798  <br> 1 082126 <br> 1430 257 <br> 2101581  | 54683 124661 164267 235693 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |
|  | All firms ....................... | 4138 | 146689286 | 100.0 | 5541000 | 1336143 | 168190 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 187 247 348 662 |  | 28.0 40.5 55.4 70.8 |  | 478332 526282 741673 927750 | $\begin{array}{r} 54520 \\ 60284 \\ 83653 \\ 106541 \end{array}$ |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |
|  | All firms | 4138 | 146689286 | 100.0 | 5541000 | 1336143 | 168190 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 187 247 348 662 | 41 059 <br> 59 396 <br> 81 379 <br> 8190  <br> 103 925 <br> 150  | 28.0 40.5 55.4 70.8 | 1 946 125 <br> 2 158 963 <br> 3 036 348 <br> 3 801 032 | 478332 526282 741673 927750 | $\begin{array}{r} 54520 \\ 60284 \\ 83653 \\ 106541 \end{array}$ |
| 4224101 | General-line grocery whsle, voluntary group |  |  |  |  |  |  |
|  | All firms ....................... | 186 | 16156029 | 100.0 | 554986 | 135594 | 17064 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 31 35 31 51 82 | 11 836 162 <br> 13 879 220 <br> 15 438 148 <br> 16 002 157 | 73.3 85.9 95.6 99.0 | 396979 442732 495289 542651 | 96311 107507 121871 132647 | $\begin{aligned} & 11573 \\ & 12910 \\ & 14656 \\ & 16435 \end{aligned}$ |
| 4224102 | General-line grocery whsle, retail cooperative |  |  |  |  |  |  |
|  | All firms ....................... | 211 | 16142440 | 100.0 | 467726 | 112330 | 13882 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 8 18 70 103 | 76 674 770 <br> 10 881 891 <br> 15 084 944 <br> 15 962 701 | 47.5 67.4 93.4 98.9 | 133834 280 410 486 456144 | 32669 67689 98166 109740 | 3861 73888 11637 13313 |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |
|  | All firms ....................... | 3741 | 114390817 | 100.0 | 4518288 | 1088219 | 137244 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 183 250 480 632 | 36 997 604 <br> 51 400 256 <br> 68 005 988 <br> 83 153 621 | 32.3 44.9 59.5 72.7 | $\begin{array}{lll} 1 & 681 & 814 \\ 2 & 078 & 827 \\ 2 & 771 & 130 \\ 3 & 160 & 578 \end{array}$ | $\begin{aligned} & 416840 \\ & 513658 \\ & 678391 \\ & 774684 \end{aligned}$ | $\begin{aligned} & 47559 \\ & 57412 \\ & 76313 \\ & 88939 \end{aligned}$ |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |
|  | All firms ........................ | 3838 | 69114831 | 100.0 | 2800272 | 659242 | 85067 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 69 \\ 168 \\ 234 \\ 300 \end{array}$ | 9037828 13796153 21543685 29627814 | 13.1 20.0 31.2 42.9 | $\begin{array}{r} 220484 \\ 469471 \\ 733188 \\ 1014699 \end{array}$ | 53093 112292 177034 244684 | $\begin{array}{r} 5288 \\ 12022 \\ 19556 \\ 26897 \end{array}$ |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |
|  | All firms ..................... | 3838 | 69114831 | 100.0 | 2800272 | 659242 | 85067 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 69 168 234 300 | 9 037828  <br> 13 796 153 <br> 21543685   <br> 29627 814  | $\begin{aligned} & 13.1 \\ & 20.0 \\ & 31.2 \\ & 42.9 \end{aligned}$ | $\begin{array}{r} 220484 \\ 469471 \\ 733188 \\ 1014699 \end{array}$ | 53093 112292 177034 244684 | $\begin{array}{r} 5288 \\ 12022 \\ 19556 \\ 26897 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{NAICS code} \& \multirow[b]{2}{*}{Largest firms based on sales by kind of business and type of operation} \& \multirow[b]{2}{*}{Establishments (number)} \& \multicolumn{2}{|c|}{Sales} \& \multirow[b]{2}{*}{Annual payroll \((\$ 1,000)\)} \& \multirow[b]{2}{*}{First-quarter payroll \((\$ 1,000)\)} \& \multirow[t]{2}{*}{Paid employees for pay period including March 12 (number)} \\
\hline \& \& \& Amount (number) \& As percent of total \& \& \& \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \\
\hline 422 \& Wholesale trade, nondurable goods -Con. \& \& \& \& \& \& \\
\hline \multirow[t]{3}{*}{42243} \& Dairy products, (except dried or canned) whsle \& \& \& \& \& \& \\
\hline \& All firms . \& 2862 \& 34594779 \& 100.0 \& 1637129 \& 380221 \& 47742 \\
\hline \& \begin{tabular}{l}
4 largest firms \\
8 largest firms \(\qquad\) \\
20 largest firms \\
50 largest firms \(\qquad\)
\end{tabular} \& 62
71
223
387 \& 5449633
8930101
14928332
20723557 \& 15.8
25.8
43.8
59.9 \& 392332
426612
577054
798818 \& 88536
97135
134797
189478 \& 8081
8933
13243
19876 \\
\hline \multirow[t]{3}{*}{422430} \& Dairy products, (except dried or canned) whsle \& \& \& \& \& \& \\
\hline \& All firms . \& 2862 \& 34594779 \& 100.0 \& 1637129 \& 380221 \& 47742 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms \(\qquad\) \\
50 largest firms
\end{tabular} \& 62
71
223
387 \& 5449633
8930101
14928332
20723557 \& 15.8
25.8
43.8
59.9 \& 392332
426612
577054
798818 \& 88536
97135
134797
189478 \& 8081
8933
13243
19876 \\
\hline \multirow[t]{3}{*}{4224301} \& Raw milk whsle \& \& \& \& \& \& \\
\hline \& All firms . \& 140 \& 4900769 \& 100.0 \& 49043 \& 12268 \& 1642 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms \(\qquad\) \\
50 largest firms \(\qquad\)
\end{tabular} \& 8
15
27
57 \&  \& 37.5
61.1
83.6
97.3 \& \begin{tabular}{l}
16 \\
\hline 618 \\
2614 \\
33 \\
4344 \\
43
\end{tabular} \& 4297
6883
8724
10950 \& 436
734
970
1353 \\
\hline \multirow[t]{3}{*}{4224302} \& Dairy product (except raw milk) whsle \& \& \& \& \& \& \\
\hline \& All firms...................... \& 2722 \& 29694010 \& 100.0 \& 1588086 \& 367953 \& 46100 \\
\hline \& \begin{tabular}{l}
4 largest firms \\
8 largest firms \\
20 largest firms \\
50 largest firms
\end{tabular} \& 61
70
262
401 \& \begin{tabular}{rrr}
5 \& 002 \& 217 \\
8 \& 482685 \\
13 \& 635 \& 402 \\
18 \& 168 \& 059
\end{tabular} \& 16.8
28.6
45.9
61.2 \& 389970
424250
617110
813942 \& 87946
96545
144864
192578 \& 8016
88688
14382
20272 \\
\hline \multirow[t]{3}{*}{42244} \& Poultry \& poultry product whsle \& \& \& \& \& \& \\
\hline \& All firms.................. \& 1040 \& 13809561 \& 100.0 \& 490567 \& 113929 \& 17792 \\
\hline \& \begin{tabular}{l}
4 largest firms \\
8 largest firms \\
20 largest firms \\
50 largest firms
\end{tabular} \& 15
36
60
106 \& \(\begin{array}{llll}2 \& 306176 \\ 3 \& 062 \& 211 \\ 4 \& 704 \& 181 \\ 7 \& 013 \& 980\end{array}\) \& 16.7
22.2
34.1
50.8 \& 34922
54608
86867
176562 \& 9292
14055
21654
42375 \& 652
1293
2104
5263 \\
\hline \multirow[t]{3}{*}{422440} \& Poultry \& poultry product whsle \& \& \& \& \& \& \\
\hline \& All firms.................. \& 1040 \& 13809561 \& 100.0 \& 490567 \& 113929 \& 17792 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms
\(\qquad\) \\
50 largest firms
\end{tabular} \& 15
36
60
106 \& \(\begin{array}{llll}2 \& 306176 \\ 3 \& 062 \& 211 \\ 4 \& 704 \& 181 \\ 7 \& 013 \& 980\end{array}\) \& 16.7
22.2
34.1
50.8 \& 34922
54608
86867
176562 \& 9292
14055
21
42375 \& 652
1293
2104
5263 \\
\hline \multirow[t]{3}{*}{4224401} \& Live poultry whsle \& \& \& \& \& \& \\
\hline \& All firms ........................ \& 50 \& 317047 \& 100.0 \& 17713 \& 4160 \& 595 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms \(\qquad\) \\
50 largest firms \(\qquad\)
\end{tabular} \& 4
8
20
50 \& 197855
231442
287984
317047 \& 62.4
73.0
90.8
100.0 \& 4153
8267
14599
17713 \& 467

1 \& 98
236
441
595 <br>
\hline \multirow[t]{3}{*}{4224402} \& Poultry \& poultry product (except live) whsle \& \& \& \& \& \& <br>
\hline \& All firms ........................ \& 990 \& 13492514 \& 100.0 \& 472854 \& 109769 \& 17197 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms $\qquad$ |
| 50 largest firms $\qquad$ | \& 15

34
59
104 \& 2306176
3056249
4686737
6931391 \& 17.1
22.7
34.7
51.4 \& 34922
54268
87316
175248 \& 9292
13934
21781
42105 \& 1972
1274
2082
5225 <br>
\hline \multirow[t]{3}{*}{42245} \& Confectionery whsle \& \& \& \& \& \& <br>
\hline \& All firms ....................... \& 2621 \& 27169914 \& 100.0 \& 1835202 \& 442780 \& 60010 <br>

\hline \& | 4 largest firms $\qquad$ |
| :--- |
| 8 largest firms |
| 20 largest firms $\qquad$ |
| 50 largest firms $\qquad$ | \& 163

196
260

336 \& | 12 | 692 | 661 |
| :--- | :--- | :--- |
| 15 | 465 | 142 |
| 17 | 842 | 883 |
| 20 | 056 | 170 | \& 46.7

56.9
65.7
73.8 \& 978335
1105758
1235880
1323472 \& 240807
273195
303775
330288 \& 29150
31895
36547
39122 <br>
\hline \multirow[t]{3}{*}{422450} \& Confectionery whsle \& \& \& \& \& \& <br>
\hline \& All firms ....................... \& 2621 \& 27169914 \& 100.0 \& 1835202 \& 442780 \& 60010 <br>

\hline \& | 4 largest firms $\qquad$ |
| :--- |
| 8 largest firms |
| 20 largest firms $\qquad$ |
| 50 largest firms $\qquad$ | \& 163

196
260

336 \& | 12 | 692 | 661 |
| :--- | :--- | :--- |
| 15 | 465 | 142 |
| 17 | 842 | 883 |
| 20 | 056 | 170 | \& 46.7

56.9
65.7
73.8 \& 978335
1105758
1235880
1323472 \& 240807
273195
303775
330288 \& 29150
31895
36547
39122 <br>
\hline \multirow[t]{3}{*}{42246} \& Fish \& seafood whsle \& \& \& \& \& \& <br>
\hline \& All firms \& 2960 \& 13165780 \& 100.0 \& 684365 \& 154839 \& 27402 <br>

\hline \& | 4 largest firms $\qquad$ |
| :--- |
| 8 largest firms $\qquad$ |
| 20 largest firms $\qquad$ |
| 50 largest firms $\qquad$ | \& 5

16
48

88 \& |  | 816469 |  |
| ---: | ---: | ---: |
| 1 | 335 | 358 |
| 2 | 502 | 590 |
| 4 | 007 | 088 | \& 6.2

10.1
19.0

30.4 \& $$
\begin{array}{r}
10759 \\
25638 \\
82268 \\
132246
\end{array}
$$ \& \[

$$
\begin{array}{r}
2399 \\
5777 \\
17201 \\
28876
\end{array}
$$
\] \& 175

546
2174
3519 <br>
\hline 422460 \& Fish \& seafood whsle \& \& \& \& \& \& <br>
\hline
\end{tabular}

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 4224905 | Food \& beverage basic materials whsle-Con. |  |  |  |  |  |  |
|  | All firms. | 703 | 6331021 | 100.0 | 266495 | 61485 | 7303 |
|  | 4 largest firms | 21 | 1575201 | 24.9 | 46703 | 11897 | 1335 |
|  | 8 largest firms | 33 | 2302371 | 36.4 | 60886 | 16346 | 1530 |
|  | 20 largest firms | 72 | 3169292 | 50.1 | 93148 | 24946 | 2474 |
|  | 50 largest firms | 124 | 4250951 | 67.1 | 133652 | 31762 | 3144 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |
|  | All firms . | 4409 | 89955811 | 100.0 | 2850283 | 680917 | 86270 |
|  | 4 largest firms | 72 | 21855218 | 24.3 | 333964 | 80992 | 7836 |
|  | 8 largest firms ............................ | 130 | 30541119 | 34.0 | 454991 | 112386 | 10568 |
|  | 20 largest firms . . . . . . . . . . . . . . . . . . . . 50 largest firms . . . . . . . . . . . . . . . . . . | 211 344 | 46660719 62449360 | 51.9 69.4 | 782974 1310265 | 191081 324810 | 19152 35839 |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |
|  | All firms. | 10343 | 166786245 | 100.0 | 2306012 | 518518 | 97521 |
|  | 4 largest firms | 527 | 37575520 | 22.5 | 194441 | 47286 | 5852 |
|  | 8 largest firms ........................... | 873 | 58116448 | 34.8 | 327372 | 78789 | 9882 |
|  | 20 largest firms .......................... | 996 1405 | 75838394 91479826 | 45.5 54.8 | 424045 572639 | 99704 132236 | 11556 16104 |
| 42251 | Grain \& field bean whsle |  |  |  |  |  |  |
|  | All firms | 6569 | 120312556 | 100.0 | 1642921 | 370403 | 56368 |
|  | 4 largest firms | 508 | 35716937 | 29.7 | 183492 | 44245 | 5487 |
|  |  | 791 | 54477182 | 45.3 | 307354 | 73592 | 9212 |
|  | 20 largest firms .......................... 50 largest firms .................... | 921 1209 | 71510266 81065731 | 59.4 67.4 | 361952 497706 | 86353 116511 | 10441 13825 |
| 422510 | Grain \& field bean whsle |  |  |  |  |  |  |
|  | All firms . | 6569 | 120312556 | 100.0 | 1642921 | 370403 | 56368 |
|  | 4 largest firms | 508 | 35716937 | 29.7 | 183492 | 44245 | 5487 |
|  |  |  |  | 45.3 |  | 73592 | 9212 |
|  | 20 largest firms .......................... | -921 | 71510266 81 | 59.4 | 361952 | $\begin{array}{r}86353 \\ \hline 16511\end{array}$ | 10441 |
|  | 50 largest firms ....................... | 1209 | 81065731 | 67.4 | 497706 | 116511 |  |
| 42252 | Livestock whsle |  |  |  |  |  |  |
|  | All firms. | 2090 | 24098461 | 100.0 | 260202 | 60243 | 27182 |
|  | 4 largest firms ........................... | 62 | 2473705 | 10.3 | 8227 | 2189 | 422 |
|  | 8 largest firms ............................ |  | 3734065 | 15.5 |  |  |  |
|  | 20 largest firms ......................... | 305 | 5890023 | 24.4 | 34202 | 8470 13 | 2160 31376 |
|  | 50 largest firms ........................ | 344 | 8662541 | 35.9 | 56669 |  |  |
| 422520 | Livestock whsle |  |  |  |  |  |  |
|  | All firms . | 2090 | 24098461 | 100.0 | 260202 | 60243 | 27182 |
|  | 4 largest firms ........................... | 62 | 2473705 | 10.3 | 8227 | 2189 | 422 |
|  | 8 largest firms | 198 | 3734065 | 15.5 |  |  |  |
|  | 20 largest firms | 305 | 5890023 | 24.4 | 34202 | 8470 13 | 2160 |
|  | 50 largest firms ........................ | 344 | 8662541 | 35.9 | 56669 | 13314 |  |
| 42259 | Other farm product raw material whsle |  |  |  |  |  |  |
|  | All firms. | 1684 | 22375228 | 100.0 | 402889 | 87872 | 13971 |
|  | 4 largest firms ........................... | 36 | 5166080 | 23.1 | 61197 | 13079 | 1012 |
|  | 8 largest firms | 49 | 7778289 11 | 34.8 |  |  |  |
|  | 20 largest firms | 104 | 11458216 | 51.2 | 142841 | 29075 | 3063 |
|  | 50 largest firms | 148 | $14425860$ | 64.5 |  |  |  |
| 422590 | Other farm product raw material whsle |  |  |  |  |  |  |
|  | All firms . | 1684 | 22375228 | 100.0 | 402889 | 87872 | 13971 |
|  | 4 largest firms . | 36 | 5166080 | 23.1 | 61197 | 13079 | 1012 |
|  | 8 largest firms | 49 | 7778289 | 34.8 | 85854 | 17479 | 1464 |
|  | 20 largest firms | 104 | 11458216 | 51.2 | 142841 | 29075 | 3063 |
|  | 50 largest firms | 148 | 14425860 | 64.5 |  |  |  |
| 4225901 | Hides, skins, \& pelts whsle |  |  |  |  |  |  |
|  | All firms. | 260 | 2096303 | 100.0 | 54276 | 13637 | 1983 |
|  | 4 largest firms .......................... | 8 | 478640 | 22.8 | 5204 | 1246 | 179 |
|  | 8 largest firms | 13 | 784712 | 37.4 | 12058 | 3344 | 414 |
|  | 20 largest firms | 25 | 1297858 | 61.9 | 19037 | ${ }_{4}^{4} 987$ | 532 |
|  | 50 largest firms | 59 | 1757190 | 83.8 | 31780 |  | 931 |
| 4225902 | Leaf tobacco whsle |  |  |  |  |  |  |
|  | All firms ..................... | 328 | 3658394 | 100.0 | 86300 | 19974 | 3720 |
|  | 4 largest firms ........................... | 10 | 1587375 | 43.4 | 48905 | 10452 | 809 |
|  | 8 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 15 |  | 49.7 | 54051 | 11826 13 139 | 1102 |
|  |  | 36 68 |  | 59.4 72.8 | 58742 64965 | 13139 14141 | 1651 1816 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |
|  | All firms | ${ }^{7} 690$ | r176 719246 | 100.0 | r3 165900 | 1754255 | r102 489 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{aligned} & 148 \\ & 344 \\ & 676 \\ & 939 \end{aligned}$ | $\begin{array}{r} 33093072 \\ 59346254 \\ 96 \\ 967 \\ 117 \end{array} 451794$ | 18.7 33.6 54.5 66.5 | $\begin{aligned} & 158502 \\ & 324442 \\ & 623565 \\ & 847 \quad 107 \end{aligned}$ | $\begin{array}{r} 41757 \\ 84630 \\ 156496 \\ 210536 \end{array}$ | $\begin{array}{r} 2928 \\ 6538 \\ 14731 \\ 19242 \end{array}$ |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |
|  | All firms | ${ }^{17} 690$ | '176719 246 | 100.0 | r3 165900 | 1754255 | r102 489 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | $\begin{aligned} & 148 \\ & 344 \\ & 676 \\ & 939 \end{aligned}$ | $\begin{array}{rrr} 33 & 093 & 072 \\ 59 & 346 & 254 \\ 96 & 267 & 989 \\ 117 & 451 & 794 \end{array}$ | 18.7 33.6 54.5 66.5 | $\begin{aligned} & 158502 \\ & 324442 \\ & 623565 \\ & 847 \\ & 107 \end{aligned}$ | $\begin{array}{r} 41757 \\ 84630 \\ 156496 \\ 210536 \end{array}$ | $\begin{array}{r} 2928 \\ 6538 \\ 14731 \\ 19242 \end{array}$ |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . | 17270 | r171 008939 | 100.0 | r2 991345 | 1713993 | r97 752 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 145 335 664 934 | $\begin{array}{r} 33024979 \\ 57948691 \\ 94807229 \\ 115193 \\ 761 \end{array}$ | 19.3 33.9 55.4 67.4 | $\begin{aligned} & 156945 \\ & 318946 \\ & 614312 \\ & 832130 \end{aligned}$ | 41295 82901 153793 207162 | $\begin{array}{r} 2895 \\ 6454 \\ 14568 \\ 19045 \end{array}$ |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |
|  | All firms ................... | 6045 | 50922994 | 100.0 | 1878095 | 443455 | 69499 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 64 122 200 423 | 4589913 6762680 9213502 12794919 | 9.0 13.3 18.1 25.1 | 29791 80481 128984 217187 | 7750 21792 32894 55531 | 558 1910 3253 6793 |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |
|  | All firms ....................... | r1 225 | r120 085945 | 100.0 | r1 113250 | r270 538 | r28 253 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 109 265 517 749 | 30861730 54400193 88838172 107929990 | 25.7 45.3 74.0 89.9 | 119424 286846 546715 726907 | 30729 74167 135 179282 179 | $\begin{array}{r} 2157 \\ 5769 \\ 12940 \\ 16482 \end{array}$ |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |
|  | All firms | 420 | 5710307 | 100.0 | 174555 | 40262 | 4737 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 131 146 172 220 | $\begin{array}{lll} 2 & 905 & 372 \\ 3 & 660 & 991 \\ 4 & 515 & 054 \\ 5 & 227 & 056 \end{array}$ | 50.9 64.1 79.1 91.5 | 41795 57334 103418 131082 | 10159 13716 23145 29 2930 | 1277 1 1 2901 3 3 |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |
|  | All firms.................... | 3607 | r90 904696 | 100.0 | 1313953 | 327325 | 35340 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 54 162 199 386 | 20 029 964 <br> 32 151 780 <br> 51 354 933 <br> 64 935 217 | 22.0 35.4 56.5 71.4 | 178 476 <br> 260354  <br> 322 847 <br> 471 301 | 52425 76120 91506 130143 | 2408 5744 7103 9703 |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |
|  | All firms.................... | 3607 | r90 904696 | 100.0 | 1313953 | 327325 | 35340 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 54 162 199 386 | 20 029 964 <br> 32 151 780 <br> 51 354 933 <br> 64 935 217 | 22.0 35.4 56.5 71.4 | 178476 260354 322847 471301 | 52425 76120 91506 130143 | 2408 5744 7103 9703 |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |
|  | All firms | 4850 | 69703203 | 100.0 | 5667069 | 1336925 | 151677 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 100 138 259 366 | $\begin{array}{rrr} 8 & 327 & 779 \\ 12 & 020 & 444 \\ 19 & 440 & 661 \\ 26 & 567 & 239 \end{array}$ | 11.9 17.2 27.9 38.1 | 385224 577303 1023993 1556631 | $\begin{aligned} & 106702 \\ & 158275 \\ & 267350 \\ & 396175 \end{aligned}$ | 6323 9854 20212 33294 |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |
|  | All firms ....................... | 3013 | 34997239 | 100.0 | 3308583 | 752374 | 96284 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | $\begin{array}{r} 26 \\ 43 \\ 82 \\ 165 \end{array}$ | $\begin{array}{lll} 2 & 143 & 375 \\ 3 & 222 & 507 \\ 5 & 387 & 866 \\ 8 & 544 & 471 \end{array}$ | 6.1 9.2 15.4 24.4 | $\begin{aligned} & 115216 \\ & 177967 \\ & 350299 \\ & 635115 \end{aligned}$ | $\begin{array}{r} 24243 \\ 39807 \\ 80952 \\ 149342 \end{array}$ | 2816 4309 9045 17125 |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |
|  | All firms ...................... | 3013 | 34997239 | 100.0 | 3308583 | 752374 | 96284 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{array}{r} 26 \\ 43 \\ 82 \\ 165 \end{array}$ | $\begin{array}{lll} 2 & 143 & 375 \\ 3 & 222 & 507 \\ 5 & 387 & 866 \\ 8 & 544 & 471 \end{array}$ | 6.1 9.2 15.4 24.4 | $\begin{array}{ll} 115 & 216 \\ 177 & 967 \\ 350 & 299 \\ 635 & 115 \end{array}$ | $\begin{array}{r} 24243 \\ 39807 \\ 80952 \\ 149342 \end{array}$ | 2816 4309 9045 17125 |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| $\begin{aligned} & 42 \\ & 422 \end{aligned}$ | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |
|  | All firms | 1837 | 34705964 | 100.0 | 2358486 | 584551 | 55393 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . . 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . . 20 largest firms . . . . . . . . . . . . . . . . . . . . . . | 100 140 246 341 | 8327779 11934053 18236711 23812781 | 24.0 34.4 52.5 68.6 | $\begin{array}{r} 385224 \\ 552741 \\ 990216 \\ 1445774 \end{array}$ | 106702 153589 260438 371522 | $\begin{array}{r} 6323 \\ 9567 \\ 19533 \\ 30226 \end{array}$ |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |
|  | All firms . | 1837 | 34705964 | 100.0 | 2358486 | 584551 | 55393 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 100 140 246 341 |  | 24.0 34.4 52.5 68.6 | 385224 552741 990216 1445774 | 106702 153589 260438 371522 | 6323 9567 19533 30226 |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |
|  | All firms . | 1715 | 34325562 | 100.0 | 2348175 | 580900 | 54751 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 100 140 246 342 | 8 327 <br> 11 9349 <br> 18 236 <br> 23 711 <br> 23 787 | 24.3 34.8 53.1 69.3 | 385224 552741 990216 1453064 | 106702 153589 260438 373628 | 6323 9567 19533 30394 |
| 4228202 | Wine \& distilled alcoholic beverage (State operated) whsle |  |  |  |  |  |  |
|  | All firms. | 122 | 380402 | 100.0 | 10311 | 3651 | 642 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms <br> 50 largest firms $\qquad$ | 37 118 122 122 | 282909 380 3802 380 402 | 74.4 D 100.0 100.0 | 7287 70 10 10 10 311 | $\begin{array}{rrr}1798 \\ 179 \\ 3 & \text { D } \\ 3651\end{array}$ | 314 f 642 642 |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms. | 34063 | 213618778 | 100.0 | 11321311 | 2681563 | 378531 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 46 119 590 1277 | 31 683 504 <br> 47 319 692 <br> 71 497 937 <br> 93 323 003 | 14.8 22.2 33.5 43.7 | 408691 710696 1516499 2340941 | 117631 191521 398839 602635 | $\begin{array}{r} 5665 \\ 13397 \\ 33310 \\ 60379 \end{array}$ |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |
|  | All firms. | 7378 | 53634309 | 100.0 | 2562527 | 618653 | 74508 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 263 286 706 1116 | 12 007 796 <br> 16 475 727 <br> 23 465 101 <br> 31 474 393 | 22.4 30.7 43.8 58.7 | 482182 541477 743627 1095634 | 139613 153625 199534 284695 | 7999 8765 14779 24704 |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |
|  | All firms. | 7378 | 53634309 | 100.0 | 2562527 | 618653 | 74508 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 263 286 706 1116 | $\begin{array}{lll} 12 & 007 & 796 \\ 16 & 475 & 727 \\ 23 & 465 & 101 \\ 31 & 474 & 393 \end{array}$ | 22.4 30.7 43.8 58.7 | 482182 541477 743627 1095634 | 139613 153625 199934 284695 | 7999 8765 14779 24704 |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |
|  | All firms. | 3873 | 12772801 | 100.0 | 836054 | 199470 | 29647 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 371 385 675 892 | 2 993 406 <br> 4 033 581 <br> 5 745 862 <br> 7 322 660 | 23.4 31.6 45.0 57.3 | 112907 159519 300439 395289 | $\begin{array}{r} 28877 \\ 43394 \\ 78812 \\ 100658 \end{array}$ | 3195 4745 8559 11688 |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |
|  | All firms | 3505 | 40861508 | 100.0 | 1726473 | 419183 | 44861 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 41 114 341 505 | $\begin{array}{lll} 10 & 812 & 377 \\ 14 & 933 & 800 \\ 21 & 152 & 351 \\ 27 & 228 & 468 \end{array}$ | 26.5 36.5 51.8 66.6 | $\begin{aligned} & 423132 \\ & 496866 \\ & 640469 \\ & 858857 \end{aligned}$ | $\begin{array}{ll} 124 & 133 \\ 139 & 696 \\ 173 & 116 \\ 220 & 155 \end{array}$ | 5864 78288 11815 17458 |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |
|  | All firms | 4265 | 33630300 | 100.0 | 2618123 | 641744 | 89309 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{aligned} & 188 \\ & 273 \\ & 399 \\ & 617 \end{aligned}$ | 8642732 12239423 17036717 21982684 | 25.7 36.4 50.7 65.4 | $\begin{array}{r} 294435 \\ 514710 \\ 853727 \\ 1214227 \end{array}$ | $\begin{array}{r} 75742 \\ 126331 \\ 215598 \\ 304285 \end{array}$ | $\begin{array}{r} 7592 \\ 15512 \\ 29520 \\ 39473 \end{array}$ |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |
|  | All firms. | 4265 | 33630300 | 100.0 | 2618123 | 641744 | 89309 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{aligned} & 188 \\ & 273 \\ & 399 \\ & 617 \end{aligned}$ | 8642732 12639423 17036717 21982684 | $\begin{aligned} & 25.7 \\ & 36.4 \\ & 50.7 \\ & 65.4 \end{aligned}$ | $\begin{array}{r} 294435 \\ 514710 \\ 853727 \\ 1214227 \end{array}$ | 75742 126331 215598 304285 | 7592 15512 29520 39473 |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |
|  | All firms | 3900 | 8002830 | 100.0 | 1026750 | 238920 | 44939 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 40 45 106 207 | $\begin{array}{r} 478311 \\ 765052 \\ 1378362 \\ 2310062 \end{array}$ | 6.0 9.6 17.2 28.9 | $\begin{array}{r} 58875 \\ 78925 \\ 139272 \\ 255280 \end{array}$ | 14123 <br> 19159 <br> 34945 <br> 62734 | $\begin{array}{ll} 1 & 861 \\ 2 & 668 \\ 5 & 252 \\ 9 & 540 \end{array}$ |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |
|  | All firms | 3900 | 8002830 | 100.0 | 1026750 | 238920 | 44939 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 40 45 106 207 | $\begin{array}{r} 478311 \\ 765052 \\ 1378362 \\ 2310062 \end{array}$ | 6.0 9.6 17.2 28.9 | $\begin{array}{r} 58875 \\ 78925 \\ 139272 \\ 255280 \end{array}$ | 14123 <br> 19159 <br> 34945 <br> 62734 | 1861 26668 5 5 9525 |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |
|  | All firms. | 1561 | 50268772 | 100.0 | 1589663 | 383163 | 57046 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 61 101 144 219 | 20 895 088 <br> 25 346 908 <br> 30 034 700 <br> 35 538 639 | 41.6 50.4 59.7 70.7 | $\begin{array}{r} 487254 \\ 640730 \\ 834182 \\ 1036180 \end{array}$ | 118000 160040 203803 257804 | 13538 <br> 19238 <br> 26286 <br> 34541 |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |
|  | All firms . | 1561 | 50268772 | 100.0 | 1589663 | 383163 | 57046 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 61 101 144 219 | 20 895 088 <br> 25 346 908 <br> 30 034 700 <br> 35 538 639 | 41.6 50.4 59.7 70.7 | 487254 640730 834182 1036180 | 118000 160040 203803 257804 | $\begin{aligned} & 13538 \\ & 19238 \\ & 26286 \\ & 34541 \end{aligned}$ |
| 42295 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 2192 | 7510467 | 100.0 | 676404 | 159355 | 19917 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 174 221 266 355 | 1 793 592 <br> 2 472 177 <br> 3 309 442 <br> 4 348 940 | 23.9 32.9 44.1 57.9 | $\begin{aligned} & 102040 \\ & 139609 \\ & 218405 \\ & 291520 \end{aligned}$ | $\begin{array}{ll} 24 & 644 \\ 33 & 520 \\ 52 & 515 \\ 68 & 288 \end{array}$ | 2537 3369 5578 7275 |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 2192 | 7510467 | 100.0 | 676404 | 159355 | 19917 |
|  | 4 largest firms <br> 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 174 221 266 355 | $\begin{array}{lll} 1 & 793 & 592 \\ 2 & 472 & 177 \\ 3 & 309 & 442 \\ 4 & 348 & 940 \end{array}$ | 23.9 32.9 44.1 57.9 | 102040 139609 218405 291520 | $\begin{array}{ll} 24 & 644 \\ 33 & 520 \\ 52 & 515 \\ 68 & 288 \end{array}$ | 2537 3 5 5 7 7 7 |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 2192 | 7510467 | 100.0 | 676404 | 159355 | 19917 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 174 221 266 355 | 1 793 592 <br> 2 472 177 <br> 3 309 442 <br> 4 348 940 | 23.9 32.9 44.1 57.9 | 102040 139609 218405 291520 | $\begin{array}{ll} 24 & 644 \\ 33 & 520 \\ 52 & 515 \\ 68 & 288 \end{array}$ | 2537 3369 5578 7275 |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms ....... | 14767 | 60572100 | 100.0 | 2847844 | 639728 | 92812 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 11 17 35 78 | $\begin{array}{lll} 21 & 492 & 224 \\ 27 & 556 & 570 \\ 31 & 427 & 113 \\ 35 & 214 & 188 \end{array}$ | 35.5 45.5 51.9 58.1 | 117472 167983 334861 531940 | $\begin{array}{r} 32006 \\ 44914 \\ 88124 \\ 133486 \end{array}$ | 1155 1709 5264 10357 |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms ....................... | 14767 | 60572100 | 100.0 | 2847844 | 639728 | 92812 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 11 17 35 78 | $\begin{array}{lll} 21 & 492 & 224 \\ 27 & 556 & 570 \\ 31 & 427 & 113 \\ 35 & 214 & 188 \end{array}$ | 35.5 45.5 51.9 58.1 | 117472 167983 334861 531940 | $\begin{array}{r} 32006 \\ 44914 \\ 88124 \\ 133486 \end{array}$ | 1155 1709 5064 10357 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |
|  | All firms ...................... | 4583 | 9596493 | 100.0 | 985525 | 218513 | 33019 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 6 11 25 77 | 1 100 487 <br> 1 547 067 <br> 2 282 239 <br> 3 339 174 | 11.5 16.1 23.8 34.8 | 57413 81173 131154 269871 | $\begin{aligned} & 16935 \\ & 22915 \\ & 34528 \\ & 61937 \end{aligned}$ | 1 1 $366 \begin{aligned} & 076 \\ & 3 \\ & 306 \\ & 6\end{aligned} 887$ |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |
|  | All firms ...................... | 3248 | 34597404 | 100.0 | 729329 | 171128 | 20477 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 10 16 34 76 | 21 482 736 <br> 27 409 582 <br> 30 043 793 <br> 31 374 749 | 62.1 79.2 86.8 90.7 | 116914 188664 318022 402728 | $\begin{array}{ll} 31864 \\ 49685 \\ 80 & 175 \\ 98 & 902 \end{array}$ | $\begin{array}{ll}1 & 140 \\ 2227 \\ 5 & 423 \\ 7894\end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.
 specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix


Table 6. Concentration by Largest Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{NAICS code} \& \multirow[b]{2}{*}{Largest firms based on sales by kind of business and type of operation} \& \multirow[b]{2}{*}{Establishments (number)} \& \multicolumn{2}{|c|}{Sales} \& \multirow[b]{2}{*}{Annual payroll \((\$ 1,000)\)} \& \multirow[b]{2}{*}{First-quarter payroll \((\$ 1,000)\)} \& \multirow[t]{2}{*}{Paid employees for pay period including March 12 (number)} \\
\hline \& \& \& Amount (number) \& As percent of total \& \& \& \\
\hline \& MERCHANT WHOLESALERS-Con. \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \\
\hline \multirow[t]{3}{*}{4211105} \& Heavy truck \& tractor (over 26,000 lb) whsle \& \& \& \& \& \& \\
\hline \& All firms \& 2068 \& 22058292 \& 100.0 \& 1799190 \& 415301 \& 52127 \\
\hline \& \begin{tabular}{l}
4 largest firms \\
8 largest firms \\
20 largest firms \\
50 largest firms
\end{tabular} \& 46
59
97
198 \& \(\begin{array}{llll}1 \& 284 \& 538 \\ 2 \& 170 \& 093 \\ 3 \& 976 \& 300 \\ 6 \& 621 \& 511\end{array}\) \& 5.8
9.8
18.0
30.0 \& 75722
122353
238801
437382 \& 18491
29632
57
102981 \& 2175
3306
6450
11648 \\
\hline \multirow[t]{3}{*}{42112} \& Motor vehicle supplies \& new parts whsle \& \& \& \& \& \& \\
\hline \& All firms \& r10 596 \& r40 856802 \& 100.0 \& r3 428913 \& 1799934 \& r121 664 \\
\hline \& \begin{tabular}{l}
4 largest firms \\
8 largest firms \\
20 largest firms \\
50 largest firms
\end{tabular} \& 308
356
486
782 \& \(\begin{array}{rrrr}8 \& 030 \& 208 \\ 11 \& 080 \& 379 \\ 14 \& 760 \& 304 \\ \& \& \text { D }\end{array}\) \& 19.7
27.1
36.1
D \& 258959
289853
421130
D \& 65557
73353
104215
D \& 10508
11302
14676

j <br>
\hline \multirow[t]{3}{*}{421120} \& Motor vehicle supplies \& new parts whsle \& \& \& \& \& \& <br>
\hline \& All firms \& '10 596 \& r40 856802 \& 100.0 \& r3 428913 \& '799 934 \& r121 664 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms |
| 50 largest firms | \& \[

$$
\begin{aligned}
& 308 \\
& 356 \\
& 486 \\
& 782
\end{aligned}
$$
\] \& 8030

11
11
14
760 \& 19.7
27.1
36.1

D \& $$
\begin{array}{r}
258959 \\
289853 \\
421130 \\
D
\end{array}
$$ \& 65557

73353
104215

D \& $$
\begin{array}{r}
10508 \\
11302 \\
14676 \\
\text { j }
\end{array}
$$ <br>

\hline \multirow[t]{3}{*}{4211201} \& Motor vehicle supplies \& new partswarehouse distributors \& \& \& \& \& \& <br>
\hline \& All firms \& r4357 \& r19 025397 \& 100.0 \& r1 677699 \& r387 998 \& r59 564 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms |
| 50 largest firms | \& 139

181
223

452 \& | 4 | 397 | 143 |
| ---: | ---: | ---: |
| 5 | 890 | 667 |
| 9 | 612 | 926 | \& 23.1

31.0
D

50.5 \& $$
\begin{array}{rr}
141093 \\
202 & 927 \\
& D \\
522 & 846
\end{array}
$$ \& \[

$$
\begin{array}{r}
35589 \\
49261 \\
122754
\end{array}
$$
\] \& 5291

6853
j
17663 <br>
\hline \multirow[t]{3}{*}{4211202} \& Motor vehicle supplies \& new partsjobbers \& \& \& \& \& \& <br>
\hline \& All firms . \& 5732 \& 20760962 \& 100.0 \& 1606696 \& 377859 \& 57724 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms |
| 50 largest firms | \& 181

191
307
477 \& 6139410
7605819
9713292
12154107 \& 29.6
36.6
46.8

58.5 \& $$
\begin{aligned}
& 132714 \\
& 157812 \\
& 267561 \\
& 465819
\end{aligned}
$$ \& \[

$$
\begin{array}{r}
33533 \\
39896 \\
66318 \\
115169
\end{array}
$$
\] \& 5472

5967
9101
14747 <br>
\hline \multirow[t]{3}{*}{4211203} \& Petroleum products marketing equipment whsle \& \& \& \& \& \& <br>
\hline \& All firms . \& 507 \& 1070443 \& 100.0 \& 144518 \& 34077 \& 4376 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms |
| 50 largest firms | \& 16

27
53
58
98 \& 135767
211045
365131
591805 \& 12.7
19.7
34.1

55.3 \& $$
\begin{aligned}
& 14261 \\
& 20557 \\
& 36678 \\
& 67417
\end{aligned}
$$ \& 3591

5676
9176
15566 \& 331
465
906
1701 <br>
\hline \multirow[t]{3}{*}{42113} \& Tire \& tube whsle \& \& \& \& \& \& <br>
\hline \& All firms \& 1738 \& 6627456 \& 100.0 \& 566057 \& 128741 \& 18318 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms |
| 50 largest firms | \& 85

120
175

256 \& | 1260916 |
| :--- |
| 1 |
| 2 |
| 20795686 |
| 3 |
| 384 | \& 19.0

25.8
37.7
51.1 \& 55648
78
133179
198851 \& 13029
18516
30870
46380 \& $\begin{array}{ll}1 & 478 \\ 2 & 154 \\ 3646 \\ 5 & 422\end{array}$ <br>
\hline \multirow[t]{3}{*}{421130} \& Tire \& tube whsle \& \& \& \& \& \& <br>
\hline \& All firms \& 1738 \& 6627456 \& 100.0 \& 566057 \& 128741 \& 18318 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms |
| 50 largest firms | \& 85

120
175

256 \& | 1 | 260916 |  |
| :--- | :--- | :--- |
| 1 | 707 | 586 |
| 2 | 495 | 683 |
| 3 | 384 | 214 | \& 19.0

25.8
37.7
51.1 \& 55648
78024
133179
198851 \& 13029
18516
30870
46380 \& $\begin{array}{ll}1 & 478 \\ 2154 \\ 3 & 646 \\ 5 & 422\end{array}$ <br>
\hline \multirow[t]{3}{*}{42114} \& Motor vehicle parts, (used) whsle \& \& \& \& \& \& <br>
\hline \& All firms ....................... \& 7105 \& 5272107 \& 100.0 \& 971776 \& 228146 \& 45807 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms |
| 50 largest firms | \& 16

42
85

125 \& $$
\begin{array}{r}
230928 \\
370209 \\
640318 \\
1033434
\end{array}
$$ \& 4.4

7.0
12.1

19.6 \& $$
\begin{array}{r}
25687 \\
40776 \\
82481 \\
133253
\end{array}
$$ \& $\begin{array}{rrr}5792 \\ 9731 \\ 18979 \\ 31 & 111\end{array}$ \& 1

1
1 840 <br>
\hline \multirow[t]{3}{*}{421140} \& Motor vehicle parts, (used) whsle \& \& \& \& \& \& <br>
\hline \& All firms \& 7105 \& 5272107 \& 100.0 \& 971776 \& 228146 \& 45807 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms |
| 20 largest firms |
| 50 largest firms | \& \[

$$
\begin{array}{r}
16 \\
42 \\
85 \\
125
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
230928 \\
370209 \\
640318 \\
1033434
\end{array}
$$
\] \& 4.4

7.0
12.1

19.6 \& $$
\begin{array}{r}
25687 \\
40776 \\
82481 \\
133253
\end{array}
$$ \& $\begin{array}{r}5792 \\ 9731 \\ \hline 18979 \\ 31 \\ \hline 111\end{array}$ \& 1

1
1
3 870 <br>
\hline \multirow[t]{3}{*}{4212} \& Furniture \& home furnishings whsle \& \& \& \& \& \& <br>
\hline \& All firms ...................... \& 11912 \& 38998409 \& 100.0 \& 4272437 \& 971161 \& 132093 <br>

\hline \& | 4 largest firms |
| :--- |
| 8 largest firms $\qquad$ |
| 20 largest firms |
| 50 largest firms | \& \[

$$
\begin{array}{r}
53 \\
60 \\
127 \\
242
\end{array}
$$

\] \& | 1 | 370 | 554 |
| :--- | :--- | :--- |
| 2 | 198 | 847 |
| 3 | 983 | 851 |
| 6 | 906 | 335 | \& \[

$$
\begin{array}{r}
3.5 \\
5.6 \\
10.2 \\
17.7
\end{array}
$$
\] \& 92898

130247
298698

595496 \& $$
\begin{array}{r}
23065 \\
31422 \\
70336 \\
140370
\end{array}
$$ \& 2594

3395
73377
15351 <br>
\hline
\end{tabular}

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 42121 | Furniture whsle |  |  |  |  |  |  |
|  | All firms | 4880 | 17259071 | 100.0 | 1970278 | 447186 | 56493 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 22 46 94 171 | 1004531 1655518 2816439 4640648 | 5.8 9.0 16.3 26.9 | 63316 113555 264092 462447 | $\begin{array}{r} 15706 \\ 26869 \\ 60674 \\ 105426 \end{array}$ | 1664 2600 5664 9957 |
| 421210 | Furniture whsle |  |  |  |  |  |  |
|  | All firms. | 4880 | 17259071 | 100.0 | 1970278 | 447186 | 56493 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 22 46 94 171 | 1004531 1055518 2816439 4640648 | 5.8 9.8 9.0 16.3 26.9 | 63316 113555 264092 462447 | 15706 26869 60674 105426 | 1564 2600 5664 9957 |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |
|  | All firms .... | 2275 | 5670483 | 100.0 | 524847 | 123314 | 19322 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 12 17 32 67 | 485566 736354 1228469 1939863 | 8.6 13.0 21.7 34.2 | 20275 40055 74838 110226 | 4635 10666 19353 27113 | 585 1204 2160 3377 |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |
|  | All firms | 2605 | 11588588 | 100.0 | 1445431 | 323872 | 37171 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 23 46 91 169 | 958967 1491715 2642205 4237792 | 8.3 12.9 22.8 36.6 | 65321 121071 276972 464899 | 16519 29039 63696 102627 | 1596 2636 5830 9508 |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |
|  | All firms . | 7032 | 21739338 | 100.0 | 2302159 | 523975 | 75600 |
|  | 4 largest firms .......................... | 37 | 1186380 1899337 | 5.5 | 67449 121917 | 15428 | 1779 3 419 |
|  | 8 largest firms 20 largest firms | 63 112 107 | 18893374 3244914 5 | $\begin{array}{r}8.7 \\ 14.9 \\ \hline\end{array}$ | 121917 254476 | 29168 61436 | 3419 7617 |
|  | 50 largest firms $\qquad$ | 197 |  | 24.5 |  |  |  |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |
|  | All firms | 7032 | 21739338 | 100.0 | 2302159 | 523975 | 75600 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 37 63 112 197 | $\begin{array}{llll}1 & 186 & 380 \\ 1 & 899 & 337 \\ 3 & 44 \\ 5 & 334 & 838\end{array}$ | 5.5 8.7 14.9 24.5 | 67449 121917 254476 441259 | 15428 29168 61436 102699 | $\begin{array}{rr}1779 \\ 3 & 419 \\ 7617 \\ 12 & 269\end{array}$ |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |
|  | All firms. | 1039 | 3796559 | 100.0 | 377858 | 84585 | 12020 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 5 13 25 64 | 572510 851142 1363097 2062070 | 15.1 22.4 35.9 54.3 | 49742 74087 113745 195393 | 10 16 16 711 24 4352 43 737 | 1241 1734 2885 5224 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |
|  | All firms . | 1532 | 4438939 | 100.0 | 448387 | 103114 | 15921 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 4 4 12 27 59 | 535126 824221 1344983 2089173 | 12.1 18.6 30.3 47.1 | 40088 60987 100785 160291 | 10970 15989 25401 39228 | 1144 1606 2748 4797 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |
|  | All firms | 2270 | 7941902 | 100.0 | 862372 | 197779 | 25505 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 63 76 130 276 | 660018 1 1048454 1848721 2987591 | 8.3 13.2 23.3 37.6 | 57287 84187 165292 281360 | 13536 19798 36695 66151 | 1693 2 2 4337 7 7 169 |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |
|  | All firms | 2191 | 5561938 | 100.0 | 613542 | 138497 | 22154 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 26 32 36 48 78 | 1 026 622 <br> 1 425 243 <br> 1 938 534 <br> 2 606 951 | 18.5 25.6 34.9 46.9 | 65320 105871 148663 216793 | $\begin{array}{ll} 16 & 071 \\ 26 & 038 \\ 33 & 756 \\ 48 & 488 \end{array}$ | 2058 3645 4951 6622 |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |
|  | All firms .................... | 11142 | 61302570 | 100.0 | 4167547 | 968604 | 125574 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{aligned} & 122 \\ & 196 \\ & 364 \\ & 657 \end{aligned}$ | $\begin{array}{rrr} 9291092 \\ 12420 & 196 \\ 16928981 \\ 21 & 388 & 463 \end{array}$ | $\begin{aligned} & 15.2 \\ & 20.3 \\ & 27.6 \\ & 34.9 \end{aligned}$ | 214177 320491 528438 769793 | $\begin{array}{r} 57206 \\ 93618 \\ 148244 \\ 209437 \end{array}$ | 4458 6660 122699 18923 |

Table 6. Concentration by Largest Firms: 1997-Con.




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| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |
|  | All firms. | '10 079 | r91 553201 | 100.0 | r5 595871 | r1 287325 | r146964 |
|  | 4 largest firms | 143 | 7441361 | 8.1 | 266037 | 69366 | 6641 |
|  | 8 largest firms | 214 | 11805863 | 12.9 | 399270 | 103651 | 10387 |
|  | 20 largest firms ... | 405 | 20347593 | 22.2 | 796403 | 197879 | 19989 |
|  | 50 largest firms |  | 31959238 | 34.9 | 1141530 | 283074 | 28608 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |
|  | All firms. | 9487 | 83124691 | 100.0 | 5405023 | 1242261 | 143028 |
|  | 4 largest firms | 145 | 7385619 | 8.9 | 262891 | 68507 | 6647 |
|  | 8 largest firms | 241 | 11267355 | 13.6 | 460232 | 117458 | 12051 |
|  | 20 largest firms | 410 | 19545723 | 23.5 | + 824165 | 205238 | 20744 |
|  | 50 largest firms |  | 29995492 |  | 1141679 | 282529 |  |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |
|  | All firms. | 9487 | 83124691 | 100.0 | 5405023 | 1242261 | 143028 |
|  | 4 largest firms | 145 | 7385619 | 8.9 | 262891 | 68507 | 6647 |
|  | 8 largest firms | 241 | 11267355 | 13.6 | 460232 | 117458 | 12051 |
|  | 20 largest firms .......................... | 410 | 19545723 | 23.5 | 824165 1 | 205238 | 20744 |
|  | 50 largest firms |  | 29995492 | 36.1 | 1141679 | 282529 |  |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |
|  | All firms. | 7595 | 66113409 | 100.0 | 4485391 | 1037061 | 120653 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . | 105 | 6294055 | 9.5 | 211090 | 53537 | 5538 |
|  |  | 201 | 10121771 | 15.3 | 415378 | 104485 |  |
|  | 20 largest firms <br> 50 largest firms | $\begin{array}{r}327 \\ 558 \\ \hline\end{array}$ | 17043909 25219583 | 25.8 38.1 | 685389 1027577 | 168665 256634 | 17645 26833 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |
|  | All firms . | 5827 | 58768929 | 100.0 | 4105455 | 951193 | 110297 |
|  | 4 largest firms .......................... |  | 6255541 |  | 210470 | 53373 | 5529 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . . | 192 | 10048902 | 17.1 | 409455 | 103001 | 11068 |
|  | 20 largest firms | 314 | 16444695 | 28.0 | + 722316 | 182324 | 19049 |
|  | 50 largest firms .......................... | 528 | 23827312 |  |  | 257068 |  |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |
|  | All firms . | 1768 | 7344480 | 100.0 | 379936 | 85868 | 10356 |
|  | 4 largest firms . | 7 | 1541422 | 21.0 | 10457 | 2520 | 160 |
|  | 8 largest firms. | 14 | 2092992 | 28.5 | 20290 | 4856 | 343 |
|  | 20 largest firms . . | 38 | 3178804 | 43.3 | 63755 | 15065 | 1382 |
|  | 50 largest firms | 96 | 4464708 | 60.8 | 117692 | 26984 |  |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |
|  | All firms . | 1892 | 17011282 | 100.0 | 919632 | 205200 | 22375 |
|  | 4 largest firms . | 54 | 2671876 | 15.7 | 89930 | 24296 | 1705 |
|  | 8 largest firms. | 58 | 4321392 | 25.4 | 123078 | 27790 | 1787 |
|  | 20 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . . . . | 91 | 6907763 | 40.6 | 194734 | 46940 | 3850 |
|  | 50 largest firms ............................ | 186 | 9783432 | 57.5 | 314424 | 73329 | 6502 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |
|  | All firms . | 1380 | 15574704 | 100.0 | 839223 | 187391 | 20212 |
|  | 4 largest firms . | 52 | 2633241 | 16.9 | 89601 | 24184 | 1701 |
|  | 8 largest firms .......................... | 56 | 4282757 | 27.5 | 122749 | 27678 | 1783 |
|  | 20 largest firms | 888 | 6865059 | 44.1 | 193231 | 46528 | 3806 |
|  | 50 largest firms | 177 | 9656029 | 62.0 | 307877 |  |  |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |
|  | All firms .. | 512 | 1436578 | 100.0 | 80409 | 17809 | 2163 |
|  | 4 largest firms .......................... | 6 | 318705 | 22.2 | 11473 | 2573 | 163 |
|  | 8 largest firms ........................... | 11 | 471178 | 32.8 | 14026 | 3105 | 191 |
|  | 20 largest firms | 23 | 736203 | 51.2 | 18425 | 3936 | 282 |
|  | 50 largest firms | 59 | 992485 | 69.1 | 27945 | 6168 | 510 |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms ................... | r592 | r8 428510 | 100.0 | r190 848 | '45 064 | r3 936 |
|  | 4 largest firms ........................... | 9 | 2228090 | 26.4 |  |  |  |
|  | 8 largest firms ............................. | 28 | 3311138 | 39.3 | 29493 | 8040 | 485 |
|  | 20 largest firms .......................... | 45 | 4790770 | 56.8 | 46093 | 11473 | ${ }^{662}$ |
|  | 50 largest firms | 91 | 6308498 | 74.8 | 83094 | 20734 |  |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms ................... | '592 | r8 428510 | 100.0 | r190 848 | r45 064 | r3 936 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . | 9 | 2228090 | 26.4 | 21688 | 5460 | 348 |
|  | 8 largest firms ............................ | 28 | 3311138 | 39.3 | 29493 | 8040 | 485 |
|  | 20 largest firms ............................ | 45 | 4790770 | 56.8 | 46093 | 11473 | ${ }^{662}$ |
|  | 50 largest firms .......................... | 91 | 6308498 | 74.8 | 83094 | 20734 | 1231 |
| 4215201 | Coal whsle |  |  |  |  |  |  |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4215201 | Coal whsle-Con. |  |  |  |  |  |  |
|  | All firms | 333 | 4987710 | 100.0 | 102575 | 23851 | 2117 |
|  | 4 largest firms | 9 | 1523896 | 30.6 | 20018 | 5322 | 291 |
|  | 8 largest firms | 28 | 2171814 | 43.5 | 26311 | 6811 | 387 |
|  | 20 largest firms | 56 | 3127688 | 62.7 | 43482 | 10367 | 685 |
|  | 50 largest firms ........................... | 86 | 4113887 | 82.5 | 61669 | 14299 | 944 |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms | '259 | '3 440800 | 100.0 | '88 273 | '21 213 | '1819 |
|  | 4 largest firms | 4 | 1762609 | 51.2 | 7556 | 1883 | 114 |
|  | 8 largest firms | 8 | 2205978 | 64.1 | 15818 | 3872 | 202 |
|  | 20 largest firms | 25 | 2701862 | 78.5 | 33760 | 8967 | 500 |
|  | 50 largest firms ......................... | 62 | 3152766 | 91.6 | 57905 | 14293 | 1014 |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |
|  | All firms | 27347 | 182334876 | 100.0 | 14793391 | 3462691 | 345230 |
|  | 4 largest firms | 153 | 16381973 | 9.0 | 605649 | 135443 | 9928 |
|  |  | 903 | 28425172 | 15.6 | 1245599 | 296815 | 30428 |
|  | 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 1535 | 53020532 | 29.1 | 2605839 | 653519 | 50654 |
|  | 50 largest firms ......................... | 2269 | 75017307 | 41.1 | 3851595 | 943370 | 71404 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |
|  | All firms. | 8857 | 38350174 | 100.0 | 3756249 | 887946 | 101739 |
|  | 4 largest firms | 814 | 9897256 | 25.8 | 552294 | 143285 | 18864 |
|  | 8 largest firms ........................... | 937 | 11206279 | 29.2 | 629652 | 162110 | 20286 |
|  | 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 1005 1 | 13180 <br> 15 <br> 1549 <br> 189 | 34.4 | 734118 | 187370 | 22615 |
|  | 50 largest firms ......................... | 1170 | 15798349 | 41.2 | 988223 | 249481 | 28636 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |
|  | All firms. | 8857 | 38350174 | 100.0 | 3756249 | 887946 | 101739 |
|  | 4 largest firms | 814 | 9897256 | 25.8 | 552294 | 143285 | 18864 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 937 | 11206279 | 29.2 | 629652 | 162110 | 20286 |
|  | 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 1005 | 13180054 | 34.4 | 734118 | 187370 | 22615 |
|  | 50 largest firms. | 1170 | 15798349 | 41.2 | 988223 | 249481 |  |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |
|  | All firms . | 3237 | 39717526 | 100.0 | 1709097 | 393253 | 42999 |
|  |  |  | 12558449 |  | 425537 | 93361 |  |
|  | 8 largest firms ............................ | 57 | 17777916 | 44.8 | 519150 | 118100 | 8248 |
|  | 20 largest firms ......................... | 102 | 22541846 | 56.8 | 619364 | 142012 | 10628 |
|  | 50 largest firms ......................... | 153 | 26998928 | 68.0 | 748019 | 171172 | 13524 |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |
|  | All firms .... | 3237 | 39717526 | 100.0 | 1709097 | 393253 | 42999 |
|  | 4 largest firms ........................... | 29 | 12558449 | 31.6 | 425537 | 93361 | 6620 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . |  | 17777916 | 44.8 | 519150 | 118100 | 8248 |
|  | 20 largest firms <br> 50 largest firms | 102 153 | 22541846 | 56.8 | 619364 748019 | 142012 | 10628 |
|  | 50 largest firms ......................................... | 153 | 26998928 | 68.0 | 748019 | 171172 | 13524 |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 15253 | 104267176 | 100.0 | 9328045 | 2181492 | 200492 |
|  | 4 largest firms . | 386 | 12912169 | 12.4 | 567915 | 163559 | 9703 |
|  | 8 largest firms ........................... | 539 | 20830387 | 20.0 | 1308904 | 335795 | 18995 |
|  | 20 largest firms | 1029 | 34678356 | 33.3 | 2198671 | 537301 | 33383 |
|  | 50 largest firms ....................... | 1638 | 47574017 | 45.6 | 2947194 | 723282 |  |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 15253 | 104267176 | 100.0 | 9328045 | 2181492 | 200492 |
|  | 4 largest firms |  | 12912169 | 12.4 | + 567915 | 163559 | 9703 |
|  | 8 largest firms ............................ | 539 | 20830387 | 20.0 | 1308904 | 335795 | 18995 |
|  | 20 largest firms ......................... | 1029 | 34678356 | 33.3 | 2198671 | 537301 | 33383 |
|  | 50 largest firms .......................... | 1638 | 47574017 | 45.6 | 2947194 | 723282 | 47817 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . | 6722 | 36812342 | 100.0 | 4566622 | 1092431 | 98210 |
|  | 4 largest firms ............................ | 347 | 7194969 | 19.5 | 883562 | 234682 | 12931 |
|  | 8 largest firms 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 391 | 10797862 | 29.3 | 1138781 | 293608 | 17248 |
|  | 20 largest firms <br> 50 largest firms | 721 876 | 15627972 20768773 | 42.5 56.4 | 1578194 2076311 | 411181 527426 | 26510 35676 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |
|  | All firms | 8531 | 67454834 | 100.0 | 4761423 | 1089061 | 102282 |
|  | 4 largest firms | 317 | 12681600 | 18.8 | 460050 | 104716 | 7918 |
|  | 8 largest firms | 587 | 18443297 | 27.3 | 788579 | 180062 | 12967 |
|  | 20 largest firms | 839 | 27411261 | 40.6 | 1187194 | 273594 | 18955 |
|  | 50 largest firms. | 1011 | 36249157 | 53.7 | 1633678 | 378694 | 27408 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 17533 | 57253744 | 100.0 | 6391596 | 1466209 | 186312 |
|  | 4 largest firms | 366 | 4789625 | 8.4 | 150573 | 37390 | 5557 |
|  | 8 largest firms | 1034 | 6491285 | 11.3 | 320625 | 77001 | 10346 |
|  | 20 largest firms | 1499 | 9801297 | 17.1 | 488845 | 117981 | 15744 |
|  | 50 largest firms .......................... | 2050 | 13761139 | 24.0 | 802658 | 196065 | 25254 |
| 42171 | Hardware whsle |  |  |  |  |  |  |
|  | All firms . | 8170 | 28781646 | 100.0 | 3292606 | 751220 | 99338 |
|  | 4 largest firms | 83 | 4751359 | 16.5 | 167519 | 41714 | 5330 |
|  | 8 largest firms. |  | 6150982 | 21.4 | 263921 | 63367 | 8772 |
|  | 20 largest firms | 733 | 7971973 | 27.7 | 430232 | 104658 | 13935 |
|  | 50 largest firms . | 991 | 10423090 | 36.2 | 701176 | 168334 | 21937 |
| 421710 | Hardware whsle |  |  |  |  |  |  |
|  | All firms | 8170 | 28781646 | 100.0 | 3292606 | 751220 | 99338 |
|  | 4 largest firms | 83 | 4751359 | 16.5 | 167519 | 41714 | 5330 |
|  | 8 largest firms | 655 | 6150982 | 21.4 | 263921 | 63367 | 8772 |
|  | 20 largest firms .......................... 50 largest firms ...................... | 733 991 | 7971973 10423090 | 27.7 36.2 | 430232 701176 | 104658 168334 | 13935 21937 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |
|  | All firms . | 3261 | 10850765 | 100.0 | 1133400 | 263937 | 33270 |
|  | 4 largest firms | 81 | 1130171 | 10.4 | 60329 | 14476 | 1473 |
|  |  |  |  | 16.2 | 103383 | 25432 | 3371 |
|  | 20 largest firms | 242 | 2683924 | 24.7 | 183798 | 43246 | 5347 |
|  | 50 largest firms. | 420 | 4181864 | 38.5 | 331107 | 76881 | 9350 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |
|  | All firms. | 3261 | 10850765 | 100.0 | 1133400 | 263937 | 33270 |
|  | 4 largest firms | 81 | 1130171 | 10.4 | 60329 | 14476 | 1473 |
|  | 8 largest firms... | 186 | 1753409 | 16.2 | 103383 | 25432 | 3371 |
|  | 20 largest firms | 242 | 2683924 | 24.7 | 183798 | 43246 | -5347 |
|  | 50 largest firms | 420 | 4181864 | 38.5 | 331107 |  |  |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 4744 | 14185407 | 100.0 | 1559234 | 359093 | 42511 |
|  | 4 largest firms. | 432 | 1189609 | 8.4 | 62526 | 14583 | 2012 |
|  | 8 largest firms... | 594 | 1882050 | 13.3 |  | 27101 | 3792 |
|  | 20 largest firms | 914 | 3 5 5 2284277 | 22.8 | 222913 | 55075 | 6 776 |
|  | 50 largest firms. | 1184 | 5234137 | 36.9 | 391603 | 93948 |  |
| 421730 | Warm air heating \& air-conditioning equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 4744 | 14185407 | 100.0 | 1559234 | 359093 | 42511 |
|  | 4 largest firms. | 432 | 1189609 | 8.4 | 62526 | 14583 | 2012 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . | 594 | 1882050 | 13.3 | 116633 | 27101 | 3792 |
|  | 20 largest firms | 914 1 | 3 5 528277 | 22.8 | 222913 | 55075 | 6 776 |
|  | 50 largest firms .......................... | 1184 | 5234137 | 36.9 |  |  |  |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 1358 | 3435926 | 100.0 | 406356 | 91959 | 11193 |
|  | 4 largest firms .. | 163 | 541659 | 15.8 | 22180 | 6069 | 602 |
|  | 8 largest firms... | 217 | 830033 | 24.2 | 45899 | 12164 | 1137 |
|  | 20 largest firms | 305 | 1256952 | 36.6 | 88699 | 20682 | 1967 |
|  | 50 largest firms | 408 | 1768649 | 51.5 | 154545 | 34801 |  |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 1358 | 3435926 | 100.0 | 406356 | 91959 | 11193 |
|  | 4 largest firms ........................... | 163 | 541659 | 15.8 | 22180 | 6069 | 602 |
|  | 8 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots .$. | 217 | $\begin{array}{r}830 \\ 1 \\ 1253 \\ \hline\end{array}$ | 24.2 | 45899 | 12164 | 1137 |
|  | 20 largest firms ............................ | 305 408 | 1768649 | 36.6 51.5 | 88699 154545 | 20882 34 | + 3635 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 64951 | 223849297 | 100.0 | 24766878 | 5670011 | 674287 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 834 1174 1551 2007 | 5573321 8740797 14805384 24464219 | 2.5 3.9 6.6 10.9 | 442941 655999 1005578 1700683 | 98813 149203 231056 405451 | $\begin{array}{ll} 11 & 005 \\ 16 & 031 \\ 25 & 156 \\ 41 & 150 \end{array}$ |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |
|  | All firms . | 4763 | 31561292 | 100.0 | 3110734 | 734605 | 77574 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . . . 20 largest firms . . . . . . . . . . . . . . . . . . . . . . | 42 81 136 357 | 2468656 3841853 6536150 11042835 | 7.8 12.2 20.7 35.0 | 157835 296253 523890 972465 | 41301 75302 134783 241774 | 3675 6564 11919 22030 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |
|  | All firms . | 4763 | 31561292 | 100.0 | 3110734 | 734605 | 77574 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 42 81 136 357 | $\begin{array}{rrr} 2 & 468 & 656 \\ 3 & 841 & 853 \\ 6 & 536 & 150 \\ 11 & 042835 \end{array}$ | 7.8 12.2 20.7 35.0 | 157835 296253 523890 972465 | 41301 75302 134783 241774 | 3675 6564 11919 22030 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 9312 | 30536605 | 100.0 | 2634589 | 591835 | 95909 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 16 29 176 295 | 1 364 950 <br> 1 904 241 <br> 2 809 403 <br> 4 125 745 | 4.5 6.2 9.2 13.5 | 36393 60115 129714 235389 | 9503 15259 31645 54710 | 882 1403 3922 6990 |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 9312 | 30536605 | 100.0 | 2634589 | 591835 | 95909 |
|  |  | 16 29 176 295 | $\begin{array}{lll} 1 & 364 & 950 \\ 1 & 904 & 241 \\ 2 & 809 & 403 \\ 4 & 125 & 745 \end{array}$ | 4.5 6.2 9.2 13.5 | $\begin{array}{r} 36393 \\ 60115 \\ 129714 \\ 235389 \end{array}$ | 9503 95259 31645 54710 | 882 1403 3922 6990 |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |
|  | All firms . | 6789 | 21521310 | 100.0 | 1863969 | 418663 | 70910 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 53 76 116 204 | $\begin{array}{r} 370553 \\ 625141 \\ 1167324 \\ 2135018 \end{array}$ | 1.7 2.9 5.4 9.9 | 28418 44107 83659 154666 | 6789 10792 19693 36310 | 1960 1749 2912 5171 |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |
|  | All firms . | 1891 | 6437932 | 100.0 | 507832 | 112807 | 16713 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 13 30 144 228 | 1 355 781 <br> 1 889 859 <br> 2 441 695 <br> 3 107 344 | 21.1 29.4 37.9 48.3 | 35523 57240 104615 159598 | 9302 14517 24210 36256 | 1834 1 1 232 293 4 4 |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 632 | 2577363 | 100.0 | 262788 | 60365 | 8286 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 6 15 36 85 | $\begin{array}{r} 230435 \\ 401235 \\ 761815 \\ 1333081 \end{array}$ | 8.9 15.6 29.6 51.7 | $\begin{array}{r} 17549 \\ 35368 \\ 66633 \\ 118837 \end{array}$ | 4346 8083 15635 28443 | 567 1124 1965 3461 |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 28321 | 97183003 | 100.0 | 11523912 | 2627707 | 286732 |
|  | $\begin{aligned} & 4 \text { largest firms. } \\ & 8 \text { largest firms. } \\ & 20 \text { largest firms } \\ & 50 \text { largest firms } \end{aligned}$ | $\begin{array}{r} 39 \\ 173 \\ 271 \\ 679 \end{array}$ | $\begin{array}{r} 3716720 \\ 5631875 \\ 9110356 \\ 14990 \\ \hline \end{array}$ | 3.8 5.8 9.4 15.4 | $\begin{array}{r} 279867 \\ 404575 \\ 590956 \\ 1004612 \end{array}$ | 55099 85 124 140 221034 | 5162 8861 125588 21234 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms ......................... | 28321 | 97183003 | 100.0 | 11523912 | 2627707 | 286732 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 39 \\ 173 \\ 271 \\ 679 \end{array}$ | $\begin{array}{r} 3716720 \\ 5631875 \\ 9110356 \\ 14990732 \end{array}$ | $\begin{array}{r} 3.8 \\ 5.8 \\ 9.4 \\ 15.4 \end{array}$ | $\begin{array}{r} 279867 \\ 404575 \\ 590956 \\ 1004612 \end{array}$ | $\begin{array}{r} 55099 \\ 85260 \\ 124140 \\ 221034 \end{array}$ | 5162 8861 12558 21234 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms | 1056 | 2959044 | 100.0 | 410831 | 95919 | 10273 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 16 20 42 47 87 | 305138 481081 8435888 1314927 | 10.3 16.3 28.5 44.4 | 41167 59589 102974 153136 | 9850 15117 25503 37330 | 624 960 1905 3019 |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 3294 | 9945751 | 100.0 | 1464278 | 336675 | 36297 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . 8 largest firms. . . . . . . . . . . . . . . . . . . . . . . . . 20 largest firms . . . . . . . . . . . . . . . . . . . . . . | 95 107 187 298 | $\begin{array}{lll} 1 & 058 & 258 \\ 1 & 467 & 579 \\ 2 & 084 & 021 \\ 3 & 091 & 578 \end{array}$ | 10.6 14.8 21.0 31.1 | 156920 189949 268940 398796 | 38275 <br> 46027 <br> 66375 <br> 95 <br> 5 | 4139 4707 6631 96263 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |
|  | All firms | 1275 | 3036164 | 100.0 | 437279 | 101041 | 11324 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 57 77 118 175 | 436712 589255 917049 1372113 | 14.4 19.4 30.2 45.2 | 36636 57103 105582 170415 | 8861 13686 24305 39191 |  |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 2019 | 6909587 | 100.0 | 1026999 | 235634 | 24973 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 46 55 117 219 | $\begin{array}{rrr}1 & \\ 1 & \text { D } \\ 1 & 312 \\ 23590 \\ 2590 & 330\end{array}$ | D 17.5 25.1 37.5 | D 177627 237982 351109 | $\begin{array}{rr} \\ \\ 43 & \text { D } \\ 57237 \\ 84153\end{array}$ | h 4366 5664 7982 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 8460 | 28259832 | 100.0 | 3404519 | 772131 | 84667 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 9 31 78 206 | $\begin{array}{llll}2 & 578642 \\ 3 & 533 & 780 \\ 5 & 315 & 503 \\ 7457 & 703\end{array}$ | 9.1 12.5 18.8 26.4 | $\begin{aligned} & 190836 \\ & 224691 \\ & 321276 \\ & 514721 \end{aligned}$ | 36741 44642 67499 112841 | $\begin{array}{rrr}3347 \\ 4 & 287 \\ 6060 \\ 10 & 631\end{array}$ |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 3232 | 13925794 | 100.0 | 1338123 | 300153 | 29963 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . . . 20 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 59 85 127 237 | 1 313 982 <br> 2 126 518 <br> 3 522 832 <br> 5 177 603 | 9.4 15.3 25.3 37.2 | 88839 132320 213755 355366 | 18278 27252 46372 80908 | 2388 3097 4553 7 7 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |
|  | All firms. | 4042 | 15099475 | 100.0 | 2069068 | 487920 | 56245 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 18 85 137 240 | 1 738 566 <br> 2 374 020 <br> 3 107 117 <br> 4 365 245 | 11.5 15.7 20.6 28.9 | $\begin{array}{r} 44352 \\ 125770 \\ 232256 \\ 408119 \end{array}$ | 13523 34828 58228 100067 | $\begin{array}{rrr}1032 \\ 3053 \\ 5 & 616 \\ 10 & 032\end{array}$ |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 2688 | 7740720 | 100.0 | 693599 | 150488 | 18900 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 225 275 350 485 | 1 419330  <br> 1 939 927 <br> 2 792 409 <br> 3 799 817 | 18.3 25.1 36.1 49.1 | 54268 73069 113225 197743 | 13 17 17981 26524 44480 | $\begin{array}{ll}1 & 690 \\ 2 & 198 \\ 3 & 054 \\ 4 & 931\end{array}$ |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 5549 | 19252387 | 100.0 | 2143494 | 484421 | 50387 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | $\begin{array}{r} 38 \\ 48 \\ 84 \\ 163 \end{array}$ | 1 468972  <br> 2 151 837 <br> 3 481 099 <br> 5 503 901 | 7.6 11.2 18.1 28.6 | 123219 154707 228777 400840 | $\begin{aligned} & 20866 \\ & 27175 \\ & 46591 \\ & 87923 \end{aligned}$ |  |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |
|  | All firms ........................ | 12868 | 36889029 | 100.0 | 4420039 | 1012617 | 122452 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{ll} 1 & 274 \\ 1 & 394 \\ 1 & 824 \\ 2 & 224 \end{array}$ | $\begin{array}{lll} 4 & 027 & 723 \\ 5 & 064 & 991 \\ 7 & 009 & 892 \\ 9 & 593 & 782 \end{array}$ | $\begin{aligned} & 10.9 \\ & 13.7 \\ & 19.0 \\ & 26.0 \end{aligned}$ | $\begin{aligned} & 377607 \\ & 439287 \\ & 647875 \\ & 867954 \end{aligned}$ | 91865 106966 158153 208148 | 11483 13 18729 24647 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |
|  | All firms | 12868 | 36889029 | 100.0 | 4420039 | 1012617 | 122452 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 1 1 1 1 1 2944 2224 2 | 4027723 5064991 7009892 9 9 | 10.9 13.7 19.0 26.0 | 377607 439287 647875 867954 | 91865 106966 158153 208148 | $\begin{aligned} & 11483 \\ & 13339 \\ & 18725 \\ & 24647 \end{aligned}$ |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |
|  | All firms . | 2025 | 3940187 | 100.0 | 535267 | 124714 | 15671 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 51 65 115 196 | 440586 623224 952916 1442148 | 11.2 15.8 24.2 36.6 | 75652 94611 127439 195765 | 19072 24448 31968 47863 | $\begin{aligned} & 14400 \\ & 1866 \\ & 2798 \\ & 4522 \end{aligned}$ |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |
|  | All firms . | 2457 | 7883600 | 100.0 | 834627 | 194427 | 23497 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ |  | 3 3 480118 | 44.1 49.9 58.8 69.8 | 300 452 <br> 335 235 <br> 398 525 <br> 494 658 | 73033 81161 96474 118328 | $\begin{array}{r} 9084 \\ 10214 \\ 11840 \\ 14329 \end{array}$ |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |
|  | All firms. | 1876 | 4238602 | 100.0 | 592621 | 137192 | 17627 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 453 554 686 822 |  | 25.5 33.9 46.2 59.1 | 125101 163627 218539 305688 | 30849 37698 50397 71106 | 3791 4924 6639 8932 |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 1480 | 4968521 | 100.0 | 517474 | 111664 | 14688 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 29 51 93 139 | 468304 738479 1307186 2091688 | 9.4 14.9 26.3 42.1 | 17 28 28 66347 14463 144 | 4540 7003 15493 31667 | 608 840 1674 3379 |
| 4218405 | Industrial valves \& fittings (except fluidpower) whsle |  |  |  |  |  |  |
|  | All firms . | 1279 | 5276944 | 100.0 | 611403 | 140346 | 14238 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 61 81 168 248 | 546316 802562 1398374 292950 | 10.4 15.2 26.5 43.4 | 41262 57660 114480 216126 | $\begin{array}{lll}10 & 074 \\ 14 & 139 \\ 27119 \\ 49 & 260\end{array}$ |  |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |
|  | All firms. | 3751 | 10581175 | 100.0 | 1328647 | 304274 | 36731 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 89 206 295 422 | 860807 1343166 2036727 3020129 | 8.1 12.7 19.2 28.5 | 60410 114820 187999 291441 | $\begin{array}{ll} 14948 \\ 26757 \\ 45 & 369 \\ 71 & 173 \end{array}$ | 1886 3324 5 5 8 8 |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 6233 | 11044612 | 100.0 | 1646019 | 383581 | 56364 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 64 128 264 405 | 927223 1327036 1935163 2785646 | 8.4 12.0 17.5 25.2 | 58793 103341 158669 280919 | $\begin{aligned} & 14378 \\ & 23688 \\ & 37228 \\ & 66678 \end{aligned}$ |  |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ...................... | 6233 | 11044612 | 100.0 | 1646019 | 383581 | 56364 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 64 128 264 405 | $\begin{array}{r} 927223 \\ 1327036 \\ 1935163 \\ 2785646 \end{array}$ | 8.4 12.0 17.5 25.2 | 58793 103341 158669 280919 | $\begin{aligned} & 14378 \\ & 23688 \\ & 37228 \\ & 66678 \end{aligned}$ | 1553 2688 4499 8491 |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 1240 | 2016050 | 100.0 | 351378 | 82788 | 13671 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | $\begin{aligned} & 102 \\ & 130 \\ & 193 \\ & 335 \end{aligned}$ | $\begin{array}{r} 231827 \\ 364052 \\ 641747 \\ 1060825 \end{array}$ | 11.5 18.1 31.8 52.6 | $\begin{array}{r} 27266 \\ 47796 \\ 99664 \\ 177492 \end{array}$ | 6487 11382 23624 42111 | 1075 <br> 1808 <br> 3 <br> 3 <br> 677 |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 2189 | 3745652 | 100.0 | 625841 | 147020 | 21414 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{array}{r} 89 \\ 98 \\ 127 \\ 188 \end{array}$ | $\begin{array}{r} 540269 \\ 728837 \\ 1018110 \\ 1426346 \end{array}$ | $\begin{aligned} & 14.4 \\ & 19.5 \\ & 27.2 \\ & 38.1 \end{aligned}$ | $\begin{array}{r} 73878 \\ 91489 \\ 136283 \\ 209241 \end{array}$ | $\begin{array}{ll} 18 & 025 \\ 22 & 084 \\ 32918 \\ 49 & 751 \end{array}$ | 2111 2 3 3 879 5 5 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 2792 | 15890421 | 100.0 | 1060892 | 244488 | 32791 |
|  | 4 largest firms | 9 | 5617843 | 35.4 | 135344 | 29633 | 2062 |
|  | 8 largest firms | 13 | 6483382 | 40.8 | 174234 | 38329 | 3288 |
|  | 20 largest firms | 29 | 7969767 | 50.2 | 286722 | 66359 | 5595 |
|  | 50 largest firms | 87 | 9651813 | 60.7 | 420946 | 99928 | 10190 |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 2792 | 15890421 | 100.0 | 1060892 | 244488 | 32791 |
|  | 4 largest firms | 9 | 5617843 | 35.4 | 135344 | 29633 | 2062 |
|  | 8 largest firms | 13 | 6483382 | 40.8 | 174234 | 38329 | 3288 |
|  | 20 largest firms | 29 | 7969767 | 50.2 | 286722 | 66359 | 5595 |
|  | 50 largest firms | 87 | 9651813 | 60.7 | 420946 | 99928 | 10190 |
| 42193 | Recyclable material whsle |  |  |  |  |  |  |
|  | All firms. | 8833 | 37358147 | 100.0 | 3196991 | 746097 | 114097 |
|  | 4 largest firms | 59 | 3613519 | 9.7 | 77595 | 20746 | 2390 |
|  | 8 largest firms. | 137 | 5274657 | 14.1 | 163099 | 41682 | 4572 |
|  | 20 largest firms | 270 | 8327027 | 22.3 | 321898 | 84290 | 9179 |
|  | 50 largest firms | 445 | 12520301 | 33.5 | 566288 | 145078 | 16207 |
| 421930 | Recyclable material whsle |  |  |  |  |  |  |
|  | All firms | 8833 | 37358147 | 100.0 | 3196991 | 746097 | 114097 |
|  | 4 largest firms | 59 | 3613519 | 9.7 | 77595 | 20746 | 2390 |
|  | 8 largest firms | 137 | 5274657 | 14.1 | 163099 | 41682 | 4572 |
|  | 20 largest firms | 270 | 8327027 | 22.3 | 321898 | 84290 | 9179 |
|  | 50 largest firms | 445 | 12520301 |  | 566288 | 145078 |  |
| 4219301 | Iron \& steel scrap processors \& dealers |  |  |  |  |  |  |
|  | All firms. | 3403 | 17430292 | 100.0 | 1282757 | 308237 | 43370 |
|  | 4 largest firms | 68 | 3374440 | 19.4 | 85776 | 22949 | 2125 |
|  | 8 largest firms. | 93 | 4620729 | 26.5 | 119800 | 31798 | 3005 |
|  | 20 largest firms. | 168 | 6783144 | 38.9 | 256279 | 68710 | 6 696 |
|  | 50 largest firms.. | 319 | 9312858 | 53.4 | 421601 | 109180 | 11359 |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) |  |  |  |  |  |  |
|  | All firms . | 2268 | 12322747 | 100.0 | 1093664 | 256788 | 36101 |
|  | 4 largest firms | 35 | 1553460 | 12.6 | 78177 | 19350 | 2103 |
|  |  |  |  |  |  | 34982 |  |
|  | 20 largest firms | 148 | 4190540 6179481 | 34.0 | 265506 | $\begin{array}{r}67383 \\ \hline 104586\end{array}$ | 7050 11279 |
|  | 50 largest firms ... | 279 | 6179481 | 50.1 |  | 104586 |  |
| 42193012 | Iron \& steel scrap processors (not using power processing equip) |  |  |  |  |  |  |
|  | All firms . | 1135 | 5107545 | 100.0 | 189093 | 51449 | 7269 |
|  | 4 largest firms ............................ | 22 | 2670885 | 52.3 | 11336 | 4174 | 162 |
|  |  | 29 | 3158779 | 61.8 | 13926 | 4769 | 204 |
|  | 20 largest firms | 45 | 3622085 | 70.9 | 29595 | 12619 | 559 |
|  | 50 largest firms ........................ | 81 | 4083791 | 80.0 | 60656 | 20675 | 1438 |
| 4219302 | Recyclable paper \& paperboard whsle |  |  |  |  |  |  |
|  | All firms | 1539 | 5384421 | 100.0 | 580846 | 133943 | 20405 |
|  | 4 largest firms . | 73 | 953852 | 17.7 | 72894 | 17884 |  |
|  | 8 largest firms ............................ | 89 | 1452527 | 27.0 | 101560 | 24596 | 2919 |
|  | 20 largest firms.. | 153 | 2269139 | 42.1 | 152555 | 35759 | 4537 |
|  | 50 largest firms ........................ | 215 | 3058064 | 56.8 | 211745 | 49219 | 6154 |
| 4219303 | Other recyclable material whsle |  |  |  |  |  |  |
|  | All firms . | 3891 | 14543434 | 100.0 | 1333388 | 303917 | 50322 |
|  | 4 largest firms .......................... | 17 | 1337417 | 9.2 | 30946 | 7392 | 971 |
|  | 8 largest firms | 24 | 1958387 | 13.5 | 41769 | 9734 | 1159 |
|  | 20 largest firms <br> 50 largest firms | 54 148 | 3089791 4794207 | 21.2 33.0 | 96405 209761 | 23576 50 | 2889 6 |
|  | 50 largest firms | 148 | $4794207$ | 33.0 | 209761 | 50986 |  |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . | 7183 | 30824486 | 100.0 | 1613759 | 366259 | 47910 |
|  | 4 largest firms .......................... | 4 | 6581180 | 21.4 | 21366 | 4754 | 221 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 14 | 8286731 | 26.9 | 100832 | 18907 | 1457 |
|  | 20 largest firms ........................... | 29 | 10419112 | 33.8 | 192429 | 40192 | 3158 |
|  | 50 largest firms ......................... | 66 | 12889517 | 41.8 | 337285 | 74088 | 6359 |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . | 7183 | 30824486 | 100.0 | 1613759 | 366259 | 47910 |
|  | 4 largest firms ........................... | 4 | 6581180 | 21.4 | 21366 | 4754 | 221 |
|  | 8 largest firms | 14 | 8286731 | 26.9 | 100832 | 18907 | 1457 |
|  | 20 largest firms 50 largest firms | 29 66 | 10419112 12889517 | 33.8 41.8 | 192429 337285 | 40192 74088 | 3158 6359 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |
|  | All firms | 6641 | 21097516 | 100.0 | 1495898 | 338739 | 45014 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 9 15 28 66 | 1 589 854 <br> 2 392  <br> 3 995  <br> 5 614 543 | 7.5 11.3 18.9 26.6 | 84776 123995 252869 352473 | $\begin{aligned} & 15605 \\ & 25336 \\ & 53901 \\ & 78379 \end{aligned}$ | 1 1 2 148 |
| 4219402 | Precious metal (excluding ores) whsle <br> All firms | 542 | 9726970 | 100.0 | 117861 | 27520 | 2896 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 4 9 9 23 55 | 6 6 7 7 2118180 | 67.7 76.3 83.6 89.9 | 21366 25413 46751 65754 | 4754 5778 10924 15756 | 221 303 676 1232 |
| 42199 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |
|  | All firms . | 10187 | 54504229 | 100.0 | 2676132 | 632443 | 83095 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 19 63 131 233 | 17 155 015 <br> 20 939 859 <br> 27 828 192 <br> 34 657 982 | 31.5 38.4 51.1 63.6 | 146043 259650 543772 765314 | 42536 71169 136116 189494 | $\begin{array}{r} 3686 \\ 7925 \\ 14059 \\ 19790 \end{array}$ |
| 421990 | Other miscellaneous durable goods whsle |  |  |  |  |  |  |
|  | All firms | 10187 | 54504229 | 100.0 | 2676132 | 632443 | 83095 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 19 63 131 233 | 17 155 015 <br> 20 939 859 <br> 27 828 192 <br> 34 657 982 | 31.5 38.4 51.1 63.6 | 146043 259650 543772 765314 | 42536 71169 136116 189494 | 3686 7925 14059 19790 |
| 4219901 | Musical instruments \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 444 | 2155019 | 100.0 | 160389 | 36931 | 4465 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 10 14 29 64 | $\begin{array}{rrrr}1020 & \text { D } \\ 1 & 020 \\ 1381805 \\ 1 & 746369\end{array}$ | D 47.3 64.1 81.0 | D 40786 66243 106159 | D 10769 16399 24902 | f 811 1406 2357 |
| 4219902 | Forest products (except lumber) whsle <br> All firms | 1844 | 10671425 | 100.0 | 390863 | 89249 | 10934 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 7 20 42 97 | $\begin{array}{lll} 1 & 924 & 394 \\ 3 & 090 & 794 \\ 5 & 207 & 172 \\ 6 & 820 & 191 \end{array}$ | 18.0 29.0 48.8 63.9 | 49905 62307 94351 128784 | 12770 15713 23450 30337 | 345 557 1063 1695 |
| 4219903 | General merchandise (durable goods) whsle |  |  |  |  |  |  |
|  | All firms . | 2864 | 20154440 | 100.0 | 473038 | 112333 | 16449 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 32 41 68 107 | 15 378 909 <br> 17 155 534 <br> 17 576 627 <br> 17 963 270 | 76.3 85.1 87.2 89.1 | 122655 168531 205709 241712 | $\begin{aligned} & 34607 \\ & 43755 \\ & 52145 \\ & 60730 \end{aligned}$ |  |
| 4219904 | Prerecorded media whsle |  |  |  |  |  |  |
|  | All firms. | 1852 | 16079741 | 100.0 | 992129 | 238465 | 30602 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 43 75 139 178 | 5 542927  <br> 7 875 040 <br> 11321 445  <br> 13 083 847 | 34.5 49.0 70.4 81.4 | 139015 275108 464332 611018 | 36085 67064 110516 148495 | 4779 7786 13313 17683 |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 1215 | 8766190 | 100.0 | 647937 | 153359 | 20147 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 22 53 68 105 | 3 136 811 <br> 4 954 720 <br> 6 217 284 <br> 7 148 177 | 35.8 56.5 70.9 81.5 | 148020 268754 342071 444807 | 37340 63220 80627 105210 | 4930 8561 10373 13104 |
| 42199042 | Prerecorded video tapes whsle |  |  |  |  |  |  |
|  | All firms. | 637 | 7313551 | 100.0 | 344192 | 85106 | 10455 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 38 64 91 125 | 4 196 140 <br> 5 302 835 <br> 6 239 517 <br> 6 659 889 | 57.4 72.5 85.5 91.1 | 91507 136969 204233 243481 | 22 904 <br> 34 046 <br> 52 050 <br> 61 167 | 2671 3602 5680 6732 |
| 4219905 | Fire extinguishers \& fire safety equipment whsle |  |  |  |  |  |  |
|  | All firms | 923 | 937818 | 100.0 | 173795 | 40084 | 6421 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 33 39 57 90 | $\begin{aligned} & 143438 \\ & 199391 \\ & 309059 \\ & 450709 \end{aligned}$ | $\begin{aligned} & 15.3 \\ & 21.3 \\ & 33.0 \\ & 48.1 \end{aligned}$ | $\begin{array}{ll} 15 & 972 \\ 24 & 055 \\ 41 & 215 \\ 61 & 224 \end{array}$ | $\begin{array}{r} 3718 \\ 5878 \\ 9546 \\ 13922 \end{array}$ | 368 637 1143 1718 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |
|  | All firms | 7250 | 107379498 | 100.0 | 4453417 | 1051879 | 128641 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{aligned} & 180 \\ & 240 \\ & 688 \\ & 935 \end{aligned}$ | 45 310 715 <br> 57 118 543 <br> 66 480 285 <br> 76 149 585 | 42.2 53.2 61.9 70.9 | $\begin{array}{r} 477904 \\ 626372 \\ 1035079 \\ 1554836 \end{array}$ | 120566 154370 248278 381857 | $\begin{array}{ll} 16337 \\ 19876 \\ 33 & 263 \\ 45 & 552 \end{array}$ |
| 4222101 | General-line drugs whsle |  |  |  |  |  |  |
|  | All firms. | 3283 | 79946995 | 100.0 | 2290715 | 546162 | 70977 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 171 196 248 401 | 44325223 <br> 53 <br> 58 <br> 58 <br> 68074 <br> 6544 <br> 541 <br> 14 | 55.4 66.6 73.7 82.0 | $\begin{array}{r} 439685 \\ 527471 \\ 725869 \\ 1083390 \end{array}$ | $\begin{aligned} & 110627 \\ & 125771 \\ & 174590 \\ & 263660 \end{aligned}$ | $\begin{aligned} & 14948 \\ & 17494 \\ & 24035 \\ & 32598 \end{aligned}$ |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |
|  | All firms . | 3967 | 27432503 | 100.0 | 2162702 | 505717 | 57664 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 43 426 566 641 | $\begin{array}{r} 6874717 \\ 9217405 \\ 12685121 \\ 15927544 \end{array}$ | 25.1 33.6 46.2 58.1 | $\begin{aligned} & 141397 \\ & 364790 \\ & 572601 \\ & 868061 \end{aligned}$ | 32247 94090 139578 209798 | $\begin{array}{r} 4098 \\ 8826 \\ 14866 \\ 21491 \end{array}$ |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |
|  | All firms . | 16964 | 84358265 | 100.0 | 6296411 | 1431085 | 177783 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 39 60 88 159 | 10 363 551 <br> 13 555 975 <br> 18 124 127 <br> 23 784 226 | 12.3 16.1 21.5 28.2 | 385479 533541 736574 1147890 | 85182 122168 173801 270894 | 6493 9452 12670 21110 |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms | 4628 | 14151550 | 100.0 | 1231590 | 277556 | 38216 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 11 17 69 154 |  | 4.1 7.2 13.7 25.0 | 17942 37809 113552 202005 | 4263 9594 24487 44235 | 343 683 2738 4811 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms ... | 4628 | 14151550 | 100.0 | 1231590 | 277556 | 38216 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 11 17 69 154 | 574486 1 1 1 34545465 3 537 4068 | 4.1 7.2 13.7 25.0 | 17942 37809 113552 202005 | 4263 9594 24487 44235 | 343 683 2738 4811 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |
|  | All firms. | 3345 | 11726039 | 100.0 | 913402 | 205573 | 27021 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 11 17 81 152 | 574486 1025165 1927921 3473178 | 4.9 8.7 16.4 29.6 | 17942 37809 97063 183437 | 4263 9594 21487 40235 | 343 683 2140 3856 |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms................... | 1283 | 2425511 | 100.0 | 318188 | 71983 | 11195 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 5 9 31 67 | 219018 358613 593849 957184 | 9.0 14.8 24.5 39.5 | 20474 32981 68586 119053 | 4621 8116 16337 27535 | 995 1416 2576 4016 |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |
|  | All firms ........................ | 4144 | 22684344 | 100.0 | 1743994 | 397911 | 52198 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 17 22 53 56 96 | 3 015 088 <br> 4 231 566 <br> 6 438 780 <br> 9 017 498 | 13.3 18.7 28.4 39.8 | 215091 281979 436955 573000 | $\begin{array}{r} 45570 \\ 61880 \\ 98707 \\ 130646 \end{array}$ | $\begin{array}{r} 4088 \\ 5333 \\ 9628 \\ 13082 \end{array}$ |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |
|  | All firms ........................ | 4144 | 22684344 | 100.0 | 1743994 | 397911 | 52198 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 17 22 53 56 96 | 3 015 088 <br> 4 231 566 <br> 6 438 780 <br> 9 017 498 | 13.3 18.7 28.4 39.8 | $\begin{aligned} & 215091 \\ & 281979 \\ & 436955 \\ & 573000 \end{aligned}$ | $\begin{array}{r} 45570 \\ 61880 \\ 98707 \\ 130646 \end{array}$ | 4088 5333 96288 13082 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |
|  | All firms | 6781 | 29520620 | 100.0 | 2402560 | 538486 | 67876 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms | 17 22 38 74 | 2 942 956 <br> 4 023 041 <br> 6 119 455 <br> 9 143 570 | $\begin{aligned} & 10.0 \\ & 13.6 \\ & 20.7 \\ & 31.0 \end{aligned}$ | 80090 121931 285018 543998 | $\begin{array}{r} 23005 \\ 32954 \\ 70075 \\ 128478 \end{array}$ |  |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |
|  | All firms . | 6781 | 29520620 | 100.0 | 2402560 | 538486 | 67876 |
|  | 4 largest firms | 17 | 2942956 | 10.0 | 80090 | 23005 | 1493 |
|  | 8 largest firms | 22 | 4023041 | 13.6 | 121931 | 32954 | 2095 |
|  | 20 largest firms | 38 | 6119455 | 20.7 | 285018 | 70075 | 4389 |
|  | 50 largest firms | 74 | 9143570 | 31.0 | 543998 | 128478 | 9821 |
| 42234 | Footwear whsle |  |  |  |  |  |  |
|  | All firms . | 1411 | 18001751 | 100.0 | 918267 | 217132 | 19493 |
|  | 4 largest firms | 34 | 8263083 | 45.9 | 261633 | 59341 | 4287 |
|  | 8 largest firms | 38 | 9992803 | 55.5 | 321455 | 74990 | 5125 |
|  | 20 largest firms | 66 | 11846422 | 65.8 | 475345 | 112282 | 7694 |
|  | 50 largest firms | 127 | 14024435 | 77.9 | 603634 | 143069 | 10632 |
| 422340 | Footwear whsle |  |  |  |  |  |  |
|  | All firms. | 1411 | 18001751 | 100.0 | 918267 | 217132 | 19493 |
|  | 4 largest firms | 34 | 8263083 | 45.9 | 261633 | 59341 | 4287 |
|  | 8 largest firms | 38 | 9992803 | 55.5 | 321455 | 74990 | 5125 |
|  | 20 largest firms ......................... | ${ }^{66}$ | 11846422 | 65.8 | 475345 | 112282 | 7694 |
|  | 50 largest firms | 127 | 14024435 |  | 603634 | 143069 |  |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |
|  | All firms. | 33343 | 330210735 | 100.0 | 18119436 | 4234394 | 604145 |
|  | 4 largest firms | 206 | 44071934 | 13.3 | 2400681 | 595209 | 63663 |
|  | 8 largest firms | 275 | 59275935 | 18.0 | 2748166 | 683301 | 74350 |
|  | 20 largest firms | 430 | 86876369 117918 | 26.3 | 3951681 | +974194 | 106461 |
|  | 50 largest firms | 982 | 117918295 | 35.7 | 5115034 | 1250814 | $139009$ |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |
|  | All firms . | 3390 | 93941524 | 100.0 | 4682800 | 1135331 | 139593 |
|  | 4 largest firms | 146 | 38394746 | 40.9 | 1862158 | 459063 | 50182 |
|  | 8 largest firms | 210 | 46913136 | 49.9 | 2449707 | 605474 | 65351 |
|  | 20 largest firms | 410 | 61078275 | 65.0 | 3016096 | 743745 | 81714 |
|  | 50 largest firms ............................ | 546 | 74966976 | 79.8 | 3496398 | 858035 | 95836 |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |
|  | All firms . | 3390 | 93941524 | 100.0 | 4682800 | 1135331 | 139593 |
|  | 4 largest firms | 146 | 38394746 | 40.9 | 1862158 | 459063 | 50182 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . . | 210 | 46913136 | 49.9 | 2449707 | 605474 |  |
|  | 20 largest firms | 410 | 61078275 | 65.0 | 3016096 | 743745 | 81714 |
|  | 50 largest firms. | 546 | 74966976 | 79.8 | 3496398 | 858035 |  |
| 4224101 | General-line grocery whsle, voluntary group |  |  |  |  |  |  |
|  | All firms. | 186 | 16156029 | 100.0 | 554986 | 135594 | 17064 |
|  | 4 largest firms | 31 | 11836162 | 73.3 | 396979 | 96311 | 11573 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 35 | 13879220 | 85.9 | 442732 | 107507 | 12910 |
|  |  | 51 | 15438148 | 95.6 | 495289 | 121871 | 14656 16435 |
|  | 50 largest firms | 82 | 16002157 | 99.0 | 542651 | 132647 |  |
| 4224102 | General-line grocery whsle, retail cooperative |  |  |  |  |  |  |
|  | All firms . | 211 | 16142440 | 100.0 | 467726 | 112330 | 13882 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . | 8 | 7674770 | 47.5 | 133834 | 32669 | 3861 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . | 18 | 10881891 | 67.4 | 280383 | 67689 | 7388 |
|  | 20 largest firms ........................ | 70 103 | 15084944 15962701 | 93.4 98.9 | 410136 456144 | 98166 109740 | 11637 13 |
| 4224103 |  |  |  |  |  |  |  |
|  | Other general-line grocery whsle |  |  |  |  |  |  |
|  | All firms . | 2993 | 61643055 | 100.0 | 3660088 | 887407 | 108647 |
|  | 4 largest firms ......................... | 152 | 29383516 | 47.7 | 1923711 | 478431 | 50311 |
|  | 8 largest firms ........................... | 186 | 35065435 | 56.9 | 2218456 | 550903 | 59003 |
|  | 20 largest firms ....................... 50 largest firms .................... | 417 477 | 43338473 49533725 | 70.3 80.4 | 2 2 2 2 8232354 | 627855 696684 | 68670 77674 |
|  |  |  |  |  |  |  |  |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |
|  | All firms. | 2897 | 44782680 | 100.0 | 2297966 | 535761 | 71263 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . | 65 | 6967273 | 15.6 | 289267 | 67535 | 7012 |
|  | 8 largest firms ......................... | 95 | 10572409 | 23.6 | 457969 | 107759 | 11696 |
|  | 20 largest firms | 140 | 15858234 | 35.4 | 712943 | 170359 | 18946 |
|  | 50 largest firms ........................ | 229 | 22418122 | 50.1 | 982894 | 231718 |  |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 2897 | 44782680 | 100.0 | 2297966 | 535761 | 71263 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . | 65 | 6967273 | 15.6 | 289267 | 67535 | 7012 |
|  | 8 largest firms ......................... | 95 140 | 10572409 | 23.6 | 457969 | 107759 | 11696 |
|  | 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots .$. | 140 229 | 15858234 22418122 | 35.4 50.1 | 712943 982894 | 170359 231718 | 18946 26183 |

Table 6. Concentration by Largest Firms: 1997-Con.



Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | MERCHANT WHOLESALERS—Con. <br> Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 422460 | Fish \& seafood whsle-Con. |  |  |  |  |  |  |
|  |  | 2828 | 11998240 | 100.0 | 649137 | 145945 | 26304 |
|  | 4 largest firms | 5 | 754824 | 6.3 | 9604 | 2322 | 157 |
|  | 8 largest firms. | 21 | 1237390 | 10.3 | 26891 | 6165 | 706 |
|  | 20 largest firms .......................... | 46 | 2299377 | 19.2 | 81097 | 17041 | 2094 |
|  | 50 largest firms ................................... | 85 | 3666202 |  | 126679 |  |  |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |
|  | All firms. | 3147 | 26899437 | 100.0 | 1304916 | 309355 | 45521 |
|  | 4 largest firms | 5 | 3424889 | 12.7 | 75291 | 18991 | 2208 |
|  | 8 largest firms | 24 | 4968139 | 18.5 | 113036 | 27914 | 3131 |
|  | 20 largest firms | 36 |  | 28.7 | 195000 | 48636 | 5292 |
|  | 50 largest firms ..................................... | 81 | 11198719 | 41.6 | 332809 | 80234 | 9237 |
| 422470 | Meat \& meat product whsle |  |  |  |  |  |  |
|  | All firms. | 3147 | 26899437 | 100.0 | 1304916 | 309355 | 45521 |
|  | 4 largest firms | 5 | 3424889 | 12.7 | 75291 | 18991 | 2208 |
|  | 8 largest firms | 24 | 4968139 | 18.5 | 113036 | 27914 | 3131 |
|  | 20 largest firms.. | 36 | 7729832 | 28.7 | 195000 | 48636 | 5292 |
|  | 50 largest firms | 81 | 11198719 | 41.6 | 332809 | 80234 | 9237 |
| 42248 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |
|  | All firms. | 5474 | 40417798 | 100.0 | 2840345 | 640915 | 104811 |
|  | 4 largest firms. | 129 | 3824888 | 9.5 | 179810 | 46220 | 4224 |
|  | 8 largest firms. | 176 | 5459531 | 13.5 | 261048 | 66379 | 6377 |
|  | 20 largest firms ...................... | 226 | 7550100 | 18.7 | 337664 | 81602 | 7866 |
|  | 50 largest firms ....................... | 286 | 10599590 |  | 527840 | 128194 | 14867 |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |
|  | All firms . | 5474 | 40417798 | 100.0 | 2840345 | 640915 | 104811 |
|  | 4 largest firms | 129 | 3824888 | 9.5 | 179810 | 46220 | 4224 |
|  | 8 largest firms | 176 | 5459531 | 13.5 | 261048 | 66379 | 6377 |
|  | 20 largest firms ............................. | 226 | 7550100 | 18.7 | 337664 | 81602 | 7866 |
|  | 50 largest firms ....................... | 286 | 10599590 | 26.2 | 527840 | 128194 | 14867 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |
|  | All firms . | 10598 | 73594207 | 100.0 | 4547944 | 1057753 | 152713 |
|  | 4 largest firms. | 35 | 9120270 | 12.4 | 281919 | 68991 | 8377 |
|  | 8 largest firms. | 55 | 14686713 | 20.0 | 486205 | 120584 | 13510 |
|  | 20 largest firms | 96 | 24176424 | 32.9 | -851022 | 208028 | 24209 |
|  | 50 largest firms ....................... | 156 | 33288704 | 45.2 |  |  |  |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |
|  | All firms . | 10598 | 73594207 | 100.0 | 4547944 | 1057753 | 152713 |
|  | 4 largest firms . | 35 | 9120270 | 12.4 | 281919 | 68991 | 8377 |
|  | 8 largest firms. | 55 | 14686713 | 20.0 | 486205 | 120584 | 13510 |
|  | 20 largest firms | 96 | 24176424 | 32.9 | 851022 | 208028 | 24209 |
|  | 50 largest firms | 156 | 33288704 | 45.2 |  |  |  |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |
|  | All firms . | 1420 | 7087834 | 100.0 | 397640 | 91263 | 13783 |
|  | 4 largest firms . | 5 | 1901594 | 26.8 | 13673 | 3138 | 232 |
|  | 8 largest firms ............................ | 9 | 2835992 | 40.0 | 20821 | 4217 | 537 |
|  | 20 largest firms | 21 | 4036687 | 57.0 | 48299 | 8997 | 1030 |
|  | 50 largest firms | 64 | 4841531 | 68.3 | 100111 | 20393 | 2298 |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |
|  | All firms . | 2187 | 5821864 | 100.0 | 594621 | 137158 | 24477 |
|  | 4 largest firms. | 5 | 2127568 | 36.5 | 89509 | 18050 |  |
|  | 8 largest firms ........................... | 10 | 2581709 | 44.3 | 151599 | 33405 | 3784 |
|  | 20 largest firms | 44 | 3281238 | 56.4 | 230197 | 51993 | 6324 |
|  | 50 largest firms ........................ | 95 | 3954690 | 67.9 | 293697 | 67055 |  |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |
|  | All firms ........................ | 2026 | 7507631 | 100.0 | 855980 | 195575 | 29183 |
| 4224904 | 4 largest firms ........................... | 6 | 1158787 | 15.4 | 53455 | 13193 | 980 |
|  | 8 largest firms ............................ | 55 | 1640990 | 21.9 | 111773 | 27035 | 3151 |
|  | 20 largest firms . . . . . . . . . . . . . . . . . . . . . . . . | 99 | 2579895 | 34.4 | 210490 | 49925 | 6609 |
|  | 50 largest firms | 210 | 3622921 | 48.3 | 325348 | 77068 | 10206 |
|  | Canned goods whsle |  |  |  |  |  |  |
|  | All firms ...................... | 957 | 10184930 | 100.0 | 466436 | 109531 | 13777 |
|  | 4 largest firms ........................... | 19 | 3457360 | 33.9 | 97485 | 21648 | 2752 |
|  | 8 largest firms ........................... | 25 | 4358044 | 42.8 | 143312 | 32626 | 3471 |
|  | 20 largest firms ............................... | 42 | 5551908 | 54.5 | 193629 | 44421 | 4853 |
|  | 50 largest firms .......................... | 73 | 6784194 | 66.6 | 257453 | 59386 | 6408 |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 4225903 | Wool, wool tops, \& mohair whsle |  |  |  |  |  |  |
|  | All firms. | 61 | 145997 | 100.0 | 6661 | 1386 | 247 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 10 22 52 | 58744 82535 120652 145409 | 40.2 56.5 82.6 99.6 |  | 352 539 1007 10352 1 | 26 70 153 233 |
| 4225904 | Cotton whsle |  |  |  |  |  |  |
|  | All firms . | 244 | 9922477 | 100.0 | 106703 | 20612 | 2497 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 22 34 54 51 91 | 3 521 932 <br> 5 475 231 <br> 7 546 627 <br> 8 891 033 | 35.5 55.2 76.1 89.6 | 36638 51024 75324 87210 | 7150 9 9 | 582 926 1496 1790 |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |
|  | All firms. | 625 | 4912259 | 100.0 | 132013 | 28624 | 4875 |
|  | 4 largest firms | 8 | 2285270 | 46.5 | 15038 | 2392 | 250 |
|  | 8 largest firms <br> 20 largest firms | 47 61 |  | \% ${ }^{\text {D }}$ | [ 44 | ${ }^{2} \mathrm{D}$ | 9 |
|  | 20 largest firms <br> 50 largest firms . . . . . . . . . . . . . . . . . . . . . . . . . . | 61 99 | 3 4186914 4 | 75.6 85.2 | 44798 68975 | ( ${ }^{9} 5511$ | 1291 2153 |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |
|  | All firms . | 12249 | 56048362 | 100.0 | 4650638 | 1073531 | 115969 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 208 370 435 693 | $\begin{array}{rrrr}3 & 829 & 520 \\ 6574 & 983 \\ 11 & 151 & 081 \\ 16 & 220 & 110\end{array}$ | 6.8 11.7 19.9 28.9 | 149731 297490 368945 583826 | 35063 72612 90025 146566 | $\begin{array}{rr}3 & 270 \\ 7 & 009 \\ 8341 \\ 13 & 188\end{array}$ |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |
|  | All firms . | 3357 | 16733225 | 100.0 | 1295883 | 297313 | 34844 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 117 137 216 363 | 2 2 084904 | 12.5 17.6 25.8 38.7 | 49534 67355 119685 269126 | 11596 15811 29292 64678 | 18279 1847 3075 6700 |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |
|  | All firms . | 3357 | 16733225 | 100.0 | 1295883 | 297313 | 34844 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 117 137 216 363 | $\begin{array}{lllll}2 & 084 & 904 \\ 2 & 939 & 875 \\ 4 & 317 & 189 \\ 6 & 476 & 430\end{array}$ | 12.5 17.6 25.8 38.7 | 49534 67355 119685 269126 | 11596 15811 29292 64678 | 18279 1847 3075 6700 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |
|  | All firms . | 8892 | 39315137 | 100.0 | 3354755 | 776218 | 81125 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 178 214 342 566 | $\begin{array}{r}3611 \\ 6000 \\ 6006 \\ 9533 \\ 13 \\ 13 \\ \hline 17\end{array}$ | 9.2 15.3 24.2 34.9 | 169817 247170 357495 578633 | 41775 60787 88027 141065 | 3869 5625 7888 12531 |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |
|  | All firms . | 8892 | 39315137 | 100.0 | 3354755 | 776218 | 81125 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 178 214 342 566 | $\begin{array}{rrrr}3611 & 156 \\ 6 & 000 & 785 \\ 9533039 \\ 13 & 717 & 707\end{array}$ | 9.2 15.3 24.2 34.9 | 169817 247170 357495 578633 | 41775 60787 88027 141065 | 3869 5625 78888 12531 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |
|  | All firms . | 804 | 1432921 | 100.0 | 239975 | 56645 | 7340 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . | 162 | 367979 | 25.7 | 55395 | 13645 | 1650 |
|  | 8 largest firms | 207 |  | 34.7 | 67707 |  |  |
|  | 20 largest firms <br> 50 largest firms | 250 304 | 704555 947195 | 49.2 66.1 | 103133 142518 | 25189 34626 | 1 2 4 4 |
|  |  |  |  |  |  |  |  |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |
|  | All firms... | 8088 | 37882216 | 100.0 | 3114780 | 719573 | 73785 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 178 214 340 444 | $\begin{array}{rrr} 3 & 611 & 156 \\ 6 & 000 & 785 \\ 9 & 531 & 446 \\ 13 & 644 & 757 \end{array}$ | 9.5 15.8 25.2 36.0 | 169817 247170 357383 536518 | $\begin{array}{r} 41775 \\ 60787 \\ 88006 \\ 130569 \end{array}$ | 3869 5625 7886 11138 |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | r9 770 | r139 507960 | 100.0 | r3 390142 | ${ }^{7} 797041$ | r114863 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 54 \\ 116 \\ 154 \\ 382 \end{array}$ | $\begin{array}{lll} 18 & 926 & 848 \\ 29 & 328 & 205 \\ 48 & 159 & 665 \\ 61 & 184 & 667 \end{array}$ | $\begin{aligned} & 13.6 \\ & 21.0 \\ & 34.5 \\ & 43.9 \end{aligned}$ | $\begin{aligned} & 132319 \\ & 182209 \\ & 257699 \\ & 396124 \end{aligned}$ | $\begin{aligned} & 32662 \\ & 43902 \\ & 62084 \\ & 95690 \end{aligned}$ | $\begin{array}{r} 4562 \\ 5749 \\ 7288 \\ 10302 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |
|  | All firms. | r6 729 | r92 443546 | 100.0 | '2 497922 | r579 872 | '87 532 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 53 \\ 97 \\ 126 \\ 354 \end{array}$ | 16896079 25202785 33529854 41605640 | 18.3 27.3 36.3 45.0 | $\begin{aligned} & 113090 \\ & 167640 \\ & 211754 \\ & 349526 \end{aligned}$ | 23588 35741 46751 78027 | 3631 4 4 506 906 9 |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |
|  | All firms ........................ | r6 729 | r92 443546 | 100.0 | '2 497922 | '579 872 | '87 532 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 53 97 126 354 | $\begin{array}{lll} 16 & 896 & 079 \\ 25 & 202 & 785 \\ 33 & 529 & 854 \\ 41 & 605 & 640 \end{array}$ | 18.3 27.3 36.3 45.0 | $\begin{aligned} & 113090 \\ & 167640 \\ & 211754 \\ & 349526 \end{aligned}$ | $\begin{aligned} & 23588 \\ & 35741 \\ & 46751 \\ & 78027 \end{aligned}$ | 3631 <br> 4806 <br> 5 |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |
|  | All firms .......................... | r6 337 | '88 515507 | 100.0 | r2 340748 | r544 283 | '83 154 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 53 97 126 241 | 16 896 079 <br> 25 202 785 <br> 32 839 003 <br> 40 266 188 | 19.1 28.5 37.1 45.5 | $\begin{aligned} & 113090 \\ & 167640 \\ & 213789 \\ & 322718 \end{aligned}$ | $\begin{array}{ll} 23 & 588 \\ 35741 \\ 47 & 919 \\ 72 & 165 \end{array}$ | 3631 4806 5517 8206 |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |
|  | All firms .......................... | 5784 | 43727608 | 100.0 | 1768043 | 414479 | 66627 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 24 32 206 309 | 1 860490  <br> 2 681977  <br> 4 498 427 <br> 7 355 886 | 4.3 6.1 10.3 16.8 | 20639 34279 83103 154184 | 4986 7990 206988 37856 | 531 937 2642 5436 |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |
|  | All firms .......................... | '553 | r44 787899 | 100.0 | r572 705 | r129 804 | r16 527 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 43 67 95 159 |  | 37.6 55.0 71.2 84.7 | 110408 152379 197098 293046 | $\begin{aligned} & 22910 \\ & 31781 \\ & 43615 \\ & 64978 \end{aligned}$ | 3584 <br> 4409 <br> 5 |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |
|  | All firms ........................ | 392 | 3928039 | 100.0 | 157174 | 35589 | 4378 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 131 148 160 211 | $\begin{array}{rrr} 1 & 972 & 373 \\ & & \\ 3 & 019 & 737 \\ 3 & 557 & 847 \end{array}$ | 50.2 D 76.9 90.6 | 43156 93862 121732 | $\begin{array}{rr} 10 & 038 \\ & D \\ 20 & 415 \\ 26 & 769 \end{array}$ | $\begin{array}{r} 1345 \\ \\ 2338 \\ 3 \\ 3 \end{array}$ |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |
|  | All firms ........................ | 3041 | 47064414 | 100.0 | 892220 | 217169 | 27331 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 13 19 50 123 | 10 380 010 <br> 17 564 762 <br> 22 782 037 <br> 28 540 772 | 22.1 37.3 48.4 60.6 | 37982 61457 104799 172823 | 15401 19967 30968 46687 |  |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |
|  | All firms ...................... | 3041 | 47064414 | 100.0 | 892220 | 217169 | 27331 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 13 19 50 123 | $\begin{array}{lll} 10 & 380 & 010 \\ 17 & 564 & 762 \\ 22 & 782 & 037 \\ 28 & 540 & 772 \end{array}$ | 22.1 37.3 48.4 60.6 | 37982 61457 104499 172823 | 15401 19967 309688 46687 | 1534 1 1 2987 3971 3944 |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |
|  | All firms | 4476 | 58311981 | 100.0 | 5212268 | 1223883 | 143544 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 39 80 153 260 | 5111524  <br> 7832125  <br> 12595 399 <br> 18621 178 | 8.8 13.4 21.6 31.9 | $\begin{array}{r} 343488 \\ 492851 \\ 828124 \\ 1326885 \end{array}$ | 96027 134795 213263 335516 | 7078 10739 18413 30792 |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |
|  | All firms ....................... | 2945 | 33616795 | 100.0 | 3190276 | 725915 | 93133 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 15 32 71 146 | $\begin{array}{lll} 1 & 658 & 921 \\ 2 & 672 & 935 \\ 4 & 638 & 547 \\ 7 & 644 & 416 \end{array}$ | 4.9 8.0 13.0 22.7 | 51317 125075 288446 556545 | $\begin{array}{r} 10770 \\ 28827 \\ 66934 \\ 130427 \end{array}$ | 1005 2763 7278 14807 |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |
|  | All firms ....................... | 2945 | 33616795 | 100.0 | 3190276 | 725915 | 93133 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 15 32 71 146 | $\begin{array}{lll} 1 & 658 & 921 \\ 2 & 672 & 935 \\ 4 & 638 & 547 \\ 7 & 644 & 416 \end{array}$ | $\begin{array}{r} 4.9 \\ 8.0 \\ 13.8 \\ 22.7 \end{array}$ | 51317 125075 288446 556545 | $\begin{array}{r} 10770 \\ 28827 \\ 66934 \\ 130427 \end{array}$ | 1005 2763 7278 14807 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |
|  | All firms | 1531 | 24695186 | 100.0 | 2021992 | 497968 | 50411 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 37 83 141 241 | 5099953 7819818 11769363 16260143 | 20.7 31.7 47.7 65.8 | $\begin{array}{r} 342420 \\ 534419 \\ 861384 \\ 1257713 \end{array}$ | 95735 144064 223440 320040 | $\begin{array}{r} 7044 \\ 11850 \\ 19583 \\ 28798 \end{array}$ |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |
|  | All firms . | 1531 | 24695186 | 100.0 | 2021992 | 497968 | 50411 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 37 83 141 241 | 5 099 <br> 7 953 <br> 11769 763 <br> 16 260 <br> 143  | 20.7 31.7 47.7 65.8 | 342420 534419 861384 1257713 | 95735 144064 223440 320040 | $\begin{array}{r} 7044 \\ 11850 \\ 19583 \\ 28798 \end{array}$ |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |
|  | All firms . | 1409 | 24314784 | 100.0 | 2011681 | 494317 | 49769 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 37 83 141 242 | $\begin{array}{r} 5099953 \\ 7819818 \\ 11769363 \\ 16204324 \end{array}$ | 21.0 32.2 48.4 66.6 | 342420 534419 861384 1259867 | 95735 144064 223440 320693 | $\begin{array}{r} 7044 \\ 11850 \\ 19583 \\ 28816 \end{array}$ |
| 4228202 | Wine \& distilled alcoholic beverage (State operated) whsle |  |  |  |  |  |  |
|  | All firms. | 122 | 380402 | 100.0 | 10311 | 3651 | 642 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 37 118 122 122 | $\begin{array}{rr} 282 & 909 \\ & D \\ 380 & 402 \\ 380402 \end{array}$ | 74.4 D 100.0 100.0 | 7287 D 10311 10311 | 1798 1 3651 3651 | 314 f 642 642 |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms | 29364 | 143158364 | 100.0 | 8603638 | 1989224 | 317137 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 20 46 370 696 | 23 046 508 <br> 32 318 742 <br> 43 443 412 <br> 55 772 183 | 16.1 22.6 30.3 39.0 | 295944 412200 754775 1303178 | $\begin{array}{r} 71883 \\ 102214 \\ 185191 \\ 322541 \end{array}$ | 7272 9926 23127 45569 |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |
|  | All firms | 6437 | 32607159 | 100.0 | 1766562 | 403019 | 59231 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 166 264 470 716 | 4301289  <br> 6265321  <br> 10521227  <br> 15 274690 | 13.2 19.2 32.3 46.8 | 95686 154073 276842 516414 | 23277 39036 65964 121776 | 2221 4805 8246 14592 |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |
|  | All firms | 6437 | 32607159 | 100.0 | 1766562 | 403019 | 59231 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 166 264 470 716 | 4301289  <br> 6265321  <br> 10521 227 <br> 15 274690 | 13.2 19.2 32.3 46.8 | 95686 154073 276842 516414 | 23277 39036 65964 121776 | 2221 4805 8246 14592 |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |
|  | All firms . | 3363 | 9641439 | 100.0 | 660374 | 151572 | 23898 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 120 156 315 534 | 2 167 344 <br> 2 789 847 <br> 3 725 929 <br> 4 761 645 | 22.5 28.9 38.6 49.4 | $\begin{array}{r}70285 \\ 131983 \\ 187 \\ 25619 \\ \\ \hline\end{array}$ | 18831 33955 46397 61494 | 1654 3097 4747 70270 |
| 4229102 | Farm supplies—whsle distributors <br> All firms | 3074 | 22965720 | 100.0 | 1106188 | 251447 | 35333 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 125 154 290 406 | $\begin{array}{rrr} 3 & 131 & 264 \\ 5 & 038 & 745 \\ 8 & 838 & 977 \\ 12 & 551 & 136 \end{array}$ | 13.6 21.9 38.5 54.7 | 52063 107771 218606 350968 | 11335 26810 50380 78706 | 1673 3669 6759 10315 |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |
|  | All firms........................ | 3257 | 17022288 | 100.0 | 1697252 | 409254 | 69110 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 69 112 161 254 | 3 304 046 <br> 5 040935  <br> 7 388 362 <br> 9 855 726 | 19.4 29.6 43.4 57.9 | 191094 286943 484368 725995 | $\begin{array}{r} 46105 \\ 71078 \\ 118237 \\ 176541 \end{array}$ | $\begin{aligned} & 10188 \\ & 14749 \\ & 24002 \\ & 32245 \end{aligned}$ |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |
|  | All firms ......................... | 3257 | 17022288 | 100.0 | 1697252 | 409254 | 69110 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 69 112 161 254 | 3 304 046 <br> 5 040 935 <br> 7 388 362 <br> 9 855 726 | $\begin{aligned} & 19.4 \\ & 29.6 \\ & 43.4 \\ & 57.9 \end{aligned}$ | 191094 286943 484368 725995 | $\begin{array}{r} 46105 \\ 71078 \\ 118237 \\ 176541 \end{array}$ | $\begin{array}{ll}10188 \\ 14 & 749 \\ 24002 \\ 32 & 245\end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |
|  | All firms | 3654 | 7244856 | 100.0 | 986762 | 229037 | 43624 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 40 \\ 45 \\ 111 \\ 209 \end{array}$ | 478311 765052 1355530 2240540 | 6.6 10.6 18.7 30.9 | 58875 78925 141825 260504 | $\begin{array}{ll} 14123 \\ 19 & 159 \\ 34973 \\ 62890 \end{array}$ | $\begin{array}{ll} 1 & 861 \\ 2 & 668 \\ 5 & 335 \\ 9 & 695 \end{array}$ |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |
|  | All firms . | 3654 | 7244856 | 100.0 | 986762 | 229037 | 43624 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 40 45 111 209 | 478311 765052 1355530 2240540 | 6.6 10.6 18.7 30.9 | 58875 78925 141825 260504 | 14123 19159 34973 62890 | 1861 <br> 2668 <br> 5 <br> 5 <br> 935 <br>  |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |
|  | All firms . | 1466 | 31656394 | 100.0 | 1178783 | 276353 | 45602 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 49 62 100 160 | 81085289 9971936 13575578 17808079 | 25.5 31.5 42.9 56.3 | 307878 <br> 372046 <br> 505 <br> 648884 <br> 484 | $\begin{array}{r} 73380 \\ 88014 \\ 120258 \\ 152907 \end{array}$ | $\begin{aligned} & 10522 \\ & 12661 \\ & 17 \\ & 762 \\ & 23 \end{aligned}$ |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |
|  | All firms. | 1466 | 31656394 | 100.0 | 1178783 | 276353 | 45602 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 49 62 100 160 |  | 25.5 31.5 42.9 56.3 | 307878 372046 505988 648444 | 73380 88014 120258 152907 | 10522 <br> 12661 <br> 17762 <br> 23394 |
| 42295 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 1630 | 3370442 | 100.0 | 454352 | 106623 | 14611 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 11 36 67 172 | 344023 568062 981708 1451102 | 10.2 16.9 29.1 43.1 | 40812 62152 108794 169791 | $\begin{array}{r} 9919 \\ 14825 \\ 25058 \\ 39814 \end{array}$ | 1 1 1 3 981 |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 1630 | 3370442 | 100.0 | 454352 | 106623 | 14611 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 11 36 67 172 | 344023 568062 981708 1451102 | 10.2 16.9 29.1 43.1 | 40812 62152 108794 169791 | 9919 14825 25058 39814 | 16271 1980 3 3 4 |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 1630 | 3370442 | 100.0 | 454352 | 106623 | 14611 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 11 36 67 172 | 344023 568062 981708 1451102 | 10.2 16.9 29.1 43.1 | 40812 62152 108794 169791 | 9919 14825 25058 39814 | 1 1 1 271 |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms . | 12920 | 51257225 | 100.0 | 2519927 | 564938 | 84959 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{aligned} & 10 \\ & 16 \\ & 36 \\ & 73 \end{aligned}$ | $\begin{array}{lll} 21 & 482 & 736 \\ 27 & 409 & 582 \\ 30 & 303 & 347 \\ 32 & 871 & 511 \end{array}$ | 41.9 53.5 59.1 64.1 | 116914 188664 345656 501605 | 31864 49685 88573 125470 | 1140 2227 6287 10936 |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms ...................... | 12920 | 51257225 | 100.0 | 2519927 | 564938 | 84959 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{aligned} & 10 \\ & 16 \\ & 36 \\ & 73 \end{aligned}$ | 21 482 736 <br> 27 409 582 <br> 30 303 347 <br> 32 871 511 | 41.9 53.5 59.1 64.1 | $\begin{aligned} & 116914 \\ & 188664 \\ & 345656 \\ & 501605 \end{aligned}$ | $\begin{array}{r} 31864 \\ 49685 \\ 88573 \\ 125470 \end{array}$ | $\begin{array}{r} 1140 \\ 2227 \\ 6287 \\ 10936 \end{array}$ |
| 4229901 | Art goods whsle |  |  |  |  |  |  |
|  | All firms . | 3976 | 7426099 | 100.0 | 888512 | 196526 | 30205 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 4 \\ 9 \\ 23 \\ 69 \end{array}$ | 820459 1175197 1792334 2685280 | 11.0 15.8 24.1 36.2 | $\begin{array}{r} 55266 \\ 83577 \\ 148770 \\ 260560 \end{array}$ | $\begin{array}{ll} 16 & 614 \\ 24 & 048 \\ 38 & 098 \\ 58 & 642 \end{array}$ | 13329 2096 4058 6540 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |
|  | All firms. | 2842 | 33181350 | 100.0 | 653859 | 152784 | 18841 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 10 \\ & 16 \\ & 35 \\ & 76 \end{aligned}$ | $\begin{array}{lll} 21 & 482 & 736 \\ 27 & 409 & 582 \\ 29 & 740 & 066 \\ 30 & 706 & 665 \end{array}$ | $\begin{aligned} & 64.7 \\ & 82.6 \\ & 89.6 \\ & 92.5 \end{aligned}$ | $\begin{aligned} & 116914 \\ & 188664 \\ & 288686 \\ & 375856 \end{aligned}$ | $\begin{aligned} & 31864 \\ & 49685 \\ & 72252 \\ & 91303 \end{aligned}$ | $\begin{array}{ll}1 & 140 \\ 2 & 227 \\ 5014 \\ 7 & 652\end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First-quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |
|  | All firms | 400 | 723184 | 100.0 | 73748 | 16037 | 2882 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 11 23 55 | 112521 183837 312397 464918 | $\begin{aligned} & 15.6 \\ & 25.4 \\ & 43.2 \\ & 64.3 \end{aligned}$ | 14758 <br> 19742 <br> 27624 <br> 43371 |  | 306 364 612 1127 |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |
|  | All firms . | 5702 | 9926592 | 100.0 | 903808 | 199591 | 33031 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 5 9 27 63 | 534803 920873 1704698 2837880 | 5.4 9.3 17.2 28.6 | 21533 48360 92220 151548 | 4711 11405 21374 3444 | $\begin{array}{rr}629 \\ 1 & 180 \\ 2691 \\ 4 & 079\end{array}$ |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES |  |  |  |  |  |  |
|  | All firms. | '29 305 | r1 258874769 | 100.0 | r45 911766 | r11963 217 | r922 208 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 271 1581 2766 4540 | 242512938 317995635 454113056 664321503 | 19.3 25.3 36.1 52.8 | 1336140 6729288 10907780 16334557 | 345668 2116693 3231205 4701319 | 24386 99834 180672 287584 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |
|  | All firms . | '17228 | '707 565616 | 100.0 | '26 757611 | ${ }^{7} 167566$ | r479 447 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 402 1715 2322 3790 |  | 34.1 43.2 55.6 66.5 | 4370047 7618730 10 1356161 13441815 | 1 405 796 <br> 2 393 609 <br> 3 108 177 <br> 3 944 578 | 63217 111358 151384 203377 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 1425 | 291207541 | 100.0 | 2233321 | 570190 | 47824 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 220 276 457 810 | 240816098 <br> 263800898 <br> 278830 <br> 287 <br> 248 <br> 42 | 82.7 90.6 95.7 98.6 | 1 166 384 <br> 1 265 520 <br> 1 626 491 <br> 1 949 902 | 298253 327225 418326 502219 | 20449 22539 30215 38721 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |
|  | All firms . | 380 | 255902304 | 100.0 | 735647 | 200319 | 14104 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 174 224 321 375 | 230141451 250582222 255151679 255897086 | 89.9 97.9 99.7 100.0 | 444537 522158 679698 734517 | 120294 144141 186787 200041 | $\begin{array}{r}6726 \\ 8384 \\ 12375 \\ 14 \\ \hline\end{array}$ |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |
|  | All firms . | 380 | 255902304 | 100.0 | 735647 | 200319 | 14104 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 174 224 321 375 | 230141451 250582222 255151679 255897086 | 89.9 97.9 99.7 100.0 | 444537 522158 679698 734517 | 120294 144141 186787 200041 | 6726 8384 12375 14074 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |
|  | All firms ................ | 124 | 95851919 | 100.0 | 298709 | 71122 | 5211 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 85 116 124 124 | 86507181 95664360 95851919 95851919 | 90.3 99.8 100.0 100.0 | 259865 293147 298709 298709 | 60889 69774 71122 71122 | 4 4 5 091 |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |
|  | All firms................... | 14 | D | D | D | D | c |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 10 10 14 14 14 | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D | c c c c |
| 4211103 | Light truck \& van (14,000 lb or less) whsle |  |  |  |  |  |  |
|  | All firms ....................... | 99 | 152661486 | 100.0 | 207342 | 65536 | 3135 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 99 94 99 99 99 | 152575660 152661486 152661486 152661486 | 99.9 100.0 100.0 100.0 | 195210 207342 207342 207342 | 63 467 <br> 65 536 <br> 65 536 <br> 65 536 | $\begin{array}{lll}2 & 677 \\ 3 & 135 \\ 3 & 135 \\ 3 & 135\end{array}$ |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |
|  | All firms | 20 | D | D | D | D | e |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms | 20 20 20 20 | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D | e e e e |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle |  |  |  |  |  |  |
|  | All firms | 123 | D | D | D | D | i |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms | $\begin{array}{r} 45 \\ 84 \\ 109 \\ 123 \end{array}$ | $\begin{aligned} & D \\ & D \\ & D \\ & D \end{aligned}$ | $\begin{aligned} & D \\ & D \\ & D \\ & D \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D D | g h h i |
| 42112 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |
|  | All firms | 895 | 25607316 | 100.0 | 1287094 | 316689 | 29268 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 55 108 194 603 | 13753595 16808123 20714854 24177502 | 53.7 65.6 80.9 94.4 | 738261 852924 989307 1142534 | 181134 210916 244984 281889 | 13036 <br> 16763 <br> 19881 <br> 24835 |
| 421120 | Motor vehicle supplies \& new parts whsle |  |  |  |  |  |  |
|  | All firms | 895 | 25607316 | 100.0 | 1287094 | 316689 | 29268 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 55 108 194 603 | 13753595 16808123 20714854 24177502 | 53.7 65.6 80.9 94.4 | 738261 852924 989307 1142534 | 181134 210916 244984 281889 | 13036 16763 19881 24835 |
| 4211201 | Motor vehicle supplies \& new partswarehouse distributors |  |  |  |  |  |  |
|  | All firms. | 343 | 6640896 | 100.0 | 223308 | 53476 | 5937 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms <br> 50 largest firms $\qquad$ $\qquad$ | 45 66 150 312 | 26459983 3688117 5539032 6565425 | 37.0 55.5 83.4 98.9 | 75997 100714 149787 216455 | 17906 24520 35882 51811 | 1753 2357 3753 5705 |
| 4211202 | Motor vehicle supplies \& new partsjobbers |  |  |  |  |  |  |
|  | All firms. | 541 | 18824469 | 100.0 | 1057445 | 261684 | 23182 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 52 67 293 419 | 13171179 15359293 17342424 18520283 | 70.0 81.6 92.1 98.4 | 719065 803154 930591 1022715 | 176906 198497 230267 252814 | 12631 15449 19137 21933 |
| 4211203 | Petroleum products marketing equipment whsle |  |  |  |  |  |  |
|  | All firms. | 11 | 141951 | 100.0 | 6341 | 1529 | 149 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 8 11 11 11 | 135136 141951 141951 141951 | 95.2 100.0 100.0 100.0 | $\begin{array}{ll}5 & 640 \\ 6 & 341 \\ 6 & 341 \\ 6 & 341\end{array}$ | 15369 1529 1529 1529 1529 | 129 149 149 149 |
| 42113 | Tire \& tube whsle |  |  |  |  |  |  |
|  | All firms. | 150 | 9697921 | 100.0 | 210580 | 53182 | 4452 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 101 115 147 150 | 8460080 9561765 9696267 9697921 | 87.2 98.6 100.0 100.0 | $\begin{aligned} & 144738 \\ & 197233 \\ & 210013 \\ & 210580 \end{aligned}$ | 38459 <br> 49131 <br> 53 <br> 53 <br> 53 <br> 182 | 2953 3892 4436 4452 |
| 421130 | Tire \& tube whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 150 | 9697921 | 100.0 | 210580 | 53182 | 4452 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 101 115 147 150 | 8 460 080 <br> 9 561 765 <br> 9 696 267 <br> 9 697 921 | 87.2 98.6 100.0 100.0 | $\begin{aligned} & 144738 \\ & 197233 \\ & 210013 \\ & 210580 \end{aligned}$ | $\begin{array}{ll} 38 & 459 \\ 49 & 131 \\ 53 & 073 \\ 53 & 182 \end{array}$ | 2953 3892 4436 4452 |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |
|  | All firms. | 485 | 21729080 | 100.0 | 646395 | 162255 | 16119 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 70 98 163 296 | 8394607 11853941 16966638 20382908 | 38.6 54.6 78.1 93.8 | $\begin{aligned} & 118677 \\ & 181786 \\ & 314024 \\ & 540236 \end{aligned}$ | $\begin{array}{r} 33164 \\ 51168 \\ 83810 \\ 135804 \end{array}$ | 3367 4618 6732 13191 |
| 42121 | Furniture whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 247 | 7242080 | 100.0 | 228139 | 56666 | 4486 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 69 108 171 243 | 4 731 417 <br> 6 151 754 <br> 6 966 773 <br> 7 240 059 | $\begin{array}{r} 65.3 \\ 84.9 \\ 96.2 \\ 100.0 \end{array}$ | 93942 149746 203199 227806 | $\begin{aligned} & 24211 \\ & 37915 \\ & 49919 \\ & 56454 \end{aligned}$ | 1486 2662 3714 4443 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421210 | Furniture whsle |  |  |  |  |  |  |
|  | All firms | 247 | 7242080 | 100.0 | 228139 | 56666 | 4486 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 69 108 171 243 | 4 731 417 <br> 6 151 754 <br> 6 966 773 <br> 7 240 059 | 65.3 84.9 96.2 100.0 | 93942 149746 203199 227806 | $\begin{aligned} & 24211 \\ & 37915 \\ & 49919 \\ & 56454 \end{aligned}$ | 1486 2662 3 314 4 |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |
|  | All firms. | 91 | 1584873 | 100.0 | 59681 | 15306 | 1472 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 34 34 52 86 91 | $\begin{array}{lll} 1 & 084 & 925 \\ 1 & 375 & 690 \\ 1 & 578 & 804 \\ 1 & 584 & 873 \end{array}$ | 68.5 86.8 99.6 100.0 | 36843 46202 59253 59681 | 9792 92200 15175 15306 | 704 1049 14452 1472 |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |
|  | All firms. | 156 | 5657207 | 100.0 | 168458 | 41360 | 3014 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 88 97 135 156 | 4 649 488 <br> 5 319 910 <br> 5 623 947 <br> 5 657 207 | 82.2 94.0 99.4 100.0 | 96687 138908 164160 168458 | 25130 33369 40281 41360 |  |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |
|  | All firms. | 238 | 14487000 | 100.0 | 418256 | 105589 | 11633 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 43 58 84 164 | $\begin{array}{rrr}6 & 957 \\ 9 & 439 \\ 9 & 475 \\ 12 & 244 & 257 \\ 14 & 069457\end{array}$ | 48.0 64.1 84.5 97.1 | 93695 150296 270817 382060 | 25377 41409 72153 97 97 | 2672 3984 8473 10408 |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |
|  | All firms. | 238 | 14487000 | 100.0 | 418256 | 105589 | 11633 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 43 58 84 164 | $\begin{array}{r} 6957439 \\ 9291475 \\ 12244257 \\ 14069457 \end{array}$ | 48.0 64.1 84.5 97.1 | 93695 150296 270817 382060 | 25377 41409 72153 97050 | 2672 3984 8473 10408 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |
|  | All firms ...................... | 14 | 597661 | 100.0 | 45630 | 11679 | 3156 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ $\qquad$ | 5 14 14 14 | 526547 597661 597661 597661 | 88.1 100.0 100.0 100.0 | 41817 45630 45630 45630 | 10561 11679 11679 11679 | $\begin{array}{ll}3 & 061 \\ 3 & 156 \\ 3 & 156 \\ 3 & 156\end{array}$ |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 102 | 5437338 | 100.0 | 173959 | 41494 | 3356 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 28 38 78 102 | 3 275 939 <br> 4 226 055 <br> 5 225 262 <br> 5 437 338 | 60.2 77.7 96.1 100.0 | 51726 100526 155589 173959 | 13 13 2355 37 37101 41 | 1 1 1 2 2116 3 3 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |
|  | All firms ...................... | 96 | 7864637 | 100.0 | 161893 | 43378 | 4236 |
|  | 4 largest firms 8 largest firms $\qquad$ 20 largest firms 50 largest firms | 27 27 33 62 96 | $\begin{array}{lll} 5 & 878 & 669 \\ 7 & 095 & 095 \\ 7 & 700 & 409 \\ 7 & 864 & 637 \end{array}$ | 74.7 90.2 97.9 100.0 | 93715 119363 147689 161893 | 27 34 34 334 40 43 43 378 | 2884 3 3 3 4 4 23686 |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |
|  | All firms ........................ | 26 | 587364 | 100.0 | 36774 | 9038 | 885 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 5 10 26 26 | $\begin{aligned} & 426242 \\ & 512117 \\ & 587364 \\ & 587364 \end{aligned}$ | 72.6 87.2 100.0 100.0 | 21597 29800 36774 36774 |  | 393 625 885 885 |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |
|  | All firms ........................ | 1728 | 21380553 | 100.0 | 959343 | 223167 | 26196 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | $\begin{aligned} & 117 \\ & 480 \\ & 611 \\ & 965 \end{aligned}$ | $\begin{array}{r} 4685703 \\ 7397698 \\ 12190971 \\ 16223902 \end{array}$ | 21.9 34.6 57.0 75.9 | $\begin{aligned} & 107048 \\ & 244681 \\ & 343545 \\ & 555891 \end{aligned}$ | $\begin{array}{r} 20803 \\ 52218 \\ 76428 \\ 129671 \end{array}$ | 1945 5896 8087 14489 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |
|  | All firms ........................ | 501 | 10261254 | 100.0 | 445340 | 100385 | 11443 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{array}{r} 29 \\ 67 \\ 166 \\ 314 \end{array}$ | 3 983 746 <br> 5 291 578 <br> 7 104 359 <br> 8 952 903 | $\begin{aligned} & 38.8 \\ & 51.6 \\ & 69.2 \\ & 87.2 \end{aligned}$ | $\begin{aligned} & 119070 \\ & 155258 \\ & 219071 \\ & 336651 \end{aligned}$ | $\begin{aligned} & 21526 \\ & 30883 \\ & 45499 \\ & 73769 \end{aligned}$ | 1 1 2 821 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . | 501 | 10261254 | 100.0 | 445340 | 100385 | 11443 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 29 67 166 314 | 3983746 5991578 7104359 8952903 | 38.8 51.6 69.2 87.2 | 119070 155258 219071 336651 | 21 30 3068 45 739 73 769 | 11821 2880 4 4 8191 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |
|  | All firms. | 42 | 2568618 | 100.0 | 73903 | 17069 | 1261 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ 20 largest firms <br> 50 largest firms $\qquad$ | 6 11 25 42 | $\begin{array}{llll}1 & 868 & 525 \\ 2 & 216 & 201 \\ 2 & 511 & 721 \\ 2 & 568618\end{array}$ | 72.7 86.3 97.8 100.0 | 48550 53459 64821 73903 | 10 <br> 10 <br> 12 <br> 14 <br> 14 <br> 17 <br> 189 <br> 069 | 667 756 1051 1261 |
| 4213102 | Lumber with yard whsle |  |  |  |  |  |  |
|  | All firms . | 96 | 2240878 | 100.0 | 108796 | 26767 | 3064 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ 20 largest firms <br> 50 largest firms $\qquad$ | 20 36 35 54 94 |  | 44.3 59.0 84.9 99.9 | 31841 50330 84952 108542 | 8426 12599 21098 26686 | 710 1189 2225 3050 |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |
|  | All firms ........................ | 363 | 5451758 | 100.0 | 262641 | 56549 | 7118 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 24 56 191 298 | $\begin{array}{lllll}2 & 576 & 245 \\ 3 & 287 & 717 \\ 4 & 297 & 377 \\ 5 & 197 & 941\end{array}$ | 47.3 60.3 78.8 95.3 | 62073 91451 157138 233831 | 8 8 15139 30876 49430 |  |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |
|  | All firms .................... | 761 | 5848872 | 100.0 | 243871 | 60393 | 7587 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 364 420 549 639 | 2899541 <br> 3933072 <br> 4846146 <br> 5 <br> 509 | 49.6 67.2 82.9 94.2 | 91101 109360 168897 207515 | 25282 30 44188 52629 | 3 3 3 3 869 5631 6609 |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |
|  | All firms ...................... | 761 | 5848872 | 100.0 | 243871 | 60393 | 7587 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 364 420 549 639 |  | 49.6 67.2 82.9 94.2 | 91101 109360 168797 207515 | 25282 30398 44183 52629 |  |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle |  |  |  |  |  |  |
|  | All firms ....................... | 431 | 2150812 | 100.0 | 127852 | 32499 | 4853 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 324 358 392 431 | $\begin{array}{llll}1 & 662859 \\ 1 & 876862 \\ 2 & 069 & 677 \\ 2 & 150812\end{array}$ | 77.3 87.3 96.2 100.0 | 81579 101400 119633 127852 | 21693 26749 30612 32499 | 3 3 4 4 4 4 593 4 4 853 |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |
|  | All firms ....................... | 88 | 309282 | 100.0 | 28242 | 5737 | 758 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ <br> 50 largest firms | 13 24 56 88 | 121659 179470 261836 309282 | 39.3 58.0 84.7 100.0 | 6227 10062 198888 28242 | 11504 2263 4 4 5 | 172 266 534 758 |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |
|  | All firms ........................ | 242 | 3388778 | 100.0 | 87777 | 22157 | 1976 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 62 134 192 241 | $\begin{array}{rrr} 1 & 915 & 909 \\ & & D \\ 3 & 103 & 789 \\ 3 & 388 & 320 \end{array}$ | 56.5  <br> $D$  <br> 91.6  <br> 100.0  | 26976 71 D d 87 747 | $\begin{array}{rr}7663 \\ 18 & \text { D } \\ 22154 \\ 22 & \end{array}$ | 512 g 153 1974 |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |
|  | All firms ...................... | 222 | 3268532 | 100.0 | 134395 | 30154 | 3009 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 100 \\ & 154 \\ & 199 \\ & 222 \end{aligned}$ | $\begin{array}{lll} 2 & 195 & 954 \\ 2 & 865 & 267 \\ 3 & 167 & 796 \\ 3 & 268 & 532 \end{array}$ | $\begin{array}{r} 67.2 \\ 87.7 \\ 96.9 \\ 100.0 \end{array}$ | $\begin{array}{r} 75508 \\ 103852 \\ 124492 \\ 134395 \end{array}$ | $\begin{array}{ll} 15 & 837 \\ 23 & 038 \\ 28 & 196 \\ 30 & 154 \end{array}$ | $\begin{array}{ll} 1 & 534 \\ 2 & 220 \\ 2 & 750 \\ 3 & 009 \end{array}$ |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First-quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421330 | Roofing, siding, \& insulation material whsle-Con. |  |  |  |  |  |  |
|  | All firms | 222 | 3268532 | 100.0 | 134395 | 30154 | 3009 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 100 154 199 222 | 2 195954  <br> 2 865 267 <br> 3 167 796 <br> 3 268 532 | 67.2 87.7 96.9 100.0 | 75508 103852 124492 134395 | $\begin{array}{lll}15 & 837 \\ 23 & 038 \\ 28 & 196 \\ 30 & 154\end{array}$ | $\begin{array}{ll}1 & 534 \\ 2 & 220 \\ 2 & 750 \\ 3009\end{array}$ |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |
|  | All firms | 222 | 3268532 | 100.0 | 134395 | 30154 | 3009 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 100 154 199 222 | 2 195 954 <br> 2 865 267 <br> 3 167 796 <br> 3 268 532 | 67.2 87.7 96.9 100.0 | 75508 103852 124492 134395 | $\begin{array}{lll}15 & 837 \\ 23 & 038 \\ 28 & 196 \\ 30 & 154\end{array}$ |  |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |
|  | All firms | 244 | 2001895 | 100.0 | 135737 | 32235 | 4157 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 38 68 135 210 | 869403 1212461 1650145 1961082 | 43.4 60.6 82.4 98.0 | 40796 62758 96055 129494 | 10413 15736 23638 31006 | 1193 1781 2800 3942 |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |
|  | All firms. | 244 | 2001895 | 100.0 | 135737 | 32235 | 4157 |
|  | 4 largest firms 8 largest firms $\qquad$ 20 largest firms 50 largest firms | 38 68 135 210 | 869403 1212461 1650145 1961082 | 43.4 60.6 82.4 98.0 | 40796 62758 96055 129494 | 10413 15736 23638 31006 | 1193 1781 2800 3942 |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |
|  | All firms. | 97 | 712348 | 100.0 | 60185 | 14959 | 2027 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 49 64 94 95 97 | 507878 639811 711666 712348 | 71.3 89.8 99.9 100.0 | 44903 51057 60044 60185 | 11412 12748 14920 14959 | 1428 1684 2020 2027 |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |
|  | All firms. | 147 | 1289547 | 100.0 | 75552 | 17276 | 2130 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 14 55 96 140 | 673176 857311 13131249 1285529 | 52.2 66.5 87.7 99.7 | 16849 31 51 583 7507 75172 | $\begin{array}{r}4018 \\ 7 \\ \hline 1489 \\ 17180 \\ \hline\end{array}$ | 329 865 1648 2115 |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 3160 | 112786674 | 100.0 | 11179271 | 3185154 | 168896 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 547 741 1312 1981 | $\begin{array}{r} 46633200 \\ 62459088 \\ 84263401 \\ 101242581 \end{array}$ | 41.3 55.4 74.7 89.8 | 5 685 967 <br> 6 737 790 <br> 8 504 639 <br> 9 760 219 | 1 845 226 <br> 2 093 238 <br> 2 526 957 <br> 2 839 382 | 82260 98235 123566 142482 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 74 | 8103149 | 100.0 | 265078 | 66723 | 4684 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 49 41 61 74 74 | 7 939 995 <br> 8 053 576 <br> 8 103 149 <br> 8 103 149 | 98.0 99.4 10.0 100.0 | 251 407 <br> 261 088 <br> 265 078 <br> 265 078 | $\begin{aligned} & 62627 \\ & 65773 \\ & 66723 \\ & 66723 \end{aligned}$ | 4328 4586 4684 4684 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 74 | 8103149 | 100.0 | 265078 | 66723 | 4684 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 49 41 61 74 74 | 7 939 995 <br> 8 053 576 <br> 8 103 149 <br> 8 103 149 | 98.0 99.4 10.0 100.0 | 251407  <br> 261088  <br> 265 078 <br> 265 078 | $\begin{aligned} & 62627 \\ & 65773 \\ & 66723 \\ & 66723 \end{aligned}$ | 4328 4586 4684 4684 |
| 42142 | Office equipment whsle |  |  |  |  |  |  |
|  | All firms ....................... | 624 | 10554896 | 100.0 | 1648110 | 496155 | 30895 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{aligned} & 398 \\ & 514 \\ & 579 \\ & 624 \end{aligned}$ | 9591842 10123267 10506483 10554896 | $\begin{array}{r} 90.9 \\ 95.9 \\ 99.5 \\ 100.0 \end{array}$ | $\begin{array}{lll} 1 & 493 & 129 \\ 1 & 567 & 590 \\ 1 & 636 & 897 \\ 1 & 648 & 110 \end{array}$ | 458 194 <br> 475 069 <br> 493 334 <br> 496 155 | 27502 28965 30492 30895 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 90 | 591701 | 100.0 | 63157 | 15171 | 1905 |
|  | 4 largest firms | 26 | 407329 | 68.8 | 30883 | 7367 | 1146 |
|  | 8 largest firms | 46 | 497489 | 84.1 | 46783 | 11181 | 1477 |
|  | 20 largest firms | 78 | 578624 | 97.8 | 60836 | 14575 | 1823 |
|  | 50 largest firms | 90 | 591701 | 100.0 | 63157 | 15171 | 1905 |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 459 | 18700334 | 100.0 | 1505615 | 378593 | 22976 |
|  | 4 largest firms | 109 | 7171397 | 38.3 | 485866 | 121744 | 7163 |
|  | 8 largest firms | 182 | 11431895 | 61.1 | 723087 | 184559 | 11027 |
|  | 20 largest firms | 226 | 16139626 | 86.3 | 1132292 | 283494 | 15933 |
|  | 50 largest firms | 365 | 18264067 | 97.7 | 1401418 | 352148 | 20651 |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 459 | 18700334 | 100.0 | 1505615 | 378593 | 22976 |
|  | 4 largest firms | 109 | 7171397 | 38.3 | 485866 | 121744 | 7163 |
|  | 8 largest firms. | 182 |  | 61.1 | 723087 | 184559 | 11027 |
|  | 20 largest firms ........................... | 226 365 | 16139626 18 | 86.3 97 | 1132292 1 | $\begin{array}{r}283 \\ 3594 \\ \hline 148\end{array}$ | 15933 |
|  | 50 largest firms | 365 |  |  |  |  |  |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |
|  | All firms | 439 | 18453838 | 100.0 | 1458202 | 367384 | 21912 |
|  | 4 largest firms | 109 | 7171397 | 38.9 | 485866 | 121744 | 7163 |
|  |  |  | 11431895 |  | 723 087 | 184559 | 11027 |
|  | 20 largest firms | 226 | 16139626 | 87.5 | 1132292 1378604 | 283494 | 15933 |
|  | 50 largest firms ........ | 367 | 18132294 | 98.3 | 1378604 | 346587 | 20262 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 20 | 246496 | 100.0 | 47413 | 11209 | 1064 |
|  | 4 largest firms | 7 | 185768 | 75.4 | 34223 | 8135 | 731 |
|  | 8 largest firms ........................... | 16 | 236692 | 96.0 | 45523 | 10715 | 1020 |
|  | 20 largest firms .......................... | 20 | 246496 | 100.0 | 47413 | 11209 | 1064 |
|  | 50 largest firms | 20 | 246496 | 100.0 | 47413 |  |  |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |
|  | All firms .. | 66 | 886679 | 100.0 | 69912 | 18378 | 1819 |
|  | 4 largest firms | 30 | 700123 | 79.0 | 44088 | 11725 | 885 |
|  | 8 largest firms | 49 | 823152 | 92.8 | 57425 | 15301 | 1426 |
|  | 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots . .$. | 65 | 886270 | 100.0 | 69871 | 18337 | 1811 |
|  | 50 largest firms ...................... | 66 | 886679 | 100.0 | 69912 |  |  |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |
|  | All firms . | 66 | 886679 | 100.0 | 69912 | 18378 | 1819 |
|  | 4 largest firms . | 30 | 700123 | 79.0 | 44088 | 11725 | 885 |
|  |  | 49 | 823152 | 92.8 | 57425 | 15301 | 1426 |
|  | 20 largest firms <br> 50 largest firms | 65 66 | 886270 886679 | 100.0 100.0 | 69871 69912 | 18337 18378 | 1811 1819 |
|  | 50 largest firms | 66 | 886679 | 100.0 |  |  |  |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 96 | 1487199 | 100.0 | 114207 | 29963 | 2233 |
|  | 4 largest firms . | 6 | 863014 | 58.0 | 62923 | 15672 | 1042 |
|  | 8 largest firms ... | 20 | 1140052 | 76.7 | 79201 | 19945 | 1359 |
|  | 20 largest firms | 47 | 1358923 | 91.4 | -97759 | 25801 | 1785 |
|  | 50 largest firms | 87 | 1483100 | 99.7 |  |  |  |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 96 | 1487199 | 100.0 | 114207 | 29963 | 2233 |
|  | 4 largest firms |  | +863 014 | 58.0 | 62923 | 15672 |  |
|  | 8 largest firms | 20 | 1140052 | 76.7 | 79201 | 19945 | 1359 |
|  | 20 largest firms <br> 50 largest firms | 47 87 | 1358923 1483100 | 91.4 99.7 | 97759 113384 | 25801 29728 | 1785 2199 |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . | 9 | 211078 | 100.0 | 5843 | 1584 | 254 |
|  | 4 largest firms | 6 | 211-078 | $100{ }^{\text {D }}$ | D 5843 | D 1584 154 | 254 |
|  | 8 largest firms <br> 20 largest firms | 9 | 211078 211078 | 100.0 100.0 | 5843 5843 | 1584 1584 1 | 254 254 |
|  | 50 largest firms .. | 9 | 211078 | 100.0 | 5843 | 1584 | 254 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 1884 | 48149700 | 100.0 | 3392770 | 993768 | 51416 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{ll} 1 & 223 \\ 1 & 619 \\ 1 & 718 \\ 1843 \end{array}$ | 39135796 42967438 46530465 48053 | $\begin{aligned} & 81.3 \\ & 89.2 \\ & 96.6 \\ & 99.8 \end{aligned}$ | 2 324 348 <br> 2 815 583 <br> 3 227 723 <br> 3 377 563 | $\begin{aligned} & 736 \\ & 855 \\ & 855 \\ & 953 \\ & 959 \\ & 989 \\ & 699 \end{aligned}$ | $\begin{array}{ll} 34471 \\ 42403 \\ 48715 \\ 51 & 028 \end{array}$ |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |
|  | All firms . | 612 | 26718661 | 100.0 | 697747 | 173315 | 12400 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 91 160 248 446 | 13524169 16905696 22006556 25565525 | 50.6 63.3 82.4 95.7 | 187832 250915 332082 590479 | 49498 62425 82592 146098 | 2066 2750 3820 9 9776 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 767 | D | D | D | D | j |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 70 199 284 403 | D <br> D <br> D <br> D | D D D D D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | h |
| 42171 | Hardware whsle |  |  |  |  |  |  |
|  | All firms | 255 | 7531815 | 100.0 | 361083 | 81902 | 7244 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 66 81 111 198 | 5012725 5970744 6896690 7426579 | 66.6 79.3 91.6 98.6 | 218929 <br> 261134 <br> 300499 <br> 349 <br> 41 | 48121 58268 67163 79051 | 2993 <br> 4187 <br> 5 <br> 5 <br> 6 <br> 21 |
| 421710 | Hardware whsle |  |  |  |  |  |  |
|  | All firms ..................... | 255 | 7531815 | 100.0 | 361083 | 81902 | 7244 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 66 81 111 198 | 5012725 5970744 6896390 7426579 | 66.6 79.3 91.6 98.6 | 218929 <br> 261134 <br> 300499 <br> 349 | 48121 58268 67163 79051 | 2993 4187 5221 6792 |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |
|  | All firms................. | 212 | 4212982 | 100.0 | 163627 | 40542 | 4287 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 65 81 134 200 | 2371910 <br> 3075995 <br> 3 <br> 4 <br> 4 <br> 198 | 56.3 73.0 91.3 99.6 | 53263 75688 128039 159108 | 12802 18060 31377 39443 | 1 1 1 6975 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |
|  | All firms .................. | 212 | 4212982 | 100.0 | 163627 | 40542 | 4287 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 65 81 134 200 | 2 371 910 <br> 3 075 995 <br> 3 848 532 <br> 4 197 922 | 56.3 73.0 91.3 99.6 | $\begin{array}{r} 53263 \\ 75688 \\ 128039 \\ 159108 \end{array}$ | 12802 18060 31377 39443 |  |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms .................... | 221 | 3572401 | 100.0 | 305086 | 77313 | 6036 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 96 105 188 221 | $\begin{array}{lll} 2 & 495 & 367 \\ 3 & 061 & 610 \\ 3 & 463 & 455 \\ 3 & 572 & 401 \end{array}$ | 69.9 85.7 97.0 100.0 | $\begin{aligned} & 223291 \\ & 255665 \\ & 294315 \\ & 305086 \end{aligned}$ | 56844 647888 742999 77 | 3745 4430 5741 6036 |
| 421730 | Warm air heating \& air-conditioning equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms....................... | 221 | 3572401 | 100.0 | 305086 | 77313 | 6036 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 96 105 188 221 | 2 495 367 <br> 3 061 610 <br> 3 463 455 <br> 3 572 401 | $\begin{array}{r} 69.9 \\ 85.7 \\ 97.0 \\ 100.0 \end{array}$ | 223291 255665 294315 305086 | 56844 647888 742999 77 | 3745 4430 5741 6036 |
| 42174 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms | 79 | D | D | D | D | g |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 47 42 62 79 79 | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | g |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 79 | D | D | D | D | g |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{aligned} & 47 \\ & 62 \\ & 79 \\ & 79 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & D \\ & D \\ & D \\ & D \end{aligned}$ | D <br> D <br> D <br> D | D <br> D <br> D <br> D | g g g g |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |
|  | All firms ......................... | 4120 | 75691801 | 100.0 | 3381032 | 824894 | 72156 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 104 203 682 1415 | 25635032 <br> 32429443 <br> 43555004 <br> 55314 | 33.9 42.8 57.8 73.1 | 498750 677848 1060926 1727499 | 131328 168256 257928 420 428 | 7944 11370 21204 34838 |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |
|  | All firms. | 281 | 11913590 | 100.0 | 447715 | 117664 | 8930 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 50 97 155 250 |  | 79.5 86.1 95.6 99.6 | 265371 306542 382962 442781 | 71675 81765 101579 116455 | 4559 5413 7296 8767 |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |
|  | All firms ......................... | 281 | 11913590 | 100.0 | 447715 | 117664 | 8930 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 50 97 155 250 |  | 79.5 86.1 95.6 99.6 | 265371 306542 382962 442781 | 71675 81765 101579 116455 | 4559 5413 7296 8767 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms ...................... | 132 | 7823700 | 100.0 | 181944 | 42452 | 4175 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 24 49 70 129 | $\begin{array}{rr} \\ 7 & \text { D } \\ 7 \\ 76893838 \\ 7822 & 723\end{array}$ | D 95.1 98.2 100.0 | D 141809 171300 181839 | D 32909 39832 42432 | $\begin{array}{rr} \\ 2 & 985 \\ 3 & 841 \\ 4 & 170\end{array}$ |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 132 | 7823700 | 100.0 | 181944 | 42452 | 4175 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 24 49 70 129 |  | D 95.1 98.2 100.0 | D 141809 171300 181839 | D 32909 39832 42432 | 2 985 |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |
|  | All firms ........................ | 42 | D | D | D | D | f |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 18 25 40 42 | D D D D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | e f f f |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |
|  | All firms .................... | 70 | D | D | D | D | h |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 16 23 23 56 70 | D <br> D <br> D <br> D | D D D D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | g g h h |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms... | 20 | 1036338 | 100.0 | 39387 | 8747 | 754 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 5 5 19 20 20 |  998 624 <br> 1 036  <br> 1 036332  <br> 1 036338  | 96.4 100.0 100.0 100.0 | 34344 39343 39387 39387 | 7628 7 8745 8747 8747 | 615 752 754 754 |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 2332 | 25170814 | 100.0 | 1793155 | 423140 | 38160 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 89 \\ 422 \\ 759 \\ 1087 \end{array}$ | $\begin{array}{r} 4482494 \\ 6685948 \\ 11365979 \\ 17942466 \end{array}$ | $\begin{aligned} & 17.8 \\ & 26.6 \\ & 45.2 \\ & 71.3 \end{aligned}$ | $\begin{array}{r} 217538 \\ 348785 \\ 764527 \\ 1127479 \end{array}$ | 46367 77190 173293 264878 | 5717 8296 16536 23695 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms | 2332 | 25170814 | 100.0 | 1793155 | 423140 | 38160 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 89 \\ 422 \\ 759 \\ 1087 \end{array}$ | 4482494 6685948 11365979 17942466 | 17.8 26.6 45.2 71.3 | $\begin{array}{r} 217538 \\ 348785 \\ 764527 \\ 1127479 \end{array}$ | 46367 77190 173293 264878 | $\begin{array}{r} 5717 \\ 8296 \\ 16536 \\ 23695 \end{array}$ |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 33 | 337285 | 100.0 | 31261 | 7266 | 771 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 14 19 32 33 | 232046 280 336 336 385 337 285 | 68.8 83.0 99.9 100.0 | 12836 20 31 3167 161 31 261 | 3156 4948 7245 7266 | 354 512 770 771 |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 264 | 2063142 | 100.0 | 118654 | 30155 | 2901 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 59 112 178 245 | 913609 1420075 1813776 2044444 | 44.3 68.8 87.9 99.1 | 38 3871 59427 89415 116037 | 10 <br> 15 <br> 1566 <br> 22 <br> 467 <br> 29 | 11045 1607 2189 2834 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . | 204 | 1185714 | 100.0 | 77648 | 20182 | 1799 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 73 116 175 204 | 660682 872215 11818422 1185714 | 55.7 73.6 94.3 100.0 | 30606 46663 70208 77648 | 8140 12401 17721 20182 | 741 1172 1610 1799 |
| 42183022 | Hydraulic \& pneumatic parts, accessories, \& supplies whsle |  |  |  |  |  |  |
|  | All firms ............ | 60 | 877428 | 100.0 | 41006 | 9973 | 1102 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 21 27 45 60 | 687638 <br> 776031 <br> 863462 <br> 877 <br> 728 | 78.4 88.4 98.4 100.0 | 19858 28649 38947 41006 |  | 622 768 1037 1102 |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 679 | 7711350 | 100.0 | 540870 | 118105 | 10902 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 128 221 372 505 | 2 918 721 <br> 4 017 455 <br> 5 772 973 <br> 7 101 243 | 37.8 52.1 74.9 92.1 | 163901 267161 367000 470724 | 31776 53005 78474 101077 | $\begin{array}{ll}3 & 247 \\ 5 & 127 \\ 7 & 116 \\ 9 & 183\end{array}$ |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms...................... | 133 | 2386799 | 100.0 | 146132 | 36850 | 3061 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 21 42 77 125 | 1 340 297 <br> 1 803 892 <br> 2 244 350 <br> 2 383 143 | 56.2 75.6 94.6 99.8 | 51320 80242 126427 145535 | 13401 21207 32256 36700 | 1004 1508 2606 3037 |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |
|  | All firms .................. | 188 | 2721654 | 100.0 | 244145 | 58321 | 5619 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 40 68 119 160 | 1 423 524 <br> 1 966 244 <br> 2 462 060 <br> 2 695 452 | 52.3 72.2 90.5 99.0 | 95935 167917 212496 239835 | $\begin{array}{ll} 22 & 603 \\ 40 & 421 \\ 51 & 585 \\ 57 & 390 \end{array}$ | 18870 3822 4818 5500 |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 599 | 2860833 | 100.0 | 271680 | 65414 | 5782 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 294 384 487 584 | $\begin{array}{lll} 1 & 417 & 927 \\ 1 & 998 & 426 \\ 2 & 546 & 961 \\ 2 & 846 & 227 \end{array}$ | 49.6 69.9 89.0 99.5 | $\begin{aligned} & 130163 \\ & 178594 \\ & 229334 \\ & 269031 \end{aligned}$ | $\begin{array}{lll}31 & 071 \\ 42 & 706 \\ 55047 \\ 64 & 740\end{array}$ | 2789 3616 4818 5691 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms ....................... | 436 | 7089751 | 100.0 | 440413 | 107029 | 9124 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 44 65 137 270 | 2 543 219 <br> 3 585 473 <br> 5 275 614 <br> 6 564 715 | $\begin{aligned} & 35.9 \\ & 50.6 \\ & 74.4 \\ & 92.6 \end{aligned}$ | $\begin{aligned} & 129101 \\ & 174459 \\ & 288397 \\ & 384655 \end{aligned}$ | $\begin{array}{ll} 31 & 107 \\ 44 & 432 \\ 70 & 245 \\ 93 & 780 \end{array}$ | 3582 4482 6248 7951 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |
|  | All firms. | 1097 | 23846292 | 100.0 | 643575 | 160535 | 14411 |
|  | 4 largest firms | 46 | 13677576 | 57.4 | 149555 | 40777 | 2127 |
|  | 8 largest firms | 218 | 17106090 | 71.7 | 192034 | 51305 | 2915 |
|  | 20 largest firms | 360 | 20385422 | 85.5 | 350965 | 88922 | 6634 |
|  | 50 largest firms ......................... | 756 | 22402692 | 93.9 | 498761 | 125071 | 10295 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |
|  | All firms . | 1097 | 23846292 | 100.0 | 643575 | 160535 | 14411 |
|  | 4 largest firms | 46 | 13677576 | 57.4 | 149555 | 40777 | 2127 |
|  | 8 largest firms. | 218 | 17106090 | 71.7 | 192034 | 51305 | 2915 |
|  | 20 largest firms | 360 | 20385422 22402692 | 85.5 | 350965 498761 | 88 125022 | 6 634 |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |
|  | All firms. | 301 | 5311517 | 100.0 | 165934 | 38789 | 3993 |
|  | 4 largest firms | 172 | 3428514 | 64.5 | 42479 | 10528 | 788 |
|  | 8 largest firms | 211 | 4577253 | 86.2 | 129090 | 29770 | 3046 |
|  | 20 largest firms | 266 | 5 5 5 22811517 | 98.4 | 157609 | 36867 | 3700 |
|  | 50 largest firms. | 301 | 5311517 | 100.0 | 165934 | 38789 | 3993 |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |
|  | All firms. | 241 | 451429 | 100.0 | 55031 | 12847 | 1663 |
|  | 4 largest firms | 170 | 301233 | 66.7 | 40023 | 9487 | 1157 |
|  | 8 largest firms . ......................... |  | 381908 | 84.6 | 46807 | 11221 | 1424 |
|  | 20 largest firms .......................... | 241 | 451429 | 100.0 | 55031 | 12847 | 1663 |
|  | 50 largest firms ......................... | 241 | 451429 | 100.0 | 55031 | 12847 | 1663 |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 57 | 4145874 | 100.0 | 26872 | 7133 | 618 |
|  | 4 largest firms | 19 | 3845152 | 92.7 | 7960 | 2473 | 112 |
|  | 8 largest firms ............................ | 28 | 4003272 | 96.6 | 12571 | 3717 | 207 |
|  | 20 largest firms .......................... | 44 | 4115279 | 99.3 | 23574 | $\bigcirc 6225$ | 480 |
|  | 50 largest firms ......................... | 57 | 4145874 | 100.0 | 26872 | 7133 | 618 |
| 4218405 | Industrial valves \& fittings (except fluidpower) whsle |  |  |  |  |  |  |
|  | All firms . | 98 | 654866 | 100.0 | 67124 | 17160 | 1422 |
|  | 4 largest firms |  | 405524 | 61.9 | 33772 | 8061 | 666 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . | 65 | 522204 | 79.7 | 48321 | 11996 | ${ }_{1} 991$ |
|  | 20 largest firms ........................ 50 largest firms .................... | 93 98 | 643207 654866 | 98.2 100.0 | 66572 67124 | 17 17 17 160 | 1410 1422 |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |
|  | All firms ... | 400 | 13282606 | 100.0 | 328614 | 84606 | 6715 |
|  | 4 largest firms . | 42 | 10669605 | 80.3 | 166326 | 44487 | 2528 |
|  | 8 largest firms ............................. | 92 | 11480010 | 86.4 | 196434 | 52292 | 3141 |
|  | 20 largest firms <br> 50 largest firms | 236 328 | 12412201 13055984 | 93.4 98.3 | 247731 305347 | 64942 78397 | 4410 5925 |
|  | 50 largest firms .................................... | 328 | 13055984 | 98.3 | 305347 |  |  |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 182 | 3466042 | 100.0 | 98546 | 23118 | 2107 |
|  | 4 largest firms. | 111 | 3055672 | 88.2 | 52206 | 11998 | 1043 |
|  | 8 largest firms.... | 133 | 3324896 | 95.9 | 73590 | 17244 | 1445 |
|  | 20 largest firms | 157 | 3436063 | 99.1 | 93528 | 21876 | 1931 |
|  | 50 largest firms | 182 | 3466042 | 100.0 |  |  |  |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms .... | 182 | 3466042 | 100.0 | 98546 | 23118 | 2107 |
|  | 4 largest firms ... | 111 | 3055672 | 88.2 | 52206 | 11998 |  |
|  | 8 largest firms ............................ | 133 | 3324896 | 95.9 | 73590 | 17244 | 1445 |
|  | 20 largest firms | 157 | 3436063 | 99.1 | 93528 | 21876 | 1931 |
|  | 50 largest firms | 182 | 3466042 | 100.0 | 98546 | 23118 |  |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 3 | D | D | D | D | c |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 3 3 3 3 3 | D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | c c c c |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First-quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
|  | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 12 | 39925 | 100.0 | 4969 | 1208 | 153 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 6 11 12 12 | 31285 39496 39925 39925 | 78.4 98.9 100.0 100.0 | 3442 4890 4969 4969 | 1848 1185 1208 1208 | 92 148 153 153 |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 27 | D | D | D | D | $f$ |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | $\begin{aligned} & 24 \\ & 27 \\ & 27 \\ & 27 \end{aligned}$ | D D D D | D D D D | D D D D | D <br> D <br> D <br> D | e f f f |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ..................... | 140 | D | D | D | D | g |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{aligned} & 102 \\ & 122 \\ & 136 \\ & 140 \end{aligned}$ | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D | D <br> D <br> D <br> D | f g g g |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |
|  | All firms. | 96 | 3471363 | 100.0 | 216097 | 57985 | 4373 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ <br> 50 largest firms | 10 24 24 44 90 | 24243202 2667578 3219735 3465717 | 64.6 76.8 92.8 99.8 | 68764 121185 189280 215667 | 17431 30468 51 57888 57 |  |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |
|  | All firms. | 96 | 3471363 | 100.0 | 216097 | 57985 | 4373 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 10 24 44 90 | 2643202 2667578 3219735 3465717 | 64.6 76.8 92.8 99.8 | 68764 121185 189280 215667 | 17431 30468 51078 57881 |  |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 62 | 2824449 | 100.0 | 183159 | 49328 | 3634 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 7 15 35 62 |  | 71.7 82.6 95.8 100.0 | 73102 110105 171958 183159 | 18319 <br> 27667 <br> 46644 <br> 49 <br> 28 | 1 1 515 |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 27 | D | D | D | D | f |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | $\begin{aligned} & 11 \\ & 21 \\ & 27 \\ & 27 \end{aligned}$ | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D D D D | D <br> D <br> D <br> D | e f f f |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 7 | D | D | D | D | c |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 6 7 7 7 | D D D D | D D D D | D D D D | D <br> D <br> D <br> D | c c c c |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |
|  | All firms .................... | ${ }^{\prime} 263$ | D | D | D | D | i |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} \text { r59 } \\ \text { r71 } \\ \text { r100 } \\ \text { r180 } \end{array}$ | D D D D | D D D D | D D D D | D D D D | g h $i$ $i$ |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms ..................... | '53 | '3 778496 | 100.0 | r171 399 | '41941 | '2746 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | $\begin{array}{r} 4 \\ 8 \\ 23 \\ 53 \end{array}$ | $\begin{array}{lll} 2 & 600 & 971 \\ 3 & 397 & 623 \\ 3 & 681 & 627 \\ 3 & 778 & 496 \end{array}$ | $\begin{array}{r} 68.8 \\ 89.9 \\ 97.4 \\ 100.0 \end{array}$ | 91484 145960 161115 171399 | $\begin{array}{ll} 21 & 570 \\ 35 & 826 \\ 39 & 508 \\ 41 & 941 \end{array}$ | $\begin{array}{r}  \\ \\ 1771 \\ 2 \\ 2976 \\ 2746 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES - Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |
|  | All firms | 194 | 5899943 | 100.0 | 217278 | 54350 | 3909 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 24 42 64 113 | 2 045825  <br> 2 967 641 <br> 4 319 300 <br> 5 537 391 | 34.7 50.3 73.2 93.9 | 37157 54960 128089 181891 | 9461 12686 33380 46689 | 522 686 2177 3068 |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms. | 51 | 692623 | 100.0 | 29240 | 6746 | 748 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 28 36 36 51 51 | 543617 640708 692623 692623 | 78.5 92.5 100.0 100.0 | 16062 21701 29240 29240 | 37538 4939 6746 6746 | 354 496 748 748 |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |
|  | All firms . | 202 | 7748425 | 100.0 | 345408 | 83096 | 8449 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 33 37 108 173 | $\begin{array}{lll} 3 & 788 & 702 \\ 5 & 062 & 732 \\ 6 & 446 & 624 \\ 7 & 616 & 448 \end{array}$ | 48.9 65.3 83.2 98.3 | 91307 165336 237315 329564 | 24 291 <br> 38 847 <br> 55 258 <br> 77 740 | 2121 2575 4415 7855 |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |
|  | All firms | 202 | 7748425 | 100.0 | 345408 | 83096 | 8449 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 33 37 108 173 | 3788702 5062732 6446624 7616448 | 48.9 65.3 83.2 98.3 | 91307 165336 237315 329564 | 24291 38847 55858 77740 | 21121 2575 4415 7855 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |
|  | All firms . | 233 | 6347552 | 100.0 | 248975 | 63198 | 5248 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 92 108 148 189 | $\begin{array}{lll} 3 & 010 & 425 \\ 3 & 857 & 007 \\ 5 & 090 & 509 \\ 6 & 184 & 618 \end{array}$ | 47.4 60.8 80.2 97.4 | 77639 107122 173569 233623 | $\begin{array}{ll} 19 & 648 \\ 28 & 215 \\ 43 & 302 \\ 58 & 814 \end{array}$ |  |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |
|  | All firms. | 233 | 6347552 | 100.0 | 248975 | 63198 | 5248 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 92 108 148 189 | $\begin{array}{llll}3 & 010 & 425 \\ 3 & 857 & 007 \\ 5 & 090 & 509 \\ 6 & 184 & 618\end{array}$ | 47.4 60.8 80.2 97.4 | 77639 107122 173569 233623 | 19648 <br> 28215 <br> 43302 <br> 58 <br> 8 | 11578 2088 3 4659 4783 |
| 42234 | Footwear whsle |  |  |  |  |  |  |
|  | All firms. | 29 | 2119637 | 100.0 | 122446 | 30800 | 2105 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 5 13 27 29 | 1 250 606 <br> 1 677 647 <br> 2 113 320 <br> 2 119 637 | 59.0 79.1 99.7 100.0 | 42515 87151 121871 122446 | 10677 21682 30681 30800 | 555 1378 2088 2105 |
| 422340 | Footwear whsle |  |  |  |  |  |  |
|  | All firms. | 29 | 2119637 | 100.0 | 122446 | 30800 | 2105 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 5 13 27 29 | 1 250606  <br> 1 677 647 <br> 2 113 320 <br> 2 119 637 | 59.0 79.1 99.7 100.0 | 42515 87151 121871 122446 | 10677 21682 30681 30800 | 555 1378 2088 2105 |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |
|  | All firms ........................... | 3765 | 145608857 | 100.0 | 6614860 | 1606055 | 188281 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 617 859 1429 2007 | $\begin{array}{rrr} 42656376 \\ 67 & 732 & 388 \\ 101 & 417 & 767 \\ 122 & 521 & 351 \end{array}$ | 29.3 46.5 69.7 84.1 | 2 351 208 <br> 2 954 424 <br> 4 044 424 <br> 4 960 014 | $\begin{array}{r} 559830 \\ 712502 \\ 983664 \\ 1203086 \end{array}$ | 67701 85671 109317 136500 |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |
|  | All firms | 262 | 7449295 | 100.0 | 227226 | 59433 | 6436 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 93 157 196 262 | $\begin{array}{lll} 5 & 069 & 362 \\ 5 & 825 & 510 \\ 7 & 100 & 793 \\ 7 & 449 & 295 \end{array}$ | 68.1 78.2 95.3 100.0 | $\begin{aligned} & 111466 \\ & 151834 \\ & 199636 \\ & 227226 \end{aligned}$ | 29183 39105 51328 59433 | 3064 <br> 4 <br> 4 <br> 5 <br> 283 <br> 6430 |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |
|  | All firms ......................... | 262 | 7449295 | 100.0 | 227226 | 59433 | 6436 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms | 93 157 196 262 | 5 069362  <br> 5 825 510 <br> 7 100 793 <br> 7 449 295 | $\begin{array}{r} 68.1 \\ 78.2 \\ 95.3 \\ 100.0 \end{array}$ | 111466 151834 199636 227226 | 29183 39105 51328 59433 | 3064 4 4 5 680 6436 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |
|  | All firms. | 507 | 12804977 | 100.0 | 757461 | 175830 | 19409 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 53 84 237 404 | 4683 777  <br> 7 506 179 <br> 10614 393  <br> 12450 182  | 36.6 58.6 82.6 97.2 | $\begin{aligned} & 373368 \\ & 417255 \\ & 600434 \\ & 726 \end{aligned} 144$ | 84345 96072 139082 168213 | $\begin{array}{r} 7629 \\ 8579 \\ 14275 \\ 18268 \end{array}$ |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |
|  | All firms . | 507 | 12804977 | 100.0 | 757461 | 175830 | 19409 |
|  | 4 largest firms 8 largest firms $\qquad$ 20 largest firms 50 largest firms | 53 84 237 404 | $\begin{array}{rrr}4683777 \\ 7 & 506 & 179 \\ 10614393 \\ 12450182\end{array}$ | 36.6 58.6 82.9 97.2 | 373368 417255 600434 726144 | 84345 96072 139082 168213 | 7629 8579 14275 18268 |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |
|  | All firms ....................... | 507 | 12804977 | 100.0 | 757461 | 175830 | 19409 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 53 84 237 404 | $\begin{array}{rrrr}4 & 683 & 777 \\ 7 & 506179 \\ 10614 & 393 \\ 12450182\end{array}$ | 36.6 58.6 82.9 97.2 | 373368 417255 600434 726144 | 84345 96072 139082 168213 | 7629 8579 14275 18268 |
| 42244 | Poultry \& poultry product whsle |  |  |  |  |  |  |
|  | All firms ... | 54 | D | D | D | D | g |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms <br> 50 largest firms $\qquad$ | 25 37 34 54 54 | D D D D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D D D D | f g g g |
| 422440 | Poultry \& poultry product whsle |  |  |  |  |  |  |
|  | All firms. | 54 | D | D | D | D | g |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 25 37 34 54 54 | D D D D | D <br> D <br> D <br> D | D D D D | D D D D | f g g g |
| 4224402 | Poultry \& poultry product (except live) whsle |  |  |  |  |  |  |
|  | All firms . | 54 | D | D | D | D | g |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 25 37 54 54 | D D D D | D D D D | D D D D | D D D D | f g g g |
| 42245 | Confectionery whsle |  |  |  |  |  |  |
|  | All firms. | 302 | 16592178 | 100.0 | 1242879 | 310472 | 37061 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 144 168 245 302 | 12 668 121 <br> 14 833 693 <br> 16 252 864 <br> 16 592 178 | 76.3 89.4 98.0 100.0 | 984625 1076966 1204831 1242879 | 243046 266609 301593 310472 | $\begin{array}{ll} 29 & 135 \\ 31 & 222 \\ 35 & 490 \\ 37 & 061 \end{array}$ |
| 422450 | Confectionery whsle |  |  |  |  |  |  |
|  | All firms. | 302 | 16592178 | 100.0 | 1242879 | 310472 | 37061 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 144 168 245 302 | 12 668 121 <br> 14 833 693 <br> 16 252 864 <br> 16 592 178 | 76.3 89.4 98.0 100.0 | $\begin{array}{rr}  & 984625 \\ 1 & 076966 \\ 1 & 204831 \\ 1 & 242879 \end{array}$ | $\begin{aligned} & 243046 \\ & 266609 \\ & 301593 \\ & 310472 \end{aligned}$ | 29135 31222 35490 37061 |
| 42246 | Fish \& seafood whsle |  |  |  |  |  |  |
|  | All firms | 24 | 334555 | 100.0 | 18934 | 5492 | 654 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 5 12 24 24 | 215153 295427 334555 334555 | 64.3 88.3 10.0 100.0 | 6940 16219 18934 18934 | 1621 4 4 514 592 5492 | 167 458 654 654 |
| 422460 | Fish \& seafood whsle |  |  |  |  |  |  |
|  | All firms................. | 24 | 334555 | 100.0 | 18934 | 5492 | 654 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 5 12 24 24 | 215153 295427 334555 334555 | 64.3 88.3 100.0 100.0 | $\begin{array}{r} 6940 \\ 16219 \\ 18934 \\ 18934 \end{array}$ | 1621 4814 5492 5492 | 167 458 654 654 |
| 42247 | Meat \& meat product whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . | 112 | 20272965 | 100.0 | 121017 | 26471 | 3094 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 30 \\ 70 \\ 94 \\ 112 \end{array}$ | 17 416 495 <br> 19 040 315 <br> 20 115 415 <br> 20 272 965 | $\begin{array}{r} 85.9 \\ 93.9 \\ 99.2 \\ 100.0 \end{array}$ | 38046 79523 109711 121017 | 8756 16826 23735 26471 | 864 2057 2097 3094 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{NAICS code} \& \multirow[b]{2}{*}{Largest firms based on sales by kind of business and type of operation} \& \multirow[b]{2}{*}{Establishments (number)} \& \multicolumn{2}{|c|}{Sales} \& \multirow[b]{2}{*}{Annual payroll \((\$ 1,000)\)} \& \multirow[b]{2}{*}{First-quarter payroll \((\$ 1,000)\)} \& \multirow[t]{2}{*}{Paid employees for pay period including March 12 (number)} \\
\hline \& \& \& Amount (number) \& As percent of total \& \& \& \\
\hline \& MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. \& \& \& \& \& \& \\
\hline 422 \& Wholesale trade, nondurable goods -Con. \& \& \& \& \& \& \\
\hline \multirow[t]{3}{*}{422610} \& Plastics materials \& basic forms \& shapes whsle \& \& \& \& \& \& \\
\hline \& All firms. \& 338 \& 14689127 \& 100.0 \& 347971 \& 87185 \& 7095 \\
\hline \& \begin{tabular}{l}
4 largest firms \\
8 largest firms \\
20 largest firms \\
50 largest firms
\end{tabular} \& 23
62
124
240 \&  \& 44.6
59.6
82.6
95.5 \& 74430
129003
200160
276426 \& \[
\begin{array}{ll}
20 \& 461 \\
34 \& 784 \\
51 \& 210 \\
70 \& 777
\end{array}
\] \& \[
\begin{array}{r} 
\\
\\
1612 \\
2918 \\
5 \\
5
\end{array} 265
\] \\
\hline \multirow[t]{3}{*}{42269} \& Other chemical \& allied products whsle \& \& \& \& \& \& \\
\hline \& All firms. \& 1943 \& 51676955 \& 100.0 \& 2048114 \& 539435 \& 39017 \\
\hline \& 4 largest firms \(\qquad\) 8 largest firms 20 largest firms
\(\qquad\) 50 largest firms \(\qquad\) \& 26
152
558
1045 \&  \& 25.8
38.2
60.7
83.8 \& 325528
599808
947980
1439114 \& 101997
167280
260501
385629 \& \[
\begin{array}{r}
4044 \\
8689 \\
15035 \\
25240
\end{array}
\] \\
\hline \multirow[t]{3}{*}{422690} \& Other chemical \& allied products whsle \& \& \& \& \& \& \\
\hline \& All firms. \& 1943 \& 51676955 \& 100.0 \& 2048114 \& 539435 \& 39017 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \(\qquad\) \\
20 largest firms \\
50 largest firms \(\qquad\)
\end{tabular} \& 26
152
558
1045 \& \begin{tabular}{l}
13 \\
13 \\
19 \\
31 \\
7268 \\
362 \\
\hline 193 \\
43 \\
40
\end{tabular} \& 25.8
38.2
60.7
83.8 \& 325528
599808
947980
1439114 \& 101997
167280
260501
385629 \& \[
\begin{array}{r}
4044 \\
8689 \\
15035 \\
25240
\end{array}
\] \\
\hline \multirow[t]{3}{*}{4226901} \& Industrial gases (except LP) whsle \& \& \& \& \& \& \\
\hline \& All firms . \& 291 \& 1302718 \& 100.0 \& 165055 \& 40416 \& 4117 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms \(\qquad\) \\
50 largest firms \(\qquad\)
\end{tabular} \& 231
285
291
291 \& \(\begin{array}{lll}1 \& 044417 \\ 1 \& 251754 \\ 1 \& 302718 \\ 1 \& 302718\end{array}\) \& 80.2
96.1
100.0
100.0 \& \[
\begin{aligned}
\& 130883 \\
\& 161331 \\
\& 165055 \\
\& 165055
\end{aligned}
\] \& 31988
39427
40416
40 \& \(\begin{array}{lll}3 \& 174 \\ 4 \& 005 \\ 4 \& 117 \\ 4 \& 117\end{array}\) \\
\hline \multirow[t]{3}{*}{4226902} \& Other chemical \& allied products whsle \& \& \& \& \& \& \\
\hline \& All firms. \& 1652 \& 50374237 \& 100.0 \& 1883059 \& 499019 \& 34900 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms \(\qquad\) \\
50 largest firms \(\qquad\)
\end{tabular} \& 26
152
556
1076 \& 13357293
19728519
31
451625
42809465 \& 26.5
39.2
62.2
85.0 \& 325528
599808
947063
1354007 \& \[
\begin{aligned}
\& 101997 \\
\& 167280 \\
\& 260237 \\
\& 364443
\end{aligned}
\] \& \(\begin{array}{rrr}4 \& 044 \\ 8689 \\ 15 \& 003 \\ 23 \& 342\end{array}\) \\
\hline \multirow[t]{3}{*}{4227} \& Petroleum \& petroleum products whsle \& \& \& \& \& \& \\
\hline \& All firms. \& 1271 \& 116162796 \& 100.0 \& 992475 \& 263868 \& 20311 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \(\qquad\) \\
20 largest firms \(\qquad\) \\
50 largest firms \(\qquad\)
\end{tabular} \& 238
408
943
1200 \& 39240920
69336451
105099321
115629120 \& 33.8
59.7
90.7
99.5 \& 304064
471747
783382
971844 \& 87962
130742
210884
258794 \& 4923
8383
15666
19775 \\
\hline \multirow[t]{3}{*}{42271} \& Petroleum bulk stations \& terminals \& \& \& \& \& \& \\
\hline \& All firms. \& 892 \& 83944314 \& 100.0 \& 655953 \& 171350 \& 14691 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) 8 largest firms \\
20 largest firms
\(\qquad\) \\
50 largest firms \(\qquad\)
\end{tabular} \& 168
368
736
891 \& 32674877
56660701
78750159

D \& 38.9
67.5
93.8
D \& 160318
315482
547035
D \& 43377
83629
144045
D \& 2999
6450
12155 <br>
\hline \multirow[t]{3}{*}{422710} \& Petroleum bulk stations \& terminals \& \& \& \& \& \& <br>
\hline \& All firms \& 892 \& 83944314 \& 100.0 \& 655953 \& 171350 \& 14691 <br>

\hline \& | 4 largest firms $\qquad$ 8 largest firms |
| :--- |
| 20 largest firms $\qquad$ |
| 50 largest firms $\qquad$ | \& 168

368
736

891 \& | 32 | 674 | 877 |
| ---: | ---: | ---: |
| 56 | 660 | 701 |
| 78 | 750 | 159 |
|  |  | $D$ | \& 38.9

67.5
93.8
D \& 160318
315482
547035
D \& 43377
83629
144045
D \& 2999
6450
12155 <br>
\hline \multirow[t]{3}{*}{4227101} \& Petroleum bulk stations \& terminals (except LP) \& \& \& \& \& \& <br>
\hline \& All firms ...................... \& 865 \& D \& D \& D \& D \& j <br>
\hline \& 4 largest firms 8 largest firms $\qquad$ 20 largest firms 50 largest firms \& 155
359
724
865 \& D
D
D

D \& | D |
| :--- |
| D |
| D |
| D | \& D

D
D

D \& | D |
| :--- |
| D |
| D |
| D | \& h

i
j
j <br>
\hline \multirow[t]{3}{*}{42271011} \& Petroleum bulk stations (except LP) \& \& \& \& \& \& <br>
\hline \& All firms .................... \& 198 \& D \& D \& D \& D \& h <br>

\hline \& | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ |
| :--- |
| 50 largest firms $\qquad$ | \& 76

117
169
198 \& D
D
D

D \& | D |
| :--- |
| D |
| D |
| D | \& D

D
D
D \& D
D
D
D \& g
g
g
h <br>
\hline \multirow[t]{3}{*}{42271012} \& Petroleum bulk terminals (except LP) \& \& \& \& \& \& <br>
\hline \& All firms ..................... \& 667 \& D \& D \& D \& D \& j <br>

\hline \& | 4 largest firms $\qquad$ |
| :--- |
| 8 largest firms |
| 20 largest firms $\qquad$ |
| 50 largest firms $\qquad$ | \& 138

280
583

667 \& \begin{tabular}{l}
D <br>
\hline D <br>
D <br>
D

 \& 

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

D
D

D \& | D |
| :--- |
| D |
| D |
| D | \& g

i
$j$
$j$ <br>
\hline
\end{tabular}

Table 6. Concentration by Largest Firms: 1997-Con.



\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multirow[b]{2}{*}{NAICS code} \& \multirow[b]{2}{*}{Largest firms based on sales by kind of business and type of operation} \& \multirow[b]{2}{*}{Establishments (number)} \& \multicolumn{2}{|c|}{Sales} \& \multirow[b]{2}{*}{Annual payroll \((\$ 1,000)\)} \& \multirow[b]{2}{*}{First-quarter payroll \((\$ 1,000)\)} \& \multirow[t]{2}{*}{Paid employees for pay period including March 12 (number)} \\
\hline \& \& \& Amount (number) \& As percent of total \& \& \& \\
\hline 422 \& \begin{tabular}{l}
MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. \\
Wholesale trade, nondurable goods -Con.
\end{tabular} \& \& \& \& \& \& \\
\hline \multirow[t]{3}{*}{4227102} \& Liquefied petroleum bulk stations \& terminals \& \& \& \& \& \& \\
\hline \& All firms . \& 27 \& D \& D \& D \& D \& e \\
\hline \& \begin{tabular}{l}
4 largest firms \\
8 largest firms \\
20 largest firms \\
50 largest firms
\end{tabular} \& 15
21
27
27
27 \& D
D
D
D \& D
D
D
D \& D
D
D
D \& D
D
D
D \& c
e
e
e \\
\hline \multirow[t]{3}{*}{42272} \& Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) \& \& \& \& \& \& \\
\hline \& All firms ................... \& 379 \& 32218482 \& 100.0 \& 336522 \& 92518 \& 5620 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms \(\qquad\) \\
50 largest firms
\end{tabular} \& 115
144
280
364 \& 18597560
25134822
30649968
32193789 \& 57.7
78.0
95.1
99.9 \& 182533
211675
301402
333165 \& 51886
60033
83887
91786 \& 2584
3129
4747
5542 \\
\hline \multirow[t]{3}{*}{422720} \& Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) \& \& \& \& \& \& \\
\hline \& All firms .. \& 379 \& 32218482 \& 100.0 \& 336522 \& 92518 \& 5620 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms \(\qquad\) \\
50 largest firms \(\qquad\)
\end{tabular} \& 115
144
280
364 \& 18597560
25134822
30649968
32193789 \& 57.7
78.0
95.1
99.9 \& 182533
211675
301402
333165 \& 51886
60033
83887
91786 \& 2584
3129
4747
5542 \\
\hline \multirow[t]{3}{*}{4228} \& Beer, wine, \& distilled alcoholic beverage whsle \& \& \& \& \& \& \\
\hline \& All firms ................. \& 161 \& D \& D \& D \& D \& i \\
\hline \& \begin{tabular}{l}
4 largest firms \\
8 largest firms \\
20 largest firms \\
50 largest firms
\end{tabular} \& 95
125
152
161 \& \begin{tabular}{l} 
D \\
\hline D \\
D \\
D
\end{tabular} \& \begin{tabular}{l} 
D \\
\hline D \\
D \\
D
\end{tabular} \& D
D
D
D \& D
D
D
D \& \({ }_{\text {g }}\) \\
\hline \multirow[t]{3}{*}{42281} \& Beer \& ale whsle \& \& \& \& \& \& \\
\hline \& All firms ...................... \& 28 \& D \& D \& D \& D \& h \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \(\qquad\) \\
20 largest firms \\
50 largest firms \(\qquad\)
\end{tabular} \& 22
27
27
28
28 \& D
D
D
D \& D
D
D
D
D \& D
D
D
D \& D
D
D
D \& h
\(h\)
\(h\)
\(h\) \\
\hline \multirow[t]{3}{*}{422810} \& Beer \& ale whsle \& \& \& \& \& \& \\
\hline \& All firms... \& 28 \& D \& D \& D \& D \& h \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms
\(\qquad\) \\
50 largest firms \(\qquad\)
\end{tabular} \& 22
27
27
28
28 \& \begin{tabular}{l} 
D \\
\hline D \\
D \\
D
\end{tabular} \& \begin{tabular}{l} 
D \\
\hline D \\
D \\
D
\end{tabular} \& \begin{tabular}{l} 
D \\
\hline D \\
D \\
D
\end{tabular} \& D \& h
h
h
h \\
\hline \multirow[t]{3}{*}{42282} \& Wine \& distilled alcoholic beverage whsle \& \& \& \& \& \& \\
\hline \& All firms ..................... \& 133 \& 8055507 \& 100.0 \& 277666 \& 72952 \& 3753 \\
\hline \& \begin{tabular}{l}
4 largest firms \(\qquad\) \\
8 largest firms \\
20 largest firms \(\qquad\) \\
50 largest firms
\end{tabular} \& 95
114
133
133 \& 6059102
7793508

D \& 75.2
96.7
D

D \& $$
\begin{array}{r}
186563 \\
251 \quad 154 \\
D \\
D
\end{array}
$$ \& 50368

66504
D

D \& $\begin{array}{rrr}2 & 170 \\ 3105 \\ & \text { h } \\ & h\end{array}$ <br>
\hline \multirow[t]{3}{*}{422820} \& Wine \& distilled alcoholic beverage whsle \& \& \& \& \& \& <br>
\hline \& All firms ....................... \& 133 \& 8055507 \& 100.0 \& 277666 \& 72952 \& 3753 <br>

\hline \& | 4 largest firms $\qquad$ |
| :--- |
| 8 largest firms |
| 20 largest firms $\qquad$ |
| 50 largest firms $\qquad$ | \& 95

114
133

133 \& $$
\begin{array}{rrr}
6 & 059 & 102 \\
7 & 793 & 508 \\
& & D \\
& & D
\end{array}
$$ \& 75.2

96.7
D

D \& $$
\begin{array}{r}
186563 \\
251 \quad 154 \\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
50368 \\
66504 \\
\\
\\
\\
D \\
D
\end{array}
$$
\] \& $\begin{array}{rr}2170 \\ 3105 \\ & \text { h } \\ & h\end{array}$ <br>

\hline \multirow[t]{3}{*}{4228201} \& Wine \& distilled alcoholic bev (licensed operation) whsle \& \& \& \& \& \& <br>
\hline \& All firms ....................... \& 133 \& 8055507 \& 100.0 \& 277666 \& 72952 \& 3753 <br>

\hline \& | 4 largest firms $\qquad$ |
| :--- |
| 8 largest firms |
| 20 largest firms $\qquad$ |
| 50 largest firms | \& 95

114
133

133 \& $$
\begin{array}{rrr}
6 & 059 & 102 \\
7 & 793 & 508 \\
& & D \\
& & D
\end{array}
$$ \& 75.2

96.7
D

D \& $$
\begin{array}{r}
186563 \\
251 \quad 154 \\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
50368 \\
66504 \\
\quad D \\
D
\end{array}
$$
\] \& $\begin{array}{rr}2170 \\ 3105 \\ & h \\ & h\end{array}$ <br>

\hline \multirow[t]{3}{*}{4229} \& Miscellaneous nondurable goods whsle \& \& \& \& \& \& <br>
\hline \& All firms ....................... \& 1936 \& D \& D \& D \& D \& 1 <br>

\hline \& | 4 largest firms $\qquad$ |
| :--- |
| 8 largest firms |
| 20 largest firms $\qquad$ |
| 50 largest firms | \& \[

$$
\begin{array}{r}
62 \\
236 \\
550 \\
971
\end{array}
$$

\] \& | D |
| :--- |
| D |
| D |
| D | \& | D |
| :--- |
| D |
| D |
| D | \& | D |
| :--- |
| D |
| D |
| D | \& D

D
D
D \& i
$j$
$j$
k <br>
\hline 42291 \& Farm supplies whsle \& \& \& \& \& \& <br>
\hline
\end{tabular}

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42291 | Farm supplies whsle-Con. |  |  |  |  |  |  |
|  | All firms. | 718 | 18788908 | 100.0 | 768644 | 209649 | 14723 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms <br> 50 largest firms $\qquad$ | 20 124 432 618 | 10 549 354 <br> 13 431 574 <br> 16 602 030 <br> 18 521 993 | 56.1 71.5 88.4 98.6 | 387042 506954 648640 750699 | 113502 140246 177825 204636 | $\begin{array}{r} 4387 \\ 7548 \\ 11565 \\ 14119 \end{array}$ |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |
|  | All firms. | 718 | 18788908 | 100.0 | 768644 | 209649 | 14723 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 20 124 432 618 | 10549354 13431574 16602030 18521993 | 56.1 71.5 88.4 98.6 | 387042 506954 648640 750699 | 113502 140246 177825 204636 | 4387 7548 11565 14119 |
| 4229101 | Farm supplies-farm dealers |  |  |  |  |  |  |
|  | All firms. | 510 | 3131362 | 100.0 | 175680 | 47898 | 5749 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 236 284 419 503 | 1 1 513681 | 48.3 74.3 92.5 99.8 | 54667 125362 159293 175055 | 13810 <br> 35015 <br> 43162 <br> 47 <br> 754 | 1740 3835 5140 5721 |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |
|  | All firms. | 208 | 15657546 | 100.0 | 592964 | 161751 | 8974 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 16 51 122 190 | 10260885 12807579 14930256 15637441 | 65.5 81.8 95.4 99.9 | 383502 486737 542924 590 463 | 112536 134585 148349 161137 | 4316 48874 7864 8894 |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |
|  | All firms. | 674 | 14024800 | 100.0 | 817849 | 207016 | 17026 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 184 254 340 509 |  | 55.9 67.5 81.6 95.8 | 302884 390 5477 543 739 734 | 74068 102931 141484 187603 | 5924 7 9 9 14 14 586 |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |
|  | All firms ..................... | 674 | 14024800 | 100.0 | 817849 | 207016 | 17026 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 184 254 340 509 |  | 55.9 67.5 61.6 95.8 | 302884 <br> 390 <br> 543 <br> 431 <br> 739 <br> 734 | 74068 102931 141484 187603 |  |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 12 | 79855 | 100.0 | 7757 | 1813 | 430 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 4 9 12 12 | 57361 79855 79855 | 71.8 D 100.0 100.0 | 4829 D 7757 7757 | $\begin{array}{rr}1819 \\ 1 & \text { D } \\ 1813 \\ 1813\end{array}$ | 295 e 430 430 |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 12 | 79855 | 100.0 | 7757 | 1813 | 430 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 4 9 12 12 | $\begin{array}{rr} 57 & 361 \\ & D \\ 79855 \\ 79855 \end{array}$ | 71.8 100.0 100.0 | 4829 775 7757 7757 | $\begin{array}{rr}1819 \\ 1 & 219 \\ 1 \\ 1 \\ 1813 \\ 1813\end{array}$ | 295 $e$ 430 430 |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |
|  | All firms ....................... | 62 | 18550203 | 100.0 | 407935 | 106130 | 11349 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 49 54 62 62 | 17 136 156 <br> 18 304 454 <br> 18 550 203 <br> 18 550 203 | 92.4 98.7 100.0 100.0 | 328700 393940 407935 407935 | 85972 101733 106130 106130 | 8657 108888 11349 11 349 |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |
|  | All firms ....................... | 62 | 18550203 | 100.0 | 407935 | 106130 | 11349 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 49 54 62 62 | 17 136 156 <br> 18 304 454 <br> 18 550 203 <br> 18 550 203 | 92.4 98.7 100.0 100.0 | 328700 393940 407935 407935 | 85972 101733 106130 106130 | 8657 108888 11349 11 |
| 42295 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 356 | 2987359 | 100.0 | 184049 | 44333 | 4488 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 167 207 232 343 | 1 757 245 <br> 2 327 452 <br> 2 781 242 <br> 2 982 011 | $\begin{aligned} & 58.8 \\ & 77.9 \\ & 93.1 \\ & 99.8 \end{aligned}$ | 92438 127663 160470 183360 | $\begin{array}{ll} 21 & 985 \\ 30 & 364 \\ 38 & 340 \\ 44 & 150 \end{array}$ |  |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES -Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 422950 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 356 | 2987359 | 100.0 | 184049 | 44333 | 4488 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 167 207 232 343 | 1 1 757245 | 58.8 77.9 93.1 99.8 | 92438 127663 160470 183360 | 21985 30364 38340 44150 | 2361 3 3 3 3 750 4 449 |
| 4229501 | Paint, varnish, \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 356 | 2987359 | 100.0 | 184049 | 44333 | 4488 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 167 207 232 343 | $\begin{array}{llll}1 & 757 & 245 \\ 2 & 32745 \\ 2 & 781 & 422 \\ 2 & 982 & 011\end{array}$ | 58.8 77.9 93.1 99.8 | 92438 127663 160470 183 | 21985 30364 38340 44150 | 2361 3122 3750 4449 |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms . | 114 | D | D | D | D | h |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 7 12 33 74 | D D D D | D D D D | D D D D | D <br> D <br> D <br> D | f g g h |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 114 | D | D | D | D | h |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 7 7 12 33 74 | D D D D | D <br> D <br> D <br> D | D D D D | D | f g g h |
| 4229901 | Art goods whsle |  |  |  |  |  |  |
|  | All firms. | 16 | 652548 | 100.0 | 27576 | 6680 | 918 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 6 10 16 16 | 578816 633270 652548 652548 | 88.7 97.0 100.0 100.0 | 19930 25487 2756 27576 | 4682 6158 6680 6680 | 665 796 918 918 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |
|  | All firms . | 8 | 630129 | 100.0 | 38929 | 10597 | 648 |
|  | 4 largest firms <br> 8 largest firms | 5 8 8 | $\begin{array}{r}630 \\ \hline 129\end{array}$ | D 100.0 | D 38929 | $10 \begin{array}{r}\text { D } \\ 107\end{array}$ | 648 ${ }^{\text {f }}$ |
|  | 20 largest firms | 8 | 630 630 129 | 100.0 | 38929 38 | 10597 10597 | 648 |
|  | 50 largest firms |  |  |  |  |  |  |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |
|  | All firms .................... | 6 | 25170 | 100.0 | 1406 | 318 | 34 |
|  | 4 largest firms .......................... | 5 | D | D | D | D | b |
|  |  | 6 | 25170 | 100.0 | 1406 | 318 | 34 |
|  | 20 largest firms 50 largest firms | 6 6 | 25170 25170 | 100.0 100.0 | 1406 1406 | 318 318 | 34 34 |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |
|  | All firms.................... | 84 | D | D | D | D | g |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 6 11 28 74 | D D D D | D D D D | D D D D | D D D D | f f g g |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS |  |  |  |  |  |  |
|  | All firms . | '47835 | '467 651822 | 100.0 | r10 630348 | '2403680 | r283 257 |
|  | 4 largest firms <br> 8 largest firms | 114 231 31 | 55689 <br> 77 <br> 749 <br> 198 | 11.9 16.6 | 398556 712910 | 96700 168422 | 28902 39 433 |
|  | 20 largest firms | 219 4 | 104616042 | 22.4 | 1085244 | 254665 | $50052$ |
|  | 50 largest firms .................................. | 429 | 129860608 | 27.8 | 1376969 | 324346 | $57095$ |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |
|  | All firms ....................... | '32 022 | '257 371090 | 100.0 | r6 770114 | r1 521895 | r162 155 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{aligned} & 113 \\ & 118 \\ & 142 \\ & 208 \end{aligned}$ | 47413329 51558505 59769737 68496934 | 18.4 20.4 23.2 26.6 | $\begin{aligned} & 407706 \\ & 488412 \\ & 595088 \\ & 715670 \end{aligned}$ | 97077 116889 141701 167763 | $\begin{array}{ll} 29 & 019 \\ 30 & 302 \\ 32 & 475 \\ 34 & 767 \end{array}$ |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First-quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |
|  | All firms. | 1279 | 6881557 | 100.0 | 181238 | 39945 | 4302 |
|  | 4 largest firms | 4 | 791002 | 11.5 | 10006 | 1900 | 162 |
|  | 8 largest firms | 9 | 1089906 | 15.8 | 12789 | 2642 | 201 |
|  | 20 largest firms | 22 | 1715517 | 24.9 | 25564 | 5456 | 415 |
|  | 50 largest firms | 52 | 2513125 | 36.5 | 42777 | 9491 | 701 |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |
|  | All firms. | 279 | 2350666 | 100.0 | 55000 | 12226 | 1167 |
|  | 4 largest firms | 4 | 705000 | 30.0 | 4780 | 750 | 39 |
|  | 8 largest firms | 8 | 904284 | 38.5 | 8434 | 1523 | 114 |
|  | 20 largest firms | 20 | 1249467 | 53.2 | 16106 | 3325 | 235 |
|  | 50 largest firms ......................... | 54 | 1683577 | 71.6 | 32438 | 7066 | 535 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |
|  | All firms | 242 | 1461021 | 100.0 | 35906 | 7567 | 742 |
|  | 4 largest firms | 4 | 236212 | 16.2 | 5396 | 1221 | 80 |
|  | 8 largest firms. | 8 | 371212 | 25.4 | ${ }_{6}^{6} 877$ | 1491 | 94 |
|  | 20 largest firms ${ }^{5}$ lat................... | 20 | 606516 | 41.5 | 10553 | 2208 | 127 |
|  | 50 largest firms .......................... | 50 | 982244 | 67.2 | 17550 | 3628 | 226 |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |
|  | All firms . | 225 | 660505 | 100.0 | 20246 | 4414 | 574 |
|  | 4 largest firms | 4 | 102592 | 15.5 | 3069 | 498 | 33 |
|  | 8 largest firms. | 8 | 172491 | 26.1 | 3968 | 713 | 54 |
|  | 20 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots . .$. | 20 50 | 295578 452905 | 44.8 68.6 | 6916 11080 | 1314 2109 | 107 203 |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |
|  | All firms . | 533 | 2409365 | 100.0 | 70086 | 15738 | 1819 |
|  | 4 largest firms | 5 | 362206 | 15.0 | 8083 | 1943 | 157 |
|  | 8 largest firms | 10 | 547601 | 22.7 | 12526 | 2947 | 268 |
|  | 20 largest firms. | 23 | 821148 | 34.1 | 17652 | 4273 | 368 |
|  | 50 largest firms .. | 54 | 1289834 | 53.5 | 30152 | 6780 | 630 |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |
|  | All firms . | 1397 | 6492752 | 100.0 | 169286 | 35851 | 3765 |
|  |  | 4 | 551652 | 8.5 | 7552 | 1315 | 88 |
|  | 8 largest firms. | 8 | 858593 | 13.2 | 12364 | 2321 | 132 |
|  | 20 largest firms .......................... | 20 | 1407750 | 21.7 | 20191 | 4146 | 227 |
|  | 50 largest firms ......................... | 49 | 2114422 | 32.6 | 31851 | 6493 | 423 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |
|  | All firms .... | 630 | 3768321 | 100.0 | 82730 | 17369 | 1732 |
|  | 4 largest firms ........................... | 4 | 551543 | 14.6 | 6921 | 1182 | 70 |
|  | 8 largest firms .. | 8 | , 802460 | 21.3 | 9723 | 1752 | 100 |
|  | 20 largest firms | 20 | 1183955 1731301 | 31.4 | 15139 | 3017 5159 | 201 |
|  | 50 largest firms ....................... | 50 | 1731301 | 45.9 | 25123 | 5159 | 336 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle |  |  |  |  |  |  |
|  | All firms. | 630 | 3768321 | 100.0 | 82730 | 17369 | 1732 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . | 4 | 551543 | 14.6 | 6921 | 1182 | 70 |
|  | 8 largest firms ............................ | 8 | , 802460 | 21.3 | 9723 | 1752 | 100 |
|  | 20 largest firms | 20 | 1183955 1731 | 31.4 | 15139 | 3017 50159 | 201 |
|  | 50 largest firms | 50 | 1731301 | 45.9 | 25123 | 5159 | 336 |
| 4213101 | Lumber without yard whsle |  |  |  |  |  |  |
|  | All firms .. | 160 | 780039 | 100.0 | 14626 | 2965 | 350 |
|  | 4 largest firms |  |  |  |  |  |  |
|  | 8 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots .$. | 8 | 329252 | 42.2 | 2546 | 523 | 48 |
|  | 20 largest firms <br> 50 largest firms | 20 53 | 462750 640180 | 59.3 82.1 | 4166 8928 | 811 1884 | 77 177 |
| 4213102 |  |  |  |  |  |  |  |
|  | Lumber with yard whsle |  |  |  |  |  |  |
|  | All firms . | 4 | 34572 | 100.0 | 1160 | 292 | 37 |
|  | 4 largest firms .......................... | 4 | 34572 | 100.0 | 1160 | 292 | 37 |
|  | 8 largest firms <br> 20 largest firms | 4 | 34572 34572 | 100.0 | 1160 | 292 | 37 |
|  | 20 largest firms <br> 50 largest firms | 4 4 | 34572 <br> 34 <br> 72 | 100.0 100.0 | 1160 1160 | 292 | 37 37 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 303 | 966495 | 100.0 | 34183 | 7722 | 872 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 4 8 21 53 | 169009 271265 421113 630772 | 17.5 28.1 43.6 65.3 | 2957 4860 9414 14518 | 648 885 1985 3163 | 37 84 141 259 |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |
|  | All firms . | 49 | 220957 | 100.0 | 6052 | 1425 | 120 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 4 8 20 49 | 59885 98600 176913 220957 | 27.1 44.6 80.1 100.0 | 11516 2697 4654 6052 | 390 664 1148 1425 | 18 33 75 120 |
| 4213902 | Other construction materials whsle |  |  |  |  |  |  |
|  | All firms ......................... | 254 | 745538 | 100.0 | 28131 | 6297 | 752 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 4 8 23 53 | 169009 266380 396054 537898 | 22.7 35.7 53.1 72.1 | 2957 4733 8067 13050 | 648 873 1638 2770 | 37 84 152 270 |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 3825 | 17418779 | 100.0 | 773243 | 181955 | 14500 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 13 18 34 68 | $\begin{array}{lll}2 & 442531 \\ 3261658 \\ 4678206 \\ 6385557\end{array}$ | 14.0 18.7 26.9 36.7 | 43708 51171 79192 127795 | 11651 12768 20791 33558 | 579 624 1072 1075 |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 98 | 228240 | 100.0 | 8218 | 1708 | 191 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 4 8 20 50 | 67824 109864 169161 216401 | 29.7 48.1 74.1 94.8 | 1026 1992 3707 3992 | 287 396 762 1211 | 19 29 66 116 |
| 421410 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 98 | 228240 | 100.0 | 8218 | 1708 | 191 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 4 8 20 50 | 67824 109864 169161 216401 | 29.7 48.1 74.1 94.8 | 1026 1992 3707 5920 | 287 396 762 1211 | 19 29 66 116 |
| 42142 | Office equipment whsle |  |  |  |  |  |  |
|  | All firms ........................ | 404 | 1595240 | 100.0 | 63279 | 14593 | 1832 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 5 9 92 56 | 571701 754553 1004481 1229807 | 35.8 47.3 63.0 77.1 | 4944 8526 14860 24124 | 1149 2005 3 3 5 5 | 64 113 264 514 |
| 421420 | Office equipment whsle |  |  |  |  |  |  |
|  | All firms ...................... | 404 | 1595240 | 100.0 | 63279 | 14593 | 1832 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 5 9 22 56 | 571701 754553 1004481 1229807 | 35.8 47.3 63.0 77.1 | 4944 8526 14860 24124 |  | 64 113 264 514 |
| 42143 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |
|  | All firms................... | 757 | 7345635 | 100.0 | 212093 | 51274 | 3511 |
|  | 4 largest firms 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 13 18 18 35 71 | 2 305 491 <br> 3 072 772 <br> 4 318 691 <br> 5 434 106 | 31.4 41.8 58.8 74.0 | $\begin{array}{r} 45111 \\ 50275 \\ 74168 \\ 106505 \end{array}$ | 11613 12545 18047 26952 | 574 608 899 1313 |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  |  |  |  |  |
|  | All firms ........................ | 757 | 7345635 | 100.0 | 212093 | 51274 | 3511 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 13 18 18 35 71 | $\begin{array}{lll} 2 & 305 & 491 \\ 3 & 072 & 772 \\ 4 & 318 & 691 \\ 5 & 434 & 106 \end{array}$ | $\begin{aligned} & 31.4 \\ & 41.8 \\ & 58.8 \\ & 74.0 \end{aligned}$ | $\begin{array}{r} 45111 \\ 50275 \\ 74168 \\ 106505 \end{array}$ | $\begin{aligned} & 11613 \\ & 12545 \\ & 18047 \\ & 26952 \end{aligned}$ | 574 608 899 1313 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4214301 | Computer \& peripheral equipment whsle |  |  |  |  |  |  |
|  | All firms | 609 | 6670157 | 100.0 | 183321 | 44830 | 3031 |
|  | 4 largest firms | 13 | 2305491 | 34.6 | 45111 | 11613 | 574 |
|  | 8 largest firms | 18 | 3019537 | 45.3 | 48954 | 12003 | 604 |
|  | 20 largest firms | 35 | 4157811 | 62.3 | 74069 | 19501 | 904 |
|  | 50 largest firms | 70 | 5149892 | 77.2 | 99929 | 25670 | 1276 |
| 42143011 | Computers \& peripheral equipment for resale |  |  |  |  |  |  |
|  | All firms . | 320 | 4896105 | 100.0 | 102413 | 25812 | 1708 |
|  | 4 largest firms | 6 | 2079398 | 42.5 | 27328 | 6718 | 385 |
|  | 8 largest firms | 14 | 2683922 | 54.8 | 32869 | 8063 | 456 |
|  | 20 largest firms | 28 | 3613385 | 73.8 | 50066 | 13808 | 590 |
|  | 50 largest firms | 61 | 4324442 | 88.3 | 68528 | 17887 | 836 |
| 42143012 | Computers \& peripheral equipment for end use |  |  |  |  |  |  |
|  | All firms. | 289 | 1774052 | 100.0 | 80908 | 19018 | 1323 |
|  | 4 largest firms | 11 | 762839 | 43.0 | 30871 | 7505 | 400 |
|  | 8 largest firms. | 15 | 924188 1 | 52.1 | 36076 | $\begin{array}{r}8346 \\ \hline 10\end{array}$ | 459 |
|  | 20 largest firms ........................... | 31 64 | 1173267 1449306 | 66.1 81.7 | 45334 <br> 55 | 10717 12862 | 575 724 |
|  | 50 largest firms ......................... |  |  |  | 55348 |  |  |
| 4214302 | Computer software (packaged) whsle |  |  |  |  |  |  |
|  | All firms . | 148 | 675478 | 100.0 | 28772 | 6444 | 480 |
|  | 4 largest firms | 4 | 365000 | 54.0 | 7412 | 1772 | 75 |
|  | 8 largest firms. | 8 | 435464 | 64.5 | 9246 | 2211 | 95 |
|  | 20 largest firms ......................... | 20 | 531024 | 78.6 | 13389 | 3064 | 162 |
|  | 50 largest firms. | 51 | 621950 | 92.1 | 21237 | 4671 | 301 |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |
|  | All firms . | 594 | 2686765 | 100.0 | 105465 | 24426 | 2474 |
|  | 4 largest firms | 5 | 168019 | 6.3 | 5249 | 1332 | 129 |
|  |  |  |  |  |  |  |  |
|  | 20 largest firms | 27 61 | - 585401 | 21.8 | 20147 38 | ¢ 0608 | 464 |
|  | 50 largest firms ........................ | 61 | 1080009 | 40.2 |  |  |  |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |
|  | All firms . . | 594 | 2686765 | 100.0 | 105465 | 24426 | 2474 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . | 5 | 168019 | 6.3 | 5249 | 1332 | 129 |
|  | 8 largest firms. | 10 | 289107 | 10.8 | 8913 | 2615 | 186 |
|  | 20 largest firms | 27 61 | , 585401 | 21.8 | 20147 <br> 88 | 5068 | 464 |
|  | 50 largest firms ........................ | 61 | 1080009 | 40.2 | 38058 |  |  |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 438 | 2172270 | 100.0 | 77586 | 18041 | 1723 |
|  | 4 largest firms . | 6 | 151426 | 7.0 | 5943 | 1900 | 132 |
|  | 8 largest firms. | 12 | 256793 | 11.8 | 7443 | 2175 | 155 |
|  | 20 largest firms | 28 | 517124 | 23.8 | 14287 | 3843 | 280 |
|  | 50 largest firms ...................... | 63 | 951063 | 43.8 | 28296 | 7114 | 494 |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 156 | 514495 | 100.0 | 27879 | 6385 | 751 |
|  | 4 largest firms . | 4 | 137681 | 26.8 | 2970 | 715 | 54 |
|  | 8 largest firms... | 8 | 226105 | 43.9 | 12000 | 2785 | 314 |
|  | 20 largest firms | 20 | 328151 | 63.8 | 15738 | 3662 | 375 |
|  | 50 largest firms | 50 | 439584 | 85.4 | 21054 |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms .. | 1473 | 4492032 | 100.0 | 322532 | 75514 | 5076 |
|  | 4 largest firms . | 4 | D | D | D | D | c |
|  | 8 largest firms ........................... | 8 | 585569 | 13.0 | 21619 | 6767 | 346 |
|  | 20 largest firms | 20 | $956281$ | 21.3 | $39329$ | $10508$ | 564 |
|  | 50 largest firms | 66 | 1548640 | 34.5 | $77889$ | $17524$ |  |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 1473 | 4492032 | 100.0 | 322532 | 75514 | 5076 |
|  | 4 largest firms | 4 | D 569 | ${ }_{13}{ }^{\text {D }}$ |  |  | C 346 |
|  | 8 largest firms <br> 20 largest firms | -8 | 585569 956281 | 13.0 21.3 | 21619 39329 | $\begin{array}{r}6767 \\ 10508 \\ \hline 75\end{array}$ | 346 564 |
|  | 50 largest firms ... | 66 | 1548640 | 34.5 | 77889 | 17524 | 971 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |
|  | All firms ......................... | 1057 | 9516171 | 100.0 | 178379 | 38688 | 2916 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 6 11 23 56 | 1219456 1 2624286 343 3683944 | 12.8 17.1 25.5 38.7 | 9269 13012 21856 40947 |  | 61 95 169 369 |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |
|  | All firms ......................... | 68 | 1245827 | 100.0 | 21454 | 4853 | 381 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 8 20 50 | 791391 913967 103902 1233705 | 63.5 73.4 88.6 99.0 | 4431 7044 13791 20265 | 4667 1 1 3 3 469 4543 | 43 82 193 343 |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |
|  | All firms ....................... | 989 | 8270344 | 100.0 | 156925 | 33835 | 2535 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 6 11 23 56 |  | 8.2 12.7 22.1 36.6 | 8072 12044 20736 40242 |  | 57 88 158 366 |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |
|  | All firms. | 279 | 2279030 | 100.0 | 40852 | 8984 | 825 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 20 51 | 564936 778911 163302 1631710 | 24.8 34.2 51.0 71.6 | 5544 7112 11872 19092 | 1 1 1 1 6911 | 55 75 144 308 |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |
|  | All firms. | 25 | 128172 | 100.0 | 4431 | 881 | 116 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 20 25 | 85668 104223 125146 128172 | 66.8 81.3 97.6 100.0 | 1586 2838 4153 4431 | 178 455 792 881 | 23 59 105 116 |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |
|  | All firms. | 254 | 2150858 | 100.0 | 36421 | 8103 | 709 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 20 51 | 564936 778911 147438 1587218 | 26.3 36.2 53.3 73.8 | 5414 7112 10823 18087 | 1 1 1 1 6911 | 55 75 135 297 |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms. | 123 | 1634031 | 100.0 | 29446 | 6192 | 455 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 10 22 52 | 487037 679186 1064744 1478425 | 29.8 41.6 65.2 90.5 | 6429 8557 15797 22218 |  | 68 87 190 295 |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms ......................... | 123 | 1634031 | 100.0 | 29446 | 6192 | 455 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 4 10 22 52 | 487037 679186 1064744 1478425 | 29.8 41.6 65.2 90.5 | 6429 8557 15797 22218 |  | 68 87 190 295 |
| 4215201 | Coal whsle |  |  |  |  |  |  |
|  | All firms ...................... | 86 | D | D | D | D | e |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 4 4 10 22 52 | D D D D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | b b c c |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |
|  | All firms ....................... | 37 | D | D | D | D | c |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 20 37 | D <br> D <br> D <br> D | D D D D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | b b c c c |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |
|  | All firms ....................... | 6652 | 65926580 | 100.0 | 1871999 | 418696 | 34098 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 6 22 44 109 | $\begin{array}{rr} 3105356 \\ 4524508 \\ 7272192 \\ 11808902 \end{array}$ | 4.7 6.9 11.0 17.9 | $\begin{array}{r} 85936 \\ 110769 \\ 151407 \\ 246996 \end{array}$ | 20601 25450 36485 57625 |  |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |
|  | All firms. | 2966 | 22378291 | 100.0 | 744714 | 162077 | 15691 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 7 12 35 109 |  | 4.4 6.5 10.8 18.5 | 13271 26504 48684 103736 | 2935 5737 10129 23154 | 267 564 966 2084 |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |
|  | All firms . | 2966 | 22378291 | 100.0 | 744714 | 162077 | 15691 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ |  | 990383 1448883 2414079 4143585 | 4.4 6.5 10.8 18.5 | 13271 26504 48684 103736 | 2935 5737 101299 23154 | 267 564 966 2084 |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |
|  | All firms . | 527 | 5536904 | 100.0 | 129264 | 29419 | 2456 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 6 10 25 58 | 426560 769158 1464306 2554839 | 7.7 13.9 26.4 46.1 | 5627 119666 27612 48391 | 928 2428 5553 10257 | 91 214 404 722 |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |
|  | All firms . | 527 | 5536904 | 100.0 | 129264 | 29419 | 2456 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 6 10 25 58 | 426560 769158 1464306 2554839 | 7.7 13.9 26.4 46.1 | 5627 11966 27612 48391 | 928 2428 5553 10257 | 91 214 404 722 |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . | 3159 | 38011385 | 100.0 | 998021 | 227200 | 15951 |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | 6 22 47 116 | 3105356 4475629 7077702 11223906 | 8.2 11.8 18.6 29.5 | 85936 112296 151035 240041 | 20601 27473 36266 55887 |  |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . | 3159 | 38011385 | 100.0 | 998021 | 227200 | 15951 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 6 22 47 116 | 3105356 4475629 7077702 11223906 | 8.2 11.8 18.6 29.5 | 85936 112296 151035 240041 | 20601 27473 36266 55887 | 1280 1491 1921 2669 |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ........................ | 574 | 3451513 | 100.0 | 132077 | 30790 | 2653 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms | 4 10 24 57 | $\begin{array}{r}488103 \\ 655 \\ 10209 \\ 1675931 \\ \hline\end{array}$ | 14.1 19.0 29.8 48.6 | 19066 23396 33818 53447 | 6247 7154 9797 13822 | 453 525 617 910 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |
|  | All firms .................... | 2585 | 34559872 | 100.0 | 865944 | 196410 | 13298 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 6 22 51 117 | 3105356 4459372 7014030 11079563 | 9.0 12.9 20.3 32.1 | 85936 113087 150448 238897 | 20601 261988 34551 53977 | 1280 1486 1928 2647 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms ...................... | 2894 | D | D | D | D | J |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms <br> 50 largest firms $\qquad$ | $\begin{array}{r} 5 \\ 9 \\ 23 \\ 57 \end{array}$ | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D D D D | D D D D | c e f g |
| 42171 | Hardware whsle |  |  |  |  |  |  |
|  | All firms ....................... | 1048 | 7750213 | 100.0 | 211319 | 46252 | 4381 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms | 5 11 23 58 | $\begin{array}{rrr}  & 636983 \\ 1 & 052887 \\ 1 & 912 & 407 \\ 3 & 147 & 357 \end{array}$ | 8.2 13.6 24.7 40.6 | $\begin{aligned} & 10219 \\ & 15757 \\ & 31735 \\ & 62322 \end{aligned}$ | $\begin{array}{r} 2972 \\ 4194 \\ 6992 \\ 13253 \end{array}$ | 147 260 558 1122 |
| 421710 | Hardware whsle |  |  |  |  |  |  |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 338 | 1352959 | 100.0 | 43977 | 9492 | 1329 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 9 21 53 | 213796 <br> 341953 <br> 610 <br> 875 <br> 875 <br> 99 | 15.8 25.3 45.1 64.7 | 2169 4223 11611 20636 | 558 1149 2872 4 4 | 44 83 214 429 |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 338 | 1352959 | 100.0 | 43977 | 9492 | 1329 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 9 21 53 | 213796 341953 610066 875 899 | 15.8 25.3 45.1 64.7 | 2169 4223 11611 20636 | 558 1 1 2 2 499 4 477 | 44 83 214 429 |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |
|  | All firms. | 100 | D | D | D | D | f |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 4 \\ 8 \\ 20 \\ 50 \end{array}$ | D D D D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D | b c c e |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |
|  | All firms . | 161 | D | D | D | D | e |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 5 \\ 9 \\ 21 \\ 51 \end{array}$ | D D D D | D D D D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | b b c c |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 77 | 616615 | 100.0 | 16241 | 3555 | 329 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 8 22 53 | 192192 304458 472112 603372 | 31.2 49.4 76.6 97.9 | 2605 5656 109388 14688 | 544 1419 2364 3251 | 34 86 186 283 |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms. | 5021 | 17593135 | 100.0 | 850632 | 187382 | 17116 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 6 11 27 67 | 933127 13411338 1970226 3001100 | 5.3 7.6 11.2 17.1 | 9453 93796 40542 71774 | 1605 4937 8463 15017 | 87 326 525 982 |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 5021 | 17593135 | 100.0 | 850632 | 187382 | 17116 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 6 11 27 67 | 933127 $1 \begin{aligned} & 341 \\ & 1\end{aligned} 388$ 1970226 3001100 | 5.3 7.6 11.2 17.1 | 9453 93796 40542 71774 | 1605 4937 8463 15017 | 87 326 525 982 |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms . | 244 | 977042 | 100.0 | 54490 | 12039 | 1054 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | $\begin{array}{r} 6 \\ 10 \\ 22 \\ 54 \end{array}$ | $\begin{aligned} & 101289 \\ & 184755 \\ & 384547 \\ & 643282 \end{aligned}$ | 10.4 18.9 39.4 65.8 | 6028 11410 18892 31798 | 14230 2465 4179 6887 | 97 192 316 519 |
| 4218302 | Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle |  |  |  |  |  |  |
|  | All firms ........................ | 308 | 1007357 | 100.0 | 54300 | 11892 | 1150 |
|  | $\begin{aligned} & 4 \text { largest firms. } \\ & 8 \text { largest firms. } \\ & 20 \text { largest firms } \\ & 50 \text { largest firms } \end{aligned}$ | $\begin{array}{r} 6 \\ 11 \\ 26 \\ 56 \end{array}$ | $\begin{aligned} & 151404 \\ & 247333 \\ & 419271 \\ & 665984 \end{aligned}$ | 15.0 24.6 41.6 66.1 | 6813 10128 18509 26408 | $\begin{array}{ll} 1 & 245 \\ 2 & 001 \\ 3 & 584 \\ 5 & 301 \end{array}$ | 97 147 280 435 |
| 42183021 | Hydraulic \& pneumatic pumps \& motors whsle |  |  |  |  |  |  |
|  | All firms ...................... | 157 | 531948 | 100.0 | 28432 | 6507 | 633 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 5 \\ 9 \\ 22 \\ 56 \end{array}$ | $\begin{aligned} & 137958 \\ & 204767 \\ & 327953 \\ & 445921 \end{aligned}$ | $\begin{aligned} & 25.9 \\ & 38.5 \\ & 61.7 \\ & 83.8 \end{aligned}$ | $\begin{array}{r} 4141 \\ 8554 \\ 13533 \\ 19432 \end{array}$ | $\begin{array}{r} 901 \\ 1888 \\ 2844 \\ 4379 \end{array}$ | 70 149 237 366 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.
 specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix

| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |
|  | All firms . | 453 | 3576194 | 100.0 | 75903 | 15004 | 1276 |
|  | 4 largest firms | 5 | 753234 | 21.1 | 5608 | 808 | 45 |
|  | 8 largest firms | 19 | 1132252 | 31.7 | 9568 | 1886 | 108 |
|  | 20 largest firms | 34 | 1734723 | 48.5 | 19397 | 3821 | 224 |
|  | 50 largest firms | 64 | 2455897 | 68.7 | 30979 | 5744 | 343 |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |
|  | All firms . | 453 | 3576194 | 100.0 | 75903 | 15004 | 1276 |
|  | 4 largest firms | 5 | 753234 | 21.1 | 5608 | 808 | 45 |
|  | 8 largest firms ........................... | 19 |  | 31.7 |  |  | 108 |
|  | 20 largest firms ........................ | 34 | 1734723 | 48.5 | 19397 | 3821 | 224 |
|  | 50 largest firms ......................... | 64 |  | 68.7 |  |  | 343 |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 274 | 2670245 | 100.0 | 49794 | 9139 | 756 |
|  | 4 largest firms | 5 | 753234 | 28.2 | 5608 | 808 | 45 |
|  | 8 largest firms ........................... | 19 | 1132252 | 42.4 | 95688 | 1866 | 108 |
|  | 20 largest firms <br> 50 largest firms | 33 65 | 11677878 2202065 | 62.8 82.5 | 17319 28336 | 3154 5306 | 173 308 |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 100 | D | D | D | D | e |
|  | 4 largest firms | 4 | D | D | D | D | b |
|  | 8 largest firms............................. | 8 | D | D | D | D | b |
|  | 20 largest firms <br> 50 largest firms | 21 51 | D | D | D | D | c |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | 79 | D | D | D | D | c |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . | 5 | D | D | D | D | b |
|  | 8 largest firms . . . . . . $20 . \ldots \ldots \ldots \ldots \ldots$ | 10 | D | D | D | D | b |
|  | 20 largest firms <br> 50 largest firms | 22 52 | D | D | D | D | c |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |
|  | All firms . | r3 564 | D | D | D | D | j |
|  | 4 largest firms . | ${ }^{1} 14$ | D | D | D | D | e |
|  |  | r22 r35 | D | D | D | D | e |
|  | 20 largest firms <br> 50 largest firms | '35 | D | D | D | D | ¢ |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms . | r1 066 | '7 396183 | 100.0 | r179 242 | '38 225 | r3 495 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . | 7 | 877381 | 11.9 | 21843 | 2945 | 268 |
|  | 8 largest firms .......................... | 12 | 1365312 | 18.5 | 28087 | 4163 | 361 |
|  | 20 largest firms ....................... 50 largest firms .................... | 34 70 | 2145260 3258491 | 29.0 44.1 | 40626 62939 | 7124 12251 | 579 860 |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms..... | r1 066 | '7 396183 | 100.0 | r179 242 | r38 225 | r3 495 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . | 7 | 877381 | 11.9 | 21843 | 2945 | 268 |
|  |  |  |  | 18.5 |  |  |  |
|  | 20 largest firms <br> 50 largest firms | $\begin{aligned} & 34 \\ & 70 \end{aligned}$ | $\begin{aligned} & 2145260 \\ & 3 \\ & 3 \\ & 258 \\ & 491 \end{aligned}$ | 29.0 | 40626 62939 | 7124 12251 | 579 860 |
|  | 50 largest firms |  | $3258491$ |  |  |  |  |
| 42192 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms. | 413 | D | D | D | D | g |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 5 \\ 9 \\ 21 \\ 53 \end{array}$ | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D | b b c e |
| 421920 | Toy \& hobby goods \& supplies whsle |  |  |  |  |  |  |
|  | All firms ....................... | 413 | D | D | D | D | g |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 5 9 21 53 | D <br> D <br> D <br> D | D D D D | D <br> D <br> D <br> D | D | b b c c |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods |  |  |  |  |  |  |
|  | All firms. | 15813 | '210 280732 | 100.0 | 3860234 | 881785 | 121102 |
|  | 4 largest firms | 118 | 27682029 | 13.2 | 253326 | 59657 | 9564 |
|  | 8 largest firms | 158 | 41880196 | 19.9 | 464066 | 108968 | 15686 |
|  | 20 largest firms | 225 | 61221470 | 29.1 | 650931 | 151090 | 20851 |
|  | 50 largest firms ......................... | 334 | 79254597 | 37.7 | 934959 | 220430 | 29701 |
| 4221 | Paper \& paper product whsle |  |  |  |  |  |  |
|  | All firms. | 1566 | 7602771 | 100.0 | 242505 | 56581 | 5335 |
|  | 4 largest firms | 4 | 1138547 | 15.0 | 20723 | 5748 | 514 |
|  | 8 largest firms | 8 | 1432547 | 18.8 | 26960 | 7213 | 602 |
|  | 20 largest firms | 21 | 2091908 | 27.5 | 42504 | 10557 | 814 |
|  | 50 largest firms .......................... | 61 | 3264707 | 42.9 | 69285 | 16232 | 1208 |
| 42211 | Printing \& writing paper whsle |  |  |  |  |  |  |
|  | All firms . | 177 | 1378150 | 100.0 | 33353 | 7722 | 616 |
|  | 4 largest firms | 4 | 653236 | 47.4 | 9943 | 2521 | 132 |
|  | 8 largest firms | 8 | 821852 | 59.6 | 13663 | 3299 | 178 |
|  | 20 largest firms | 20 | 1067163 | 77.4 | 17035 | 4064 | 217 |
|  | 50 largest firms ........................ | 50 | 1282553 | 93.1 | 24187 | 5534 | 314 |
| 422110 | Printing \& writing paper whsle |  |  |  |  |  |  |
|  | All firms. | 177 | 1378150 | 100.0 | 33353 | 7722 | 616 |
|  | 4 largest firms | 4 | 653236 | 47.4 | 9943 | 2521 | 132 |
|  | 8 largest firms. | 8 | 821852 | 59.6 | 13663 | 3299 | 178 |
|  | 20 largest firms | 20 | 1067163 | 77.4 | 17035 | 4064 | 217 314 |
|  | 50 largest firms ...... | 50 | 1282553 | 93.1 | 24187 | 5534 | 314 |
| 42212 | Stationery \& office supplies whsle |  |  |  |  |  |  |
|  | All firms. | 735 | 2201547 | 100.0 | 87722 | 20721 | 2443 |
|  | 4 largest firms | , | 359846 | 16.3 | 6957 | 1760 | 332 |
|  | 8 largest firms ........................... |  | 549515 | 25.0 | 10560 | 2547 | 401 |
|  | 20 largest firms ........................... | 29 | 907073 | 41.2 | 18655 | 4887 | 552 |
|  | 50 largest firms ............ | 71 | 1355270 | 61.6 | 30229 | 7371 | 744 |
| 422120 | Stationery \& office supplies whsle |  |  |  |  |  |  |
|  | All firms . . | 735 | 2201547 | 100.0 | 87722 | 20721 | 2443 |
|  | 4 largest firms. | 4 | 359846 | 16.3 | 6957 | 1760 | 332 |
|  |  |  | 549515 | 25.0 | 10560 | 2547 | 401 |
|  | 20 largest firms .......................... | 29 71 | 907073 1355070 | 41.2 | 18655 | 4887 7837 | 552 |
|  | 50 largest firms ......................... | 71 | 1355270 | 61.6 | 30229 | 7371 |  |
| 42213 | Industrial \& personal service paper whsle |  |  |  |  |  |  |
|  | All firms | 654 | 4023074 | 100.0 | 121430 | 28138 | 2276 |
|  | 4 largest firms. | 4 | 662084 | 16.5 | 15035 | 4222 | 203 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 8 | 875828 | 21.8 | 19511 | 5016 | 265 |
|  | 20 largest firms ........................ | 22 56 | 1405289 2149984 | 34.9 53.4 | 34493 52725 | 8063 12718 | 452 738 |
|  | 50 largest firms . . . . . . . . . . . . . . . . . . . . . |  |  |  |  |  |  |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |
|  | All firms . | 654 | 4023074 | 100.0 | 121430 | 28138 | 2276 |
|  | 4 largest firms ........................... | 4 | 662084 | 16.5 | 15035 | 4222 | 203 |
|  | 8 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 8 | 875828 | 21.8 | 19511 | 5016 | 265 |
|  | 20 largest firms | 22 56 | 1405289 | 34.9 53.4 | 34493 | 8 063 | 452 738 |
|  | 50 largest firms ........................ | 56 | 2149984 | 53.4 |  |  |  |
| 4222 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |
|  | All firms ...................... | 445 | 5451128 | 100.0 | 113644 | 23300 | 2526 |
|  | 4 largest firms ........................... | 6 | 1883815 | 34.6 | 26475 | 3919 | 356 |
|  | 8 largest firms ........................... | 10 | 2537008 | 46.5 | 33332 | 5443 | +527 |
|  | 20 largest firms | 49 81 | 3 4 4 198625 | 60.1 770 | 57385 78110 | 10793 | 1057 1611 |
|  | 50 largest firms ........................ | 81 | 4198212 | 77.0 | 78110 |  |  |
| 42221 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |
|  | All firms ................... | 445 | 5451128 | 100.0 | 113644 | 23300 | 2526 |
|  | 4 largest firms ........................... | 6 | 1883815 | 34.6 | 26475 | 3919 | 356 |
|  | 8 largest firms ............................ | 10 | 2537008 | 46.5 | 33332 | 5443 | 527 |
|  | 20 largest firms | 49 | 3275625 | 60.1 | 57385 | 10793 | 1057 |
|  | 50 largest firms | 81 | 4198212 | 77.0 | 78110 | 15512 |  |
| 422210 | Drugs, \& druggists' sundries whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 445 | 5451128 | 100.0 | 113644 | 23300 | 2526 |
|  | 4 largest firms .......................... | ${ }^{6}$ | 1883815 | 34.6 | 26475 | 3919 | 356 |
|  | 8 largest firms ............................. | 10 | 2537008 | 46.5 | 33332 | 5443 | 527 |
|  | 20 largest firms <br> 50 largest firms | 49 81 | 3275625 4198212 | 60.1 77.0 | 57385 78110 | 10793 15512 | 1057 1611 |

Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. |  |  |  |  |  |  |
|  | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle |  |  |  |  |  |  |
|  | All firms. | 445 | 5451128 | 100.0 | 113644 | 23300 | 2526 |
|  | 4 largest firms | 6 | 1883815 | 34.6 | 26475 | 3919 | 356 |
|  | 8 largest firms | 10 | 2537008 | 46.5 | 33332 | 5443 | 527 |
|  | 20 largest firms | 49 | 3275625 | 60.1 | 57385 | 10793 | 1057 |
|  | 50 largest firms.. | 81 | 4198212 | 77.0 | 78110 | 15512 | 1611 |
| 4223 | Apparel, piece goods, \& notions whsle |  |  |  |  |  |  |
|  | All firms . | 3034 | 16937975 | 100.0 | 499819 | 109567 | 9332 |
|  | 4 largest firms | 4 | 1811076 | 10.7 | 48714 | 11487 | 701 |
|  |  | 10 | 2572245 | 15.2 | 69522 | 14616 | 877 |
|  | 20 largest firms ...................... 50 largest firms .................... | 26 60 | 2994861 5 5 290016 | 23.3 33.2 | 110811 162597 | 23193 34581 | 1 1 2 366 |
|  | 50 largest firms ........................ | 60 |  | 33.2 | 162597 | 34581 |  |
| 42231 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms. | 793 | 5032811 | 100.0 | 133335 | 29237 | 2562 |
|  | 4 largest firms | 10 | 691011 | 13.7 | 10614 | 2403 | 124 |
|  | 8 largest firms. | 14 | 1112310 | 22.1 | 20119 | 4289 | 244 |
|  | 20 largest firms | 29 | 1768559 | 35.1 | 32684 | ${ }_{6}^{6921}$ | 411 |
|  | 50 largest firms. | 69 | 2612464 | 51.9 | 50316 | 10553 | 685 |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms . | 793 | 5032811 | 100.0 | 133335 | 29237 | 2562 |
|  | 4 largest firms | 10 | 691011 | 13.7 | 10614 | 2403 | 124 |
|  | 8 largest firms .......................... | 14 |  | 22.1 | 20119 | 4289 | 244 |
|  | 20 largest firms ......................... | 29 | 1768559 | 35.1 | 32684 | ${ }^{6} 921$ | 411 |
|  | 50 largest firms .......................... | 69 | 2612464 | 51.9 | 50316 | 10553 | 685 |
| 4223101 | Piece goods-jobbers |  |  |  |  |  |  |
|  | All firms . | 652 | 4499955 | 100.0 | 110080 | 24467 | 2138 |
|  | 4 largest firms | 10 | 691011 | 15.4 | 10614 | 2403 | 124 |
|  | 8 largest firms .......................... | 14 | 1075679 | 23.9 | 13936 | 3045 | 151 |
|  | 20 largest firms ${ }_{5}$ largent................ | 29 | 1701928 2495092 | 37.8 55 | 26171 43991 | 5627 9 9 | 315 |
|  | 50 largest firms .......................... |  | 2495092 | 55.4 |  |  |  |
| 4223102 | Notions \& other dry goods whsle |  |  |  |  |  |  |
|  | All firms. | 141 | 532856 | 100.0 | 23255 | 4770 | 424 |
|  | 4 largest firms. | 4 | 196263 | 36.8 | 8287 | 1543 | 112 |
|  | 8 largest firms. | 8 | 272119 | 51.1 | 10358 | 1953 | 146 |
|  | 20 largest firms ......................... | 20 | 387921 | 72.8 | 13949 | 2774 | 204 |
|  | 50 largest firms .......................... | 50 | 487684 | 91.5 |  |  |  |
| 42232 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |
|  | All firms . | 660 | 2927495 | 100.0 | 76803 | 17588 | 1606 |
|  | 4 largest firms. | 4 | 236850 | 8.1 | 7173 | 1275 | 79 |
|  |  | 8 | 389910 | 13.3 | 10757 | ${ }_{2} 143$ | 121 |
|  | 20 largest firms | 20 | 740356 127930 | 25.3 | 16160 | 3071 | 171 |
|  | 50 largest firms .................... | 51 | 1279390 | 43.7 |  |  |  |
| 422320 | Men's \& boys' clothing \& furnishings whsle |  |  |  |  |  |  |
|  | All firms . | 660 | 2927495 | 100.0 | 76803 | 17588 | 1606 |
|  | 4 largest firms ........................... | 4 | 236850 | 8.1 | 7173 | 1275 | 79 |
|  | 8 largest firms . ........................ | 8 | 389910 | 13.3 | 10757 | ${ }_{2} 143$ | 121 |
|  | 20 largest firms | 20 | + 740356 | 25.3 | 16160 | 3071 | 171 |
|  | 50 largest firms | 51 | 1279390 | 43.7 |  | 6015 |  |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |
|  | All firms . | 1203 | 4735312 | 100.0 | 147928 | 31213 | 3132 |
|  | 4 largest firms .......................... | 4 | 512361 | 10.8 | 14775 | 1795 | 130 |
|  | 8 largest firms ............................ | 8 | 719095 | 15.2 | 26182 | 4258 | 283 |
|  | 20 largest firms | 21 | 1172127 | 24.8 | 38581 | 7 361 | 519 |
|  | 50 largest firms | 52 | 1842821 | 38.9 | 61411 | 12010 | 753 |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle |  |  |  |  |  |  |
|  | All firms ........................ | 1203 | 4735312 | 100.0 | 147928 | 31213 | 3132 |
|  | 4 largest firms ........................... | 4 | 512361 | 10.8 | 14775 | 1795 | 130 |
|  | 8 largest firms $\ldots \ldots \ldots \ldots \ldots \ldots \ldots . .$. | 8 | 719095 1172127 | 15.2 | 26182 | 4258 | 283 |
|  | 50 largest firms .......................... | 52 | 1842821 | 38.9 | 381411 | 12 010 | 519 753 |

Table 6. Concentration by Largest Firms: 1997-Con.
 specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix

| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First-quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42234 | Footwear whsle |  |  |  |  |  |  |
|  | All firms. | 378 | 4242357 | 100.0 | 141753 | 31529 | 2032 |
|  | 4 largest firms. | 4 | 1811076 | 42.7 | 48714 | 11487 | 701 |
|  | 8 largest firms. | 8 | 2323690 | 54.8 | 75917 | 17109 | 1005 |
|  | 20 largest firms | 20 | 2917114 | 68.8 | 95676 | 21335 | 1186 |
|  | 50 largest firms | 50 | 3467881 | 81.7 | 112538 |  | 1362 |
| 422340 | Footwear whsle |  |  |  |  |  |  |
|  | All firms ...................... | 378 | 4242357 | 100.0 | 141753 | 31529 | 2032 |
|  | 4 largest firms . | 4 | 1811076 | 42.7 | 48714 | 11487 | 701 |
|  | 8 largest firms. | 8 | 2323690 | 54.8 | 75917 | 17109 | 1005 |
|  | 20 largest firms | 20 | ${ }_{2} 2917114$ | 68.8 | +95676 | 21335 | 1186 |
|  | 50 largest firms | 50 | 3467881 | 81.7 | 112538 |  | 1362 |
| 4224 | Grocery \& related products whsle |  |  |  |  |  |  |
|  | All firms ....................... | 4652 | 113150470 | 100.0 | 2043803 | 476829 | 62493 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . . . |  | 22059425 | 19.5 | 314354 | 71722 | 10531 |
|  | 8 largest firms ............................. | 188 | 33076151 | 29.2 | 505701 | 118113 | 16630 |
|  | 20 largest firms ........................ | 262 | 44979971 | 39.8 | 681439 | 159946 | 21461 |
|  | 50 largest firms | 343 | 57373839 | 50.7 | 929195 | 220391 | 30848 |
| 42241 | General-line grocery whsle |  |  |  |  |  |  |
|  | All firms . | 748 | 52747762 | 100.0 | 858200 | 200812 | 28597 |
|  | 4 largest firms . | 100 | 20993193 | 39.8 | 296555 | 67219 | 10102 |
|  | 8 largest firms. | 125 | 28514849 | 54.1 | 410937 | 93770 | 13378 |
|  | 20 largest firms .......................... | 188 | 36126278 | 68.5 | 528596 | 121985 | 17338 |
|  | 50 largest firms | 264 | 44301019 | 84.0 | 684518 | 161057 | 23258 |
| 422410 | General-line grocery whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 748 | 52747762 | 100.0 | 858200 | 200812 | 28597 |
|  | 4 largest firms . | 100 | 20993193 | 39.8 | 296555 | 67219 | 10102 |
|  | 8 largest firms. | 125 | 28514849 | 54.1 | 410937 | 93770 | 13378 |
|  | 20 largest firms ........................... | 188 | 36126278 | 68.5 | 528596 | 121985 | 17338 |
|  | 50 largest firms ....................... | 264 | 44301019 | 84.0 | 684518 | 161057 | 23258 |
| 4224103 | Other general-line grocery whsle |  |  |  |  |  |  |
|  | All firms. | 748 | 52747762 | 100.0 | 858200 | 200812 | 28597 |
|  |  | 100 | 20993193 | 39.8 | 296555 | 67219 | 10102 |
|  | 8 largest firms ............................ | 125 | 28514849 | 54.1 | 410937 | 93770 | 13378 |
|  | 20 largest firms ........................... | 188 | 36126278 <br> 44 <br> 1010 | 68.5 | 528596 | 121985 | 17338 |
|  | 50 largest firms ....................... |  | 44301019 | 84.0 | 684518 | 161057 |  |
| 42242 | Packaged frozen food whsle |  |  |  |  |  |  |
|  | All firms . | 679 | 16882856 | 100.0 | 275080 | 64048 | 7368 |
|  | 4 largest firms. | ${ }_{6}^{6}$ | 2212292 | 13.1 | 25390 | 5945 | +692 |
|  | 8 largest firrs ............................. | 12 | 3317967 | 19.7 | 39328 | 8928 | 1113 |
|  |  | 32 | 5595550 | 33.1 | 75383 | 16963 | 1953 |
|  | 50 largest firms ....................... |  | 8660488 | 51.3 | 134446 |  |  |
| 422420 | Packaged frozen food whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . . | 679 | 16882856 | 100.0 | 275080 | 64048 | 7368 |
|  | 4 largest firms .......................... | 6 | 2212292 | 13.1 | 25390 | 5945 | 692 |
|  | 8 largest firms ............................ | 12 | 3317967 | 19.7 | 39328 | 8928 | 1113 |
|  | 20 largest firms | 32 | 5595550 | 33.1 | 75383 | 16963 | 1953 |
|  | 50 largest firms |  | 8660488 | 51.3 |  |  |  |
| 42243 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 181 | 1474278 | 100.0 | 30193 | 7844 | 737 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . | 4 | 437056 | 29.6 | 6778 | 2629 | 120 |
|  | 8 largest firms ............................. | 8 | 664523 | 45.1 | 9607 | 3324 | 169 |
|  | 20 largest firms | 20 | -969 438 | 65.8 | 13872 | 4236 | 249 |
|  | 50 largest firms | 50 | 1318082 | 89.4 | 20112 | 5683 |  |
| 422430 | Dairy products, (except dried or canned) whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . . . | 181 | 1474278 | 100.0 | 30193 | 7844 | 737 |
|  | 4 largest firms . . . . . . . . . . . . . . . . . . . . | 4 | 437056 | 29.6 | 6778 | 2629 | 120 |
|  | 8 largest firms ............................ | 8 | 664523 | 45.1 | 9607 | 3324 | 169 |
|  | 20 largest firms | 20 | 969 438 | 65.8 | 13872 | 4236 | 249 |
|  | 50 largest firms | 50 | 1318082 | 89.4 | 20112 |  |  |
| 4224301 | Raw milk whsle |  |  |  |  |  |  |
|  | All firms ...................... | 2 | D | D | D | D | a |
|  | 4 largest firms |  |  |  | D |  |  |
|  | 8 largest firms ............................. | 2 | D | D | D | D | a |
|  | 20 largest firms . . . . . . . . . . . . . . . . . . . . . . . | 2 | D | D | D | D | a |
|  | 50 largest firms ........................... | 2 | D | D | D | D | a |
| 4224302 | Dairy product (except raw milk) whsle |  |  |  |  |  |  |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | First-quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 42248 | Fresh fruit \& vegetable whsle-Con. |  |  |  |  |  |  |
|  | All firms | 647 | 5923035 | 100.0 | 180830 | 41516 | 4960 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 21 60 | $\begin{array}{rrr}  & 760 & 115 \\ 1 & 199 & 265 \\ 2 & 017 & 993 \\ 3 & 133 & 138 \end{array}$ | 12.8 20.2 34.1 52.9 | 18563 25807 45247 77406 | 4362 6202 10814 18545 | 579 693 983 1700 |
| 422480 | Fresh fruit \& vegetable whsle |  |  |  |  |  |  |
|  | All firms | 647 | 5923035 | 100.0 | 180830 | 41516 | 4960 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 21 60 | 760115 1199265 2017993 3133138 | 12.8 20.2 34.1 52.9 | 18563 25807 45247 77406 | 4362 6202 10814 18545 | 579 693 983 1700 |
| 42249 | Other grocery \& related products whsle |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . | 1521 | D | D | D | D | j |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{array}{r} 36 \\ 56 \\ 94 \\ 135 \end{array}$ | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D <br> D <br> D <br> D | h h i j |
| 422490 | Other grocery \& related products whsle |  |  |  |  |  |  |
|  | All firms .................. | 1521 | D | D | D | D | j |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 36 56 94 135 | D <br> D <br> D <br> D | D D D D | D D D D | D D D D | h h i j |
| 4224901 | Coffee, tea, \& spice whsle |  |  |  |  |  |  |
|  | All firms ......... | 115 | 1472900 | 100.0 | 26226 | 5662 | 654 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 20 50 | $\begin{array}{r} 716034 \\ 971307 \\ 1239611 \\ 1430226 \end{array}$ | 48.6 65.9 84.2 97.1 | 9060 12678 18231 23063 | 17735 2556 3 3 461 4 | 202 238 392 498 |
| 4224902 | Bread \& baked goods whsle |  |  |  |  |  |  |
|  | All firms. | 351 | 1690138 | 100.0 | 46252 | 10524 | 1377 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 20 50 | 711618 890519 1204843 1474294 | 42.1 52.7 71.3 87.2 | 14475 19424 25596 31473 | 3210 4 4 5 946 | 311 471 619 739 |
| 4224903 | Soft drinks whsle |  |  |  |  |  |  |
|  | All firms ...................... | 90 | 423591 | 100.0 | 9289 | 1942 | 280 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 4 8 20 50 | 314963 356509 388655 417521 | 74.4 84.2 91.8 98.6 |  | 706 929 1155 1631 | 78 95 141 211 |
| 4224904 | Canned goods whsle |  |  |  |  |  |  |
|  | All firms.................... | 238 | 6882311 | 100.0 | 126819 | 27953 | 3166 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 7 75 15 29 64 | 3 228 568 <br> 4 006 983 <br> 5 169 617 <br> 6 200 049 | 46.9 58.2 75.1 90.1 | 54260 70049 92472 109813 | 12858 16568 199988 23923 | 1419 1860 2224 2639 |
| 4224905 | Food \& beverage basic materials whsle |  |  |  |  |  |  |
|  | All firms ...................... | 139 | 2320600 | 100.0 | 43807 | 9758 | 1120 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ 50 largest firms $\qquad$ | 7 11 25 56 | 1 095 671 <br> 1 352 170 <br> 1 752 706 <br> 2 144 333 | 47.2 58.3 75.5 92.4 | 19003 22571 28915 35555 | 4926 4945 6773 7988 | 636 676 779 913 |
| 4224906 | Other grocery specialties whsle |  |  |  |  |  |  |
|  | All firms | 588 | D | D | D | D | i |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 38 \\ 60 \\ 88 \\ 120 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D <br> D <br> D <br> D | D <br> D <br> D <br> D | D D D D | h h i i |
| 4225 | Farm-product raw material whsle |  |  |  |  |  |  |
|  | All firms .................... | 1494 | 33902691 | 100.0 | 209654 | 49221 | 23425 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{array}{r} 22 \\ 33 \\ 73 \\ 106 \end{array}$ | $\begin{array}{lll} 13 & 786 & 159 \\ 14 & 743 & 891 \\ 16 & 458 & 630 \\ 18 & 973 & 271 \end{array}$ | $\begin{aligned} & 40.7 \\ & 43.5 \\ & 48.5 \\ & 56.0 \end{aligned}$ | $\begin{array}{ll} 10 & 226 \\ 14 & 364 \\ 28 & 986 \\ 45 & 065 \end{array}$ | $\begin{array}{r} 1986 \\ 2950 \\ 6237 \\ 10279 \end{array}$ | 401 650 1571 2657 |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First-quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |
|  | All firms . | 1390 | 6509052 | 100.0 | 194592 | 41323 | 3687 |
|  | 4 largest firms | 4 | 474806 | 7.3 | 7558 | 1141 | 127 |
|  | 8 largest firms | 8 | 723815 | 11.1 | 10552 | 1411 | 147 |
|  | 20 largest firms | 27 | 1284798 | 19.7 | 24264 | 3807 | 315 |
|  | 50 largest firms. | 60 | 2143695 | 32.9 | 46327 | 8001 | 542 |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |
|  | All firms . | 654 | 3770919 | 100.0 | 99796 | 21450 | 1741 |
|  | 4 largest firms | 5 | 230002 | 6.1 | 4145 | 519 | 34 |
|  | 8 largest firms | 11 | 420150 | 11.1 | 7152 | 1085 | 76 |
|  | 20 largest firms | 23 | 805102 | 21.4 | 14696 | 2425 | 138 |
|  | 50 largest firms ......................... | 56 | 1409767 | 37.4 | 28240 | 5257 | 313 |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |
|  | All firms . | 654 | 3770919 | 100.0 | 99796 | 21450 | 1741 |
|  | 4 largest firms | 5 | 230002 | 6.1 | 4145 | 519 | 34 |
|  | 8 largest firms | 11 | 420150 | 11.1 | 7152 | 1085 | 76 |
|  | 20 largest firms | 23 | 805102 | 21.4 | 14696 | 2425 | 138 |
|  | 50 largest firms. | 56 | 1409767 | 37.4 | 28240 | 5257 | 313 |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |
|  | All firms | 736 | 2738133 | 100.0 | 94796 | 19873 | 1946 |
|  | 4 largest firms | 4 | 474806 | 17.3 | 7558 | 1141 | 127 |
|  | 8 largest firms | 10 | 703437 | 25.7 | 13833 | 2242 | 199 |
|  | 20 largest firms .......................... | 25 | 1087672 | 39.7 | 25590 | 4262 | 338 |
|  | 50 largest firms ......................... | 58 | 1601140 | 58.5 | 40283 |  |  |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |
|  | All firms. | 736 | 2738133 | 100.0 | 94796 | 19873 | 1946 |
|  | 4 largest firms. | 4 | 474806 | 17.3 | 7558 | 1141 | 127 |
|  |  | 10 | 703437 | 25.7 | 13833 | 2242 | 199 |
|  | 20 largest firms | 25 | 1087672 | 39.7 | 25590 | 4262 | 338 |
|  | 50 largest firms .... | 58 | 1601140 | 58.5 | 40283 | 7866 | 568 |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |
|  | All firms .... | 11 | 71241 | 100.0 | 2852 | 489 | 48 |
|  | 4 largest firms | , | 67103 | 94.2 | 2342 | 358 | 29 |
|  |  |  |  |  |  | 486 | 47 |
|  | 20 largest firms ........................... | 11 | 71241 | 100.0 | 2852 | 489 | 48 |
|  | 50 largest firms ......................... | 11 | 71241 | 100.0 | 2852 | 489 | 48 |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |
|  | All firms . | 725 | 2666892 | 100.0 | 91944 | 19384 | 1898 |
|  | 4 largest firms ........................... | 4 | 474806 | 17.8 | 7558 | 1141 | 127 |
|  |  | 10 | 703437 | 26.4 | 13833 | 2242 | 199 |
|  | 20 largest firms <br> 50 largest firms | 24 56 | 11070045 1560573 | 40.1 58.5 | 25189 38661 | 4501 7678 | 341 558 |
|  | 50 largest firms | 56 | 1560573 | 58.5 | 38661 | 7678 |  |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |
|  | All firms. | 256 | r11953186 | 100.0 | 97236 | 20671 | 2655 |
|  | 4 largest firms .......................... | 10 | 7317626 | 61.2 | 42440 | 9876 | 1836 |
|  |  | 15 | 9605212 | 80.4 | 47147 | 10702 |  |
|  | 20 largest firms <br> 50 largest firms | 28 58 | 10879269 11641497 | 91.0 97.4 | 75229 84833 | 15505 17607 | 2018 2218 |
|  | 50 largest firms | 58 | 11641497 |  |  |  |  |
| 42271 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |
|  | All firms . | 69 | 331386 | 100.0 | 12025 | 3033 | 266 |
|  | 4 largest firms .......................... | 4 | 186251 | 56.2 | 8144 | 2034 | 64 |
|  | 8 largest firms .... | 9 | 231799 | 69.9 | 8996 | 2213 | 86 |
|  | 20 largest firms .. | 21 51 | 282338 327030 | 85.2 | 9731 11471 | 2 214 | 132 234 |
|  | 50 largest firms ....................... | 51 | 327030 | 98.7 | 11471 | 2894 |  |
| 422710 | Petroleum bulk stations \& terminals |  |  |  |  |  |  |
|  | All firms . . . . . . . . . . . . . . . . . . | 69 | 331386 | 100.0 | 12025 | 3033 | 266 |
|  | 4 largest firms .......................... | 4 | 186251 | 56.2 | 8144 | 2034 | 64 |
|  | 8 largest firms | 9 | 231799 | 69.9 | 8996 | 2213 | 86 |
|  | 20 largest firms | 21 | 282338 | 85.2 | 9731 11471 | 2414 | 132 |
|  | 50 largest firms | 51 | 327030 | 98.7 | 11471 |  |  |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |
|  | All firms . | 68 | D | D | D | D | e |
|  | 4 largest firms ........................... | 4 | D | D | D | D |  |
|  | 8 largest firms ............................ | 9 | D | D | D | D | b |
|  | 20 largest firms 50 largest firms | 21 51 | D | D | D | D | c |

Table 6. Concentration by Largest Firms: 1997-Con.




Table 6. Concentration by Largest Firms: 1997-Con.



| NAICS code | Largest firms based on sales by kind of business and type of operation | Establishments (number) | Sales |  | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First-quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount (number) | As percent of total |  |  |  |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS—Con. <br> Wholesale trade, nondurable goods -Con. |  |  |  |  |  |  |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle |  |  |  |  |  |  |
|  | All firms. | 173 | 1955271 | 100.0 | 58828 | 13631 | 1229 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 8 20 50 | 620845 929644 1449725 1798033 | 31.8 47.5 74.1 92.0 | $\begin{array}{ll} 21 & 938 \\ 26 & 084 \\ 35 & 129 \\ 48 & 493 \end{array}$ | 5465 6507 8550 11473 | 501 583 782 962 |
| 4229 | Miscellaneous nondurable goods whsle |  |  |  |  |  |  |
|  | All firms . | 2763 | D | D | D | D | j |
|  | 4 largest firms $\qquad$ 8 largest firms $\qquad$ 20 largest firms 50 largest firms $\qquad$ | $\begin{aligned} & 12 \\ & 20 \\ & 36 \\ & 69 \end{aligned}$ | D D D D | D D D D | D D D D | D D D D | g g g h |
| 42291 | Farm supplies whsle |  |  |  |  |  |  |
|  | All firms . | 223 | 2238242 | 100.0 | 27321 | 5985 | 554 |
|  | 4 largest firms $\qquad$ 8 largest firms 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | 4 8 23 53 | 1 392 181 <br> 1 562 081 <br> 1 792 131 <br> 2 020 418 | 62.2 69.8 80.1 90.3 | 4420 6914 12275 17759 | 751 1155 2665 3798 | 74 106 171 265 |
| 422910 | Farm supplies whsle |  |  |  |  |  |  |
|  | All firms. | 223 | 2238242 | 100.0 | 27321 | 5985 | 554 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 4 8 23 53 | $\begin{array}{llll}1 & 392 & 181 \\ 1 & 562 & 081 \\ 1 & 792 & 131 \\ 2 & 020 & 418\end{array}$ | 62.2 69.8 80.1 90.3 | 4420 6914 12275 17759 | 751 1155 2665 3798 | 74 106 171 265 |
| 4229102 | Farm supplies-whsle distributors |  |  |  |  |  |  |
|  | All firms ..................... | 223 | 2238242 | 100.0 | 27321 | 5985 | 554 |
|  | 4 largest firms 8 largest firms 20 largest firms 50 largest firms | 4 8 23 53 | 1 392 181 <br> 1 562 081 <br> 1 792 131 <br> 2 020 418 | 62.2 69.8 80.1 90.3 | 4420 6914 12275 17759 | 751 1155 2665 3798 | 74 106 171 265 |
| 42292 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |
|  | All firms ....................... | 334 | 2583212 | 100.0 | 103022 | 25474 | 3173 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 12 17 30 70 | $\begin{array}{llll} 1 & 668 & 887 \\ 1 & 871 & 078 \\ 2 & 088 & 864 \\ 2 & 305 & 373 \end{array}$ | 64.6 72.4 80.9 89.2 | 53199 61617 67260 76237 | 14006 15949 17229 19315 | 1719 1964 2069 2336 |
| 422920 | Book, periodical, \& newspaper whsle |  |  |  |  |  |  |
|  | All firms . | 334 | 2583212 | 100.0 | 103022 | 25474 | 3173 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | 12 17 30 70 | $\begin{array}{lll} 1 & 668 & 887 \\ 1 & 871 & 078 \\ 2 & 088 & 864 \\ 2 & 305 & 373 \end{array}$ | 64.6 72.4 80.9 89.2 | 53199 61617 67260 76237 | 14006 15949 17229 19315 | 1719 1964 2069 2336 |
| 42293 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |
|  | All firms ............. | 234 | 678119 | 100.0 | 32231 | 8070 | 885 |
|  | 4 largest firms <br> 8 largest firms <br> 20 largest firms <br> 50 largest firms | 4 8 23 54 | 144511 217995 364625 523574 | 21.3 32.1 53.8 77.2 | 6703 8467 16847 22309 | 2068 20685 2 4 5941 5998 | 119 179 365 508 |
| 422930 | Flower, nursery stock, \& florists' supplies whsle |  |  |  |  |  |  |
|  | All firms. | 234 | 678119 | 100.0 | 32231 | 8070 | 885 |
|  | 4 largest firms <br> 8 largest firms $\qquad$ <br> 20 largest firms $\qquad$ <br> 50 largest firms $\qquad$ | $\begin{array}{r} 4 \\ 8 \\ 23 \\ 54 \end{array}$ | $\begin{aligned} & 144511 \\ & 217995 \\ & 364825 \\ & 523574 \end{aligned}$ | 21.3 32.1 53.8 77.2 | $\begin{array}{r} 6703 \\ 8467 \\ 16847 \\ 22309 \end{array}$ | 2068 20685 2 4 4941 5998 | 119 179 365 508 |
| 42294 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |
|  | All firms..................... | 33 | 62175 | 100.0 | 2945 | 680 | 95 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 4 \\ 8 \\ 20 \\ 33 \end{array}$ | $\begin{array}{ll} 39 & 370 \\ 50 & 064 \\ 60 & 347 \\ 62 & 175 \end{array}$ | 63.3 80.5 97.1 100.0 |  | 407 472 634 680 | 57 67 83 85 |
| 422940 | Tobacco \& tobacco product whsle |  |  |  |  |  |  |
|  | All firms ....................... | 33 | 62175 | 100.0 | 2945 | 680 | 95 |
|  | 4 largest firms $\qquad$ <br> 8 largest firms <br> 20 largest firms $\qquad$ <br> 50 largest firms | $\begin{array}{r} 4 \\ 8 \\ 20 \\ 33 \end{array}$ | $\begin{array}{ll} 39 & 370 \\ 50 & 064 \\ 60 & 347 \\ 62 & 175 \end{array}$ | $\begin{array}{r} 63.3 \\ 80.5 \\ 97.1 \\ 100.0 \end{array}$ | $\begin{array}{ll} 1 & 510 \\ 1 & 776 \\ 2 & 662 \\ 2 & 945 \end{array}$ | 407 472 634 680 | 57 67 83 85 |

Table 7. Legal Form of Organization: 1997
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payyorll $(\$ 1,000)$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE |  |  |  |  |  |  |  |  |
|  | All establishments | '453 470 | r4 059657778 | '214 915405 | r51 072571 | r5 796557 | 443572909 | 254668624 | 272240419 |
|  | Corporations | 395070 | 3890349697 | 206537911 | 49171430 | 5472443 | 424778257 | 245151081 | 261197468 |
|  | Individual proprietorships | 42338 | 55645628 | 3298348 | 745331 | 160174 | 7448097 | 3199718 | 3738334 |
|  | Partnerships... | 13755 | 84483547 | 4118122 | 926636 | 132890 | 9246212 | 4963894 | 5964966 |
|  | Cooperative associations. | 1595 | 18644569 | 491727 | 111905 | 19918 | 1179458 | 926122 | 937590 |
|  | Other legal forms of organization...... | 712 | 10534337 | 469297 | 117269 | 11132 | 920885 | 427809 | 402061 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |
|  | All establishments | 290629 | '2 179717376 | r133 236997 | r31 746275 | '3 398261 | 266145569 | 162459247 | 173780143 |
|  | Corporations | 255617 | 2114347834 | 128594759 | 30700395 | 3226302 | 256330284 | 157461129 | 167917346 |
|  | Individual proprietorships | 26025 | 30188129 | 2018744 | 458690 | 94197 | 4479234 | 2171399 | 2521523 |
|  | Partnerships.. | 8220 | 29229619 | 2195533 | 489934 | 68482 | 4549970 | 2467560 | 2959093 |
|  | Cooperative associations........ | 368 399 | 1697464 4254330 | 106784 321177 | 24045 73 | 3465 5815 | 204494 581587 | 116347 242812 | 120075 262106 |
|  | Other legal forms of organization.... | 399 | 4254330 | 321177 | 73211 | 5815 | 581587 | 242812 | 262106 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | '29 328 | r533 352124 | r11 458634 | '2717906 | '375 731 | 25885694 | 22154986 | 22912616 |
|  | Corporations | 24007 | 525340750 | 10929099 | 2596090 | 350598 | 24768518 | 21418339 | 22036840 |
|  | Individual proprietorships. | 4263 | 4513311 | 286855 | 67738 | 15603 | 652313 | 421872 | 483695 |
|  | Partnerships ........... | 1003 | 3307466 | 226015 | 50075 | 8927 | 432800 | 291927 | 370314 |
|  | Cooperative associations. | 35 | 90955 | 8858 | 1997 | 340 | 17076 | 12485 | 11584 |
|  | Other legal forms of organization | 20 | 99642 | 7807 | 2006 | 263 | 14987 | 10363 | 10183 |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7664 | r428 356355 | '4638901 | r1 112419 | 150947 | 11918759 | 11029961 | 11354906 |
|  | Corporations | 6503 | 424035712 | 4467488 | 1073842 | 143526 | 11560198 | 10703482 | 10962684 |
|  | Individual proprietorships. | 935 | 2678468 | 92715 | 21863 | 4443 | 222402 | 216134 | 247432 |
|  | Partnerships........... | 213 | 1582698 | 75272 | 15870 | 2861 | 130725 | 104232 | 139028 |
|  | Cooperative associations. | 6 | 20456 39021 | 555 2871 | 195 649 | 28 89 | 1465 3969 | 325 5788 | $\begin{array}{r} 335 \\ 5427 \end{array}$ |
|  | Other legal forms of organization | 7 |  | 2871 | 649 | 89 | 3969 | 5788 |  |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7664 | ${ }^{1} 428356355$ | '4 638901 | r1 112419 | 150947 | 11918759 | 11029961 | 11354906 |
|  | Corporations ........... | 6503 | 424035712 | 4467488 | 1073842 | 143526 | 11560198 | 10703482 | 10962684 |
|  | Individual proprietorships.................... |  | 2678468 | 92715 | 21863 | 4443 | 222402 | 216134 | 247432 |
|  | Partnerships............. | 213 | 1582698 | 75272 | 15870 | 2861 | 130725 | 104232 | 139028 |
|  | Cooperative associations. | 6 | 20456 | 555 | 195 | 28 | 1465 | 325 | 335 |
|  | Other legal forms of organization | 7 | 39021 | 2871 | 649 | 89 | 3969 | 5788 | 5427 |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3952 | r232 780708 | r1 767828 | r423 461 | 70675 | 6747838 | 5923861 | 5929998 |
|  | Corporations | 3164 | 230042529 | 1705722 | 409191 | 66915 | 6571947 | 5758163 | 5742424 |
|  | Individual proprietorships. | 667 | 2065326 | 47558 | 11160 | 2727 | 140313 | 140283 | 158199 |
|  | Partnerships. | 114 | 648078 | 13932 | 2906 | 1003 | 34219 | 24231 | 28237 |
|  | Cooperative associations. | 5 |  |  |  | b | D | D | D |
|  | Other legal forms of organization.............. | 2 |  | D | D | a | D | D | D |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 387 | 3059157 | 152468 | 33148 | 5047 | 296287 | 314572 | 330134 |
|  | Corporations | 339 | 2949375 | 146240 | 31991 | 4688 | 282851 | 310311 | 325281 |
|  | Individual proprietorships.. | 40 | 98140 | 4951 | 932 | 167 | 10650 | 3510 | 3962 |
|  | Partnerships............ | 8 | 11642 | 1277 | 225 | 192 | 2786 | 751 | 891 |
|  | Other legal forms of organization................... | - | - | - | - | - | - | - |  |
| 4211103 | Light truck \& van ( $14,000 \mathrm{lb}$ or less) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 548 | 159991093 | 427702 | 115721 | 9552 | 1084059 | 639350 | 693992 |
|  | Corporations ............ | 479 | 159668135 | 412094 | 111669 | 8964 | 1057687 | 610425 | 658626 |
|  | Individual proprietorships..................... | 55 | 120001 | 7491 | 2099 | 286 | 12044 | 9150 | 12502 |
|  | Partnerships............................ | 14 | 202957 | 8117 | 1953 | 302 | 14328 | 19775 | 22864 |
|  | Cooperative associations. Other legal forms of organization .................. | - |  | - | - | - | - | - | - |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 516 | 4375397 | 275806 | 66215 | 7929 | 527348 | 515487 | 561016 |
|  | Corporations |  | 4283134 | 267172 | 64667 | 7658 | 510444 | 500916 | 535788 |
|  | Individual proprietorships.. | 42 |  |  |  |  |  | D | D |
|  | Partnerships..................... | 14 |  |  |  | b |  | D | D |
|  | Cooperative associations. <br> Other legal forms of organization |  |  |  |  | a | D | D | D |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2261 | 28150000 | 2015097 | 473874 | 57744 | 3263227 | 3636691 | 3839766 |
|  | Corporations |  | 27092539 | 1936260 | 456324 | 55301 | 3137269 | 3523667 | 3700565 |
|  | Individual proprietorships..................... | 131 | D | D | D | g | D | D | D |
|  | Partnerships ........................... | 63 | D | D | D | $\underline{9}$ | D | D | D |
|  | Cooperative fassociations.................... |  |  |  |  |  |  | $\overline{\mathrm{D}}$ | D |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
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
\((\$ 1,000)\) \& \[
\begin{aligned}
\& \text { End-of-1997 } \\
\& \text { inventories } \\
\& (\$ 1,000)
\end{aligned}
\] \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{7}{*}{42112} \& Motor vehicle supplies \& new parts whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& '12 620 \& '83 214728 \& '5 065064 \& '1194 084 \& '156 038 \& 10352383 \& 9292870 \& 9596993 \\
\hline \& Corporations \& 11101 \& 80643386 \& 4866273 \& 1147965 \& 147936 \& 9955411 \& 9024659 \& 9272892 \\
\hline \& Individual proprietorships \& 1148 \& 1071034 \& 82544 \& 19813 \& 3972 \& 173466 \& 104727 \& 123846 \\
\hline \& Partnerships........... \& 345 \& 1384068 \& 105731 \& 23741 \& 3753 \& 202798 \& 148796 \& 186305 \\
\hline \& Cooperative associations. \& 20 \& 63721 \& 6897 \& 1483 \& 237 \& 12818 \& 11064 \& 10171 \\
\hline \& Other legal forms of organization. \& \& 52519 \& 3619 \& 1082 \& 140 \& 7890 \& 3624 \& 3779 \\
\hline \multirow[t]{7}{*}{421120} \& Motor vehicle supplies \& new parts whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& r12 620 \& r83 214728 \& r5 065064 \& r1 194084 \& r156 038 \& 10352383 \& 9292870 \& 9596993 \\
\hline \& Corporations \& 11101 \& 80643386 \& 4866273 \& 1147965 \& 147936 \& 9955411 \& 9024659 \& 9272892 \\
\hline \& Individual proprietorships. \& 1148 \& 1071034 \& 82544 \& 19813 \& 3972 \& 173466 \& 104727 \& 123846 \\
\hline \& Partnerships.. \& 345 \& 1384068 \& 105731 \& 23741 \& 3753 \& 202798 \& 148796 \& 186305 \\
\hline \& Cooperative associations. \& 20 \& 63721 \& 6897 \& 1483 \& 237 \& 12818 \& 11064 \& 10171 \\
\hline \& Other legal forms of organization \& 2 \& 52519 \& 3619 \& 1082 \& 140 \& + 790 \& 3624 \& 3779 \\
\hline \multirow[t]{5}{*}{4211201} \& Motor vehicle supplies \& new partswarehouse distributors \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& '5 095 \& r30 313120 \& '2 002699 \& '463 650 \& r67 362 \& 4263504 \& 3664092 \& 3782062 \\
\hline \& Corporations ...........
Individual proprietorships. \& 4532
402 \& 29060008
415898
7 \& 1894607
32878
68 \& \(\begin{array}{r}438665 \\ 8037 \\ \hline\end{array}\) \& 63007
1633 \& \(\begin{array}{r}4052880 \\ 73768 \\ \\ \hline\end{array}\) \& 3501957
46971

105 \& 3586176
55442 <br>
\hline \& Partnerships... \& 149 \& 766969 \& 68373 \& 15133 \& 2459 \& 123302 \& 105616 \& 131684 <br>

\hline \& | Cooperative associations. |
| :--- |
| Other legal forms of organization................ | \& \[

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

\hline \multirow[t]{6}{*}{4211202} \& Motor vehicle supplies \& new partsjobbers \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 6942 \& 51468506 \& 2905299 \& 693404 \& 84003 \& 5811842 \& 5501479 \& 5674111 <br>
\hline \& Corporations \& 6075 \& 50260840 \& 2825787 \& 674932 \& 80747 \& 5649084 \& 5405944 \& 5558294 <br>
\hline \& Individual proprietorships. \& 677 \& 596406 \& 42945 \& 10240 \& 2040 \& 85791 \& 52067 \& 62570 <br>
\hline \& Partnerships ........... \& 179 \& 584494 \& 34238 \& 7744 \& 1141 \& 72179 \& 39471 \& 49019 <br>

\hline \& | Cooperative associations. |
| :--- |
| Other legal forms of organization ............... | \& \[

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

\hline \multirow[t]{6}{*}{4211203} \& Petroleum products marketing equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 583 \& 1433102 \& 157066 \& 37030 \& 4673 \& 277037 \& 127299 \& 140820 <br>
\hline \& Corporations \& 494 \& 1322538 \& 145879 \& 34368 \& 4182 \& 253447 \& 116758 \& 128422 <br>
\hline \& Individual proprietorships \& 69 \& 58730 \& 6721 \& 1536 \& 299 \& 13907 \& 5689 \& 5834 <br>
\hline \& Partnerships.. \& 17 \& 32605 \& 3120 \& 864 \& 153 \& 7317 \& 3709 \& 5602 <br>
\hline \& Cooperative associations.........
Other legal forms of organization. \& 3 \& 19229 \& 1346 \& 262 \& 39 \& 2366 \& 1143 \& 962 <br>
\hline \multirow[t]{6}{*}{42113} \& Tire \& tube whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1939 \& 16508934 \& 782893 \& 183257 \& 22939 \& 1640693 \& 1087205 \& 1166572 <br>
\hline \& Corporations . $\ldots$....................... \& 1683 \& 16256748 \& 761199 \& 178378 \& 21932 \& 1593794 \& 1059452 \& 1135906 <br>
\hline \& Individual proprietorships................................................. \& \& 133817
D \& 13334
D \& 2928
D \& 675
e \& 28480 \& 14721
D \& 16654 <br>
\hline \& Cooperative associations... \& \& \& \& \& - \& \& \& <br>
\hline \& Other legal forms of organization ............ \& 2 \& D \& D \& D \& a \& D \& D \& D <br>
\hline \multirow[t]{6}{*}{421130} \& Tire \& tube whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1939 \& 16508934 \& 782893 \& 183257 \& 22939 \& 1640693 \& 1087205 \& 1166572 <br>
\hline \& Corporations .......... \& 1683 \& 16256748 \& 761199 \& 178378 \& 21932 \& 1593794 \& 1059452 \& 1135906 <br>
\hline \& Individual proprietorships. \& 214 \& 133817 \& 13334 \& 2928 \& \& 28480 \& 14721 \& 16654 <br>
\hline \& Partnerships........... \& 40 \& \& \& D \& - \& D \& D \& D <br>
\hline \& Other legal forms of organization .............. \& 2 \& D \& D \& D \& a \& D \& D \& D <br>
\hline \multirow[t]{6}{*}{42114} \& Motor vehicle parts, (used) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7105 \& 5272107 \& 971776 \& 228146 \& 45807 \& 1973859 \& 744950 \& 794145 <br>
\hline \& Corporations ............. \& 4720 \& 4404904 \& 834139 \& 195905 \& 37204 \& 1659115 \& 630746 \& 665358 <br>
\hline \& Individual proprietorships..................... \& 1966 \& 629992 \& 98262 \& 23134 \& 6513 \& 227965 \& 86290 \& 95763 <br>
\hline \& Partnerships.......................... \& \& \& \& \& \& \& \& <br>

\hline \& | Cooperative associations. |
| :--- |
|  | \& \& 6778 \& 1406 \& 319

D \& 75
b \& 2793
D \& 1096

D \& $$
\begin{array}{r}
1078 \\
D
\end{array}
$$ <br>

\hline \multirow[t]{6}{*}{421140} \& Motor vehicle parts, (used) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7105 \& 5272107 \& 971776 \& 228146 \& 45807 \& 1973859 \& 744950 \& 794145 <br>
\hline \& Corporations . $\ldots$......................... \& 4720 \& 4404904 \& 834139 \& 195905 \& 37204 \& 1659115 \& 630746 \& 665358 <br>
\hline \& Individual proprietorships.................. \& 1966 \& 629992 \& 98262 \& 23134 \& 6513 \& 227965 \& 86290 \& 95763 <br>
\hline \& Partnerships ............................. \& \& 6778 \& 1406 \& D
319 \& 75 \& D
2793 \& 1096 \& 1078 <br>
\hline \& Other legal forms of organization ............... \& \& \& \& \& b \& \& D \& D <br>
\hline
\end{tabular}

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 nventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4212 | Furniture \& home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 15246 | 75006478 | 5316976 | 1225440 | 157465 | 11697560 | 5472358 | 6007773 |
|  | Corporations | 13008 | 71341498 | 5073239 | 1171826 | 146948 | 11154879 | 5258792 | 5754133 |
|  | Individual proprietorships | 1728 | 2167759 | 127875 | 28848 | 6701 | 283949 | 102065 | 121694 |
|  | Partnerships.. | 471 | 1349713 | 103203 | 22059 | 3472 | 235031 | 102589 | 121053 |
|  | Cooperative associations Other legal forms of orga | 11 28 | 11385 136123 | 1123 11536 | 254 2453 | 35 309 | 2297 21404 | 570 8342 | 1557 10336 |
| 42121 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Corporations | 5816 | 30189539 | 2308612 | 533486 | 61801 | 4714699 | 1636412 | 1777142 |
|  | Individual proprietorships | 676 | 1083268 | 51080 | 11614 | 2461 | 111119 | 34409 | 43786 |
|  | Partnerships... | 184 | 554338 | 49250 | 9593 | 1497 | 94585 | 30657 | 41953 |
|  | Cooperative associations......... Other legal forms of organization | 7 14 | 6141 65297 | 773 5608 | 167 1071 | 21 150 | 1324 9840 | 454 3526 | 468 3581 |
| 421210 | Furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6697 | 31898583 | 2415323 | 555931 | 65930 | 4931567 | 1705458 | 1866930 |
|  | Corporations ........... Individual proprietorships. | $\begin{array}{r}5816 \\ 676 \\ \hline\end{array}$ | 30189539 1083268 | $\begin{array}{r}2308612 \\ 51080 \\ \\ \hline\end{array}$ | 533486 11614 | 61801 2461 | 4714699 111119 | $\begin{array}{r}1636412 \\ 34409 \\ \hline\end{array}$ | 1777142 43786 |
|  | Partnerships............ | 184 | 554 338 | 49250 | 9593 | 1497 | 94585 | 30657 | 41953 |
|  | Cooperative associations | 7 | 6141 | 773 | 167 | 21 | 1324 | 454 | 468 |
|  | Other legal forms of organization. | 14 | 65297 | 5608 | 1071 | 150 | 9840 | 3526 | 3581 |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3304 | 12079496 | 698636 | 166690 | 23346 | 1597351 | 918762 | 995971 |
|  | Corporations | 2820 | 11193819 | 659623 | 157833 | 21355 | 1502391 | 875980 | 942978 |
|  | Individual proprietorships. | 393 | 674433 | 24694 | 5641 | 1301 | 62449 | 21643 | 28955 |
|  | Partnerships......... | 82 | 185247 | 12374 | 2776 | 637 | 29116 | 19611 | 22517 |
|  | Cooperative associations Other legal forms of organization . . . . . . . . . . . . . . | $\begin{aligned} & 3 \\ & 6 \end{aligned}$ |  |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | a | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3393 | 19819087 | 1716687 | 389241 | 42584 | 3334216 | 786696 | 870959 |
|  | Corporations | 2996 | 18995720 | 1648989 | 375653 | 40446 | 3212308 | 760432 | 834164 |
|  | Individual proprietorships. | 283 | 408835 | 26386 | 5973 | 1160 | 48670 | 12766 | 14831 |
|  | Partnerships........... | 102 |  | 36876 | 6817 | 860 | 65469 | 11046 |  |
|  | Cooperative associations. Other legal forms of organization ................ | 4 8 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ |  | a | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | D | D |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Corporations | 7192 | 41151959 | 2764627 | 638340 | 85147 | 6440180 | 3622380 | 3976991 |
|  | Individual proprietorships. | 1052 | 1084491 | 276795 | 17234 | 4240 | 172830 | - 67656 | 77908 |
|  | Partnerships.. | 287 | 795375 | 53953 | 12466 | 1975 | 140446 | 71932 | 79100 |
|  | Cooperative associations. <br> Other legal forms of organization ................ | 4 14 | 5244 70826 | 350 5928 | 87 1382 | 14 159 | 973 11564 | 116 4816 | 89 6755 |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8549 | 43107895 | 2901653 | 669509 | 91535 | 6765993 | 3766900 | 4140843 |
|  | Corporations | 7192 | 41151959 | 2764627 | 638340 | 85147 | 6440180 | 3622380 | 3976991 |
|  | Individual proprietorships. | 1052 | 1084491 | 76795 | 17234 | 4240 | 172830 | - 67656 | 77908 |
|  | Partnerships |  |  | 53953 | 12466 | 1975 | 140446 | 71932 |  |
|  | Cooperative associations. Other legal forms of organization | 4 14 | 5244 70826 | 350 5928 | 87 1382 | 14 159 | 973 11564 | 116 4816 | $\begin{array}{r} 89 \\ 6755 \end{array}$ |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1332 | 6744886 | 478488 | 108490 | 16343 | 1269407 | 859253 | 887509 |
|  | Corporations . | 1099 | 6386847 | 462977 | 105049 | 15451 | 1227378 | 837014 | 864257 |
|  | Individual proprietorships..................... | 182 | 191432 | 7970 | 1800 | 537 | 21195 | 12967 | 13246 |
|  |  | 51 | 166607 | 7541 | 1641 | 355 | 20834 | 9272 | 10006 |
|  | Cooperative associations. Other legal forms of organization ................ |  |  | - | - | - | - | - | - |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 1876 | 11337298 | 658252 | 152175 | 20019 | 1440515 | 704761 | 805239 |
|  | Corporations . ............................ | 1563 | 10985977 | 631631 | 146466 | 18658 | 1364122 | 680029 | 774045 |
|  | Individual proprietorships.................. | 253 | 208642 | 16887 | 3604 | 994 | 37953 | 12575 | 17054 |
|  | Partnerships ............................ |  |  |  |  | - | D | D | D |
|  | Cooperative associations.................... |  | $\overline{\text { D }}$ | $\overline{\text { D }}$ |  | - | $\overline{\mathrm{D}}$ | $\overline{\text { D }}$ | D |

[^364]Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by 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 $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 9782 | 58791711 | 5746165 | 1386809 | 121572 | 11851627 | 5160001 | 5749898 |
|  | Corporations | 8880 | 57320750 | 5574192 | 1347288 | 117295 | 11479118 | 5075540 | 5658081 |
|  | Individual proprietorships | 634 | 716686 | 69490 | 15281 | 2168 | 150300 | 43925 | 48644 |
|  | Partnerships............ | 244 | 609854 | 72015 | 16329 | 1704 | 167410 | 35312 | 38392 |
|  | Cooperative associations Other legal forms of orga | 12 12 | 18745 125676 | 1598 28870 | 359 7552 | 51 354 | 3932 50867 | 5144 80 | 4696 |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8721 | 54484063 | 5125079 | 1243720 | 106502 | 10645826 | 4681500 | 5232071 |
|  | Corporations . | 7936 | 53154779 | 4977454 | 1209033 | 103016 | 10322719 | 4618943 | 5164182 |
|  | Individual proprietorships. | 547 | 616712 | 51186 | 11565 | 1553 | 113760 | 26347 | 29327 |
|  | Partnerships ....... | 214 | 568151 | 65971 | 15211 | 1528 | 154548 | 30986 | 33781 |
|  | Cooperative associations.................... Other legal forms of organization ......... | 12 12 | 18745 125676 | 19598 28870 | 359 7552 | 51 354 | 3932 50867 | 5144 80 | 4696 85 |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  |  | 1061 | 4307648 | 621086 | 143089 | 15070 | 1205801 | 478501 | 517827 |
|  | Corporations | 944 | 4165971 | 596738 | 138255 | 14279 | 1156399 | 456597 | 493899 |
|  | Individual proprietorship | 87 30 | 99974 41703 | 18304 6044 | 3716 1118 | 615 176 | 36 1286 | 17578 4326 | 19317 4611 |
|  | Cooperative associations.. |  |  | - | 1 | - |  |  | 4611 |
|  | Other legal forms of organization. |  |  | - | - | - | - | - |  |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |
|  | Corporations | 1602 | 6368148 | 806727 | 191077 | 25964 | 1760783 | 706776 | 767057 |
|  | Individual proprietorships. | 114 | 136000 | 8671 | 2085 | 418 | 19813 | 6140 | 6407 |
|  | Partnerships ........... | 63 | 354640 | 50837 | 12966 | 1806 | 128584 | 44740 |  |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | 1 | $\begin{aligned} & \text { D } \\ & \text { D } \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & a \\ & b \\ & b \end{aligned}$ | D | D | D |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1781 | 6865265 | 867808 | 206531 | 28260 | 1912263 | 757910 | 828689 |
|  | Corporations ... | 1602 | 6368148 | 806727 | 191077 | 25964 | 1760783 | 706776 | 767057 |
|  | Individual proprietorships. | 114 | 136000 | 8671 | 2085 | 418 | 19813 | 6140 | 6407 |
|  | Partnerships ............ | 63 | 354640 | 50837 | 12966 | 1806 | 128584 | 44740 | 54976 |
|  | Cooperative associations. Other legal forms of organization ................ | $\begin{aligned} & 1 \\ & 1 \end{aligned}$ |  | $\mathrm{D}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{a} \\ & \mathrm{~b} \end{aligned}$ | $\begin{aligned} & D \\ & D \end{aligned}$ | D | D |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  | Corporations .......... | 2508 | 10759061 | 1235398 | 294675 | 30511 | 2605098 | 1156430 | 1206522 |
|  | Individual proprietorships. | 210 | 180791 | 19723 | 4604 | 878 | 43264 | 11037 | 13286 |
|  | Partnerships ............. | 56 | 80601 | 9383 | 1984 | 403 | 20947 | 8791 | 10533 |
|  | Cooperative associations. Other legal forms of organization .................. | $\begin{aligned} & 6 \\ & 1 \end{aligned}$ |  |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | b | D | D | D |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................. | 2781 | 11038778 | 1267327 | 301728 | 31857 | 2675209 | 1177191 | 1231470 |
|  | Corporations | 2508 | 10759061 | 1235398 | 294675 | 30511 | 2605098 | 1156430 | 1206522 |
|  | Individual proprietorships....... | 210 | 180791 | 19723 | 4604 | 878 | 43264 | 11037 | 13286 |
|  | Partnerships ............................. | 56 | 80601 | 9383 | 1984 | 403 | 20947 | 8791 | 10533 |
|  | Cooperative associations. <br> Other legal forms of organization | 6 1 |  |  |  | b | D | D | D |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments .......... | 456 | 1495661 | 175321 | 39860 | 5811 | 383381 | 147111 | 164528 |
|  | Corporations ............................. | 392 | 1446337 | 170059 | 38776 | 5503 | 372324 | 142232 | 159502 |
|  | Individual proprietorships ..................... | 49 | 36522 | 4309 |  |  | 9082 | 3023 | 3107 |
|  | Partnerships ................................ | 13 |  |  | D | b | D |  | D |
|  | Cooperative associations. <br> Other legal forms of organization | $\underline{2}$ |  | D | D | a | D | D | D |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2325 | 9543117 | 1092006 | 261868 | 26046 | 2291828 | 1030080 | 1066942 |
|  | Corporations .......... | 2116 | 9312724 | 1065339 | 255899 | 25008 | 2232774 |  |  |
|  | Individual proprietorships. | 161 | 144269 | 15414 | 3778 |  | 34182 | 8014 | 10179 |
|  | Partnerships ........................... | 43 |  |  |  | e | D | D | D |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . | $\begin{aligned} & 4 \\ & 1 \end{aligned}$ |  |  | D | b | D | D | D |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4215 | Metal \& mineral (except petroleum) whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | '12 583 | r150 493610 | r6 898028 | '1 595361 | r174 029 | 14115369 | 13746559 | 14559365 |
|  | Corporations | 11422 | 145604317 | 6674624 | 1544530 | 166961 | 13663303 | 13439564 | 14149767 |
|  | Individual proprietorships | 815 | 2093402 | 87066 | 19841 | 3297 | 180183 | 64513 | 120743 |
|  | Partnerships ....... | 311 | 2473069 | 114023 | 25409 | 3202 | 230432 | 208355 | 253804 |
|  | Cooperative associations. | 11 | 66540 | 5406 | 1447 | 135 | 9735 | 5247 | 5088 |
|  | Other legal forms of organization............... | 24 | 256282 | 16909 | 4134 | 434 | 31716 | 28880 | 29963 |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |
|  | Corporations .......... | 10740 764 | 131638108 1919403 | 6427457 81835 | 1488221 18322 | 162162 3152 3 | 13108433 168585 | 12856193 57690 173 | 13559216 |
|  | Partnerships........... | 288 | 1815230 | 105992 | 23286 | $\begin{array}{r}31067 \\ \hline\end{array}$ | 214 155 | 173260 | 219036 |
|  | Cooperative associations. | 11 | 66540 | 5406 | 1447 | 135 | 9735 | 5247 | 5088 |
|  | Other legal forms of organization. | 24 | 256282 | 16909 | 4134 | 434 | 31716 | 28880 | 29963 |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments . | 11827 | 135695563 | 6637599 | 1535410 | 168950 | 13532624 | 13121270 | 13925957 |
|  | Corporations . | 10740 | 131638108 | 6427457 | 1488221 | 162162 | 13108433 | 12856193 | 13559216 |
|  | Individual proprietorships. | 764 | 1919403 | 81835 | 18322 | 3152 | 168585 | 57690 | 112654 |
|  | Partnerships.......... | 288 | 1815230 | 105992 | 23286 | 3067 | 214155 | 173260 | 219036 |
|  | Cooperative associations..... Other legal forms of organizatio | 11 24 | 66540 256282 | 5406 16909 | 1447 4134 | 135 434 | 9735 31716 | 5247 28880 | 5088 29963 |
| 4215101 | Ferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments . | 9437 | 106496206 | 5338101 | 1229010 | 138934 | 10857387 | 10372132 | 10921109 |
|  | Corporations . | 8598 | 103478277 | 5165063 | 1190566 | 133557 | 10513368 | 10142095 | 10646556 |
|  | Individual proprietorships... | 586 | 1207511 | 60795 | 13145 | 2217 | 125666 | 37871 | 43365 |
|  | Partnerships .............. | 224 8 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | h c | D | D | D |
|  | Other legal forms of organization ............... | 21 | D | D | D | e | D | D | D |
| 42151011 | Ferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments | 6412 | 69014037 | 4683412 | 1078180 | 123914 | 9551100 | 10372132 | 10921109 |
|  | Corporations | 5972 | 67337508 | 4555298 | 1050014 | 119965 | 9297423 | 10142095 | 10646556 |
|  | Individual proprietorships ................. | 270 |  | D |  |  | D | D | D |
|  | Partnerships ................................ Cooperative associations........... | 150 6 | D | D | D | c | D | D | D |
|  | Other legal forms of organization........... | 14 | D | D | D | e | D | D |  |
| 42151012 | Ferrous metal sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 3025 | 37482169 | 654689 | 150830 | 15020 | 1306287 | - | - |
|  | Corporations | 2626 | 36140769 | 609765 | 140552 | 13592 | 1215945 | - |  |
|  | Individual proprietorships.. | 316 | D |  |  |  |  | D | D |
|  | Partnerships................ | 74 2 |  | D | D | e | D | D | D |
|  | Other legal forms of organization ............... | 7 | D | D | D | a | D | D | D |
| 4215102 | Nonferrous metal service centers \& sales offices |  |  |  |  |  |  |  |  |
|  | All establishments | 2390 | 29199357 | 1299498 | 306400 | 30016 | 2675237 | 2749138 | 3004848 |
|  | Corporations .............................. | 2142 | 28159831 | 1262394 | 297655 | 28605 | 2595065 | 2714098 | 2912660 |
|  | Individual proprietorships ................................................. | $\begin{array}{r}178 \\ 64 \\ \hline\end{array}$ | 711892 | 21040 D | 5177 | 935 e | 42919 | 19819 D | 69289 |
|  | Cooperative associations....................... | 3 |  |  | D | a | D | D | D |
|  | Other legal forms of organization............. | 3 | D | D | D | b | D | D | D |
| 42151021 | Nonferrous metal service centers |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 1556 | 22107893 | 1122138 | 260461 | 26446 | 2343182 | 2749138 | 3004848 |
|  | Corporations ............................. | 1425 | 21325346 | 1096195 | 254202 | 25440 | 2287160 | 2714098 | 2912660 |
|  | Individual proprietorships | 90 | 539004 | 15575 | 3743 |  | 29054 | 19819 |  |
|  | Partnerships Cooperative associations. | 37 1 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | e a | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | 1 3 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | b | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D |
| 42151022 | Nonferrous metal sales offices |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 834 | 7091464 | 177360 | 45939 | 3570 | 332055 | - | - |
|  | Corporations ............................ | 717 | 6834485 | 166199 | 43453 | 3165 | 307905 | - | - |
|  | Individual proprietorships.................. | 88 | 172888 | 5465 | 1434 | 268 | 13865 | - | - |
|  | Partnerships ............................ Cooperative associations................ |  |  | D | D | c | D | D | D |
|  | Other legal forms of organization. |  |  |  |  |  |  |  |  |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1996 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 42152 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments | '756 | r14 798047 | r260 429 | '59 951 | 「5 079 | 582745 | 625289 | 633408 |
|  | Corporations ............ | 682 51 51 | 13966209 173999 | 247167 5231 881 | 56309 1519 | $\begin{array}{r}4799 \\ 145 \\ \hline\end{array}$ | 554870 11598 1687 | 583371 6823 358 | 590 851 8089 |
|  | Partnerships............ | 23 | 657839 | 8031 | 2123 | 135 | 16277 | 35095 | 34768 |
|  | Cooperative associations. Other legal forms of organization | - |  | - | - | - | - | - | - |
| 421520 | Coal \& other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments | '756 | r14 798047 | '260 429 | '59 951 | 「5 079 | 582745 | 625289 | 633408 |
|  | Corporations | 682 | 13966209 | 247167 | 56309 | 4799 | 554870 | 583371 | 590551 |
|  | Individual proprietorships. | 51 | 173999 | 5231 | 1519 | 145 | 11598 | 6823 | 8089 |
|  | Partnerships............ | 23 | 657839 | 8031 | 2123 | 135 | 16277 | 35095 | 34768 |
|  | Cooperative associations........... Other legal forms of organization.. | - | - | - | - | - | - | - | - |
| 4215201 | Coal whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 452 | 10037343 | 158986 | 35749 | 3037 | 357803 | 238632 | 252383 |
|  | Corporations | 411 | 9596963 | 153202 | 34306 | 2906 | 343501 | 229172 | 242416 |
|  | Individual proprietorships. | 26 15 | 84443 | 1635 | 556 | 62 | 4273 | 251 | 758 |
|  | Partnerships ............................. Cooperative associations................ | 15 | 355937 | 4149 | 887 | 69 | 10029 | 9209 | 9209 |
|  | Other legal forms of organization ......... | - | - | - | - | - | - | - |  |
| 4215202 | Other mineral \& ore whsle |  |  |  |  |  |  |  |  |
|  | All establishments | '304 | r4 760704 | r101443 | '24 202 | 12 042 | 224942 | 386657 | 381025 |
|  | Corporations . | 271 | 4369246 | 93965 | 22003 | 1893 | 211369 | 354199 | 348135 |
|  | Individual proprietorships.................. | 25 | 89556 | 3596 | ${ }_{1} 963$ | 83 | 7325 | 6572 | 7331 |
|  | Partnerships ........................... Cooperative associations................. | 8 | 301902 | 3882 | 1236 | 66 | 6248 | 25886 | 25559 |
|  | Other legal forms of organization............... | - | - | - | - | - | - | - |  |
| 4216 | Electrical goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 38234 | 357691888 | 22524717 | 5483454 | 475766 | 43723893 | 19795782 | 21462916 |
|  | Corporations | 35232 | 348786708 | 21992856 | 5361773 | 460037 | 42627731 | 19345823 | 20929982 |
|  | Individual proprietorships | 2138 | 3608687 | 210683 | 47991 | 7687 | 458700 | 161836 | 183728 |
|  | Partnerships ............ | 755 | 4071702 | 240921 | 56114 | 6177 | 454057 | 150225 | 209307 |
|  | Cooperative associations. | 44 | 280825 | 16302 | 3 565 | +493 | 28351 | 22415 | 19196 |
|  | Other legal forms of organization............ | 65 | 943966 | 63955 | 14011 | 1372 | 155054 | 115483 | 120703 |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Corporations .............................. | 12428 | 83658681 | 5886843 | 1395956 | 140078 | 10761646 | 5584364 | 5922886 |
|  | Individual proprietorships. | 733 | 1147181 | 65462 | 14985 | 2451 | 134606 | 32638 | 40273 |
|  | Partnerships ............................. | 239 | 990460 | 62774 | 13245 | 1631 | 119735 | 51324 | 59313 |
|  | Cooperative associations.................... Other legal forms of organization ........ | 16 15 |  |  |  | c c | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 13431 | 85861019 | 6028387 | 1426667 | 144585 | 11038538 | 5675640 | 6029976 |
|  | Corporations ............................. | 12428 | 83658681 | 5886843 | 1395956 | 140078 | 10761646 | 5584364 | 5922886 |
|  | Individual proprietorships..................... | 733 | 1147181 | 65462 | 14985 | 2451 | 134606 | 32638 |  |
|  | Partnerships ............................ Cooperative associations............... | 239 16 | 990460 | 62774 | 13245 | 1631 c | 119735 | 51324 D | $59313$ |
|  | Other legal forms of organization .............. | 15 | D |  | D | c | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Corporations ............. | 3496 | 53510745 | 2029198 | 469549 | 49022 | 5936420 | 3878783 | 4156949 |
|  | Individual proprietorships...................... | 286 | 490920 | 24493 | 5806 | 1058 | 56643 | 37258 | $38956$ |
|  | Partnerships .......................... | 100 | 526937 | 21218 | 4592 | 707 | 57177 | 28574 | $61314$ |
|  | Other legal forms of organization .................. |  |  |  |  | b | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 3895 | 54683947 | 2079747 | 481012 | 50922 | 6073720 | 3953254 | 4265594 |
|  | Corporations ............................. | 3496 | 53510745 | 2029198 | 469549 | 49022 | 5936420 | 3878783 | 4156949 |
|  | Individual proprietorships..................... | 286 | 490920 | 24493 | 5806 | 1058 | 56643 | 37258 | 38956 |
|  | Partnerships .............................. | 100 | 526937 | 21218 | 4592 |  | 57177 | 28574 | 61314 |
|  | Cooperative associations. <br> Other legal forms of organization |  |  |  | D | b | ${ }_{\text {D }}^{\text {D }}$ | D | D |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 42169 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 20908 | 217146922 | 14416583 | 3575775 | 280259 | 26611635 | 10166888 | 11167346 |
|  | Corporations <br> Individual proprietorships <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | 19308 1119 416 20 45 | 211617282 1970586 2554305 197201 807548 | 14076815 120728 156929 8240 53871 | 3496268 27200 38277 1701 12329 | 270937 4178 3839 222 1083 | 25929665 267451 277145 13321 124053 | 9882676 91940 70327 10671 111274 | 10850147 104499 88680 8044 115976 |
| 421690 | Other electronic parts \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 20908 | 217146922 | 14416583 | 3575775 | 280259 | 26611635 | 10166888 | 11167346 |
|  | Corporations ............ | 19308 1119 | 211617282 1970586 254 | 14076815 120 728 156 | $\begin{array}{r} 3496268 \\ 27200 \\ \hline \end{array}$ | 270937 4178 3 | $\begin{array}{r}25929665 \\ 267451 \\ \hline 277145\end{array}$ | 9882676 91940 70 | 10850147 104499 |
|  | Partnerships........... | 416 | 2554305 | 156929 | 38277 |  | 277145 | 70327 |  |
|  | Cooperative associations. Other legal forms of organization | 20 45 | 197201 807548 | 8240 53871 | 1701 12329 | $\begin{array}{r} 222 \\ 1083 \end{array}$ | 13321 124053 | 10671 111274 | $\begin{array}{r} 8044 \\ 115976 \end{array}$ |
| 4216901 | Communications equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9180 | 88413555 | 8091469 | 2116989 | 152279 | 14076505 | 3692360 | 4129201 |
|  | Corporations ..... | 8506 | 87152427 | 7955847 | 2082525 | 148308 | 13836228 | 3623487 | 4046061 |
|  | Individual proprietorships. | 481 | 403578 | 40002 | 9091 | 1624 | 87631 | 21303 | 23808 |
|  | Partnerships ............ Cooperative associations. | 169 8 | 698165 29339 | $\begin{array}{rr}81 & 663 \\ 3011\end{array}$ | 21930 703 | 1986 92 | 126426 4905 | 23849 2628 2 | 34752 2835 |
|  | Other legal forms of organization. | 16 | 130046 | 10946 | 2740 | 269 | 21315 | 21093 | 21745 |
| 4216902 | Electronic parts (excluding communications equipment) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11728 | 128733367 | 6325114 | 1458786 | 127980 | 12535130 | 6474528 | 7038145 |
|  | Corporations . . . . . . . | 10802 | 124464855 | 6120968 | 1413743 | 122629 | 12093437 | 6259189 | 6804086 |
|  | Individual proprietorships. |  | 1567008 | 80726 | 18109 | 2554 | 179820 | 70637 | 80691 |
|  | Partnerships ............. | 247 | 1856140 | 75266 | 16347 | 1853 | 150719 | 46478 | 53928 |
|  | Cooperative associations | 12 | 167862 | 5229 | 998 | 130 | 8 416 | 8043 | 5 209 |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 21194 | 92189762 | 7977961 | 1837467 | 219233 | 15249815 | 9822088 | 10370210 |
|  | Corporations | 19360 | 87476761 | 7600938 | 1753719 | 208954 | 14576527 | 9537766 | 10038425 |
|  | Individual proprietorships | + 418 | 1 6005539 | 115044 158 | 25486 36364 | 4 4 771 | 235 <br> 298 <br> 14 | 105342 169346 | 118652 203118 |
|  | Cooperative associations. | 24 | 42425 | 4741 | +125 | 181 | - 9012 | 169346 5970 | 18188 5893 |
|  | Other legal forms of organization ................ | 19 | 1561529 | 99010 | 20773 | 605 | 130508 | 3664 | 4122 |
| 42171 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Corporations | 8503 | 40806615 | 3596757 | 819451 | 104295 | 6883482 | 4760525 | 5092142 |
|  | Individual proprietorships. | 713 | 741828 | 61716 | 13358 | 2542 | 125589 | 69577 | 76649 |
|  | Partnerships........... | 228 | 937966 | 106100 | 25405 | 3444 | 199885 | 102901 | 123852 |
|  | Other legal forms of organization............. | 16 |  |  |  | f |  | D | D |
| 421710 | Hardware whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9473 | 44063674 | 3865008 | 879374 | 110963 | 7342028 | 4938173 | 5298245 |
|  | Corporations Individual proprietorships | 8503 713 | $\begin{array}{r}40806615 \\ 741828 \\ \hline\end{array}$ | $\begin{array}{r} 3596757 \\ 61716 \end{array}$ | 819451 13458 | 104295 2542 | 6883482 125589 | $\begin{array}{r}4760525 \\ 69577 \\ \hline\end{array}$ | 5092142 76649 |
|  | Partnerships................................. | 228 | 937966 | 106100 | 25405 | 3444 | 199885 | 102901 | 123852 |
|  | Cooperative associations. Other legal forms of organization ............... |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | c | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Corporations .......... | 4195 | 22137283 | 1541242 | 359425 | 42439 | 2944488 | 1800190 | 1922274 |
|  | Individual proprietorships. | 325 | 456118 | 23145 | 5340 | 980 | 49045 | 15049 | 18411 |
|  | Partnerships......... | 99 | 319167 | 15811 | 3096 | 410 | 33005 | 14225 | 21162 |
|  | Cooperative associations..... | 6 | 15539 | 2021 | 433 | 58 | 3767 | 3070 | 2794 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4625 | 22928107 | 1582219 | 368294 | 43887 | 3030305 | 1832534 | 1964641 |
|  | Corporations .......... | 4195 | 22137283 | 1541242 | 359425 | 42439 | 2944488 | 1800190 | 1922274 |
|  | Individual proprietorships..................... | 325 | 456118 | 23145 | 5340 | 980 | 49045 | 15049 | 18411 |
|  | Partnerships............................. | 99 | $\begin{array}{r}319167 \\ \hline 15539\end{array}$ | 15811 | 3096 | 410 | 33005 | 14225 | 21162 |
|  | Cooperative associations. Other legal forms of organization | 6 | 15539 | $\begin{array}{r}2021 \\ \hline\end{array}$ | 433 | 58 | $\begin{array}{r}3767 \\ \hline\end{array}$ | 3070 | 2794 |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1996 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 42173 \& Warm air heating \& air-conditioning equipment \& supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 5524 \& 20062710 \& 2013489 \& 471804 \& 51252 \& 3932992 \& 2446751 \& 2498546 \\
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 5204
246
66
5
3 \& \[
\begin{array}{r}
19614433 \\
204414 \\
232713 \\
\\
D \\
D
\end{array}
\] \& \[
\begin{array}{r}
1960220 \\
22113 \\
29861 \\
D \\
D
\end{array}
\] \& \[
\begin{array}{r}
459943 \\
5058 \\
6498 \\
\\
\\
\\
D
\end{array}
\] \& 49585
896
725
b
b \& \[
\begin{array}{r}
3834674 \\
43654 \\
51983 \\
\\
\\
\\
D
\end{array}
\] \& \[
\begin{array}{r}
2388267 \\
13667 \\
43423 \\
4 \\
\\
D
\end{array}
\] \& \[
\begin{array}{r}
2431939 \\
15866 \\
49122 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \\
\hline 421730 \& Warm air heating \& air-conditioning equipment \& supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 5524 \& 20062710 \& 2013489 \& 471804 \& 51252 \& 3932992 \& 2446751 \& 2498546 \\
\hline \& Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization \& 5204
246
66
5
3 \& 19614433
204414
232713
D

D \& $$
\begin{array}{r}
1960220 \\
22113 \\
29861 \\
D \\
D
\end{array}
$$ \& 459943

5058
6498 \& 49585
896
725
b
b \& 3834674
43654
51983

D \& $$
\begin{array}{r}
2388267 \\
13667 \\
43423 \\
4 \\
\\
\\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
2431939 \\
15866 \\
49122 \\
\\
D \\
D
\end{array}
$$
\] <br>

\hline 42174 \& Refrigeration equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1572 \& 5135271 \& 517245 \& 117995 \& 13131 \& 944490 \& 604630 \& 608778 <br>

\hline \& Corporations $\qquad$ Individual proprietorships. \& $\begin{array}{r}1458 \\ 89 \\ \hline 25\end{array}$ \& $$
\begin{array}{r}
4918430 \\
98148 \\
118 \text { 602 }
\end{array}
$$ \& 502719

8070

6456 \& $$
\begin{array}{r}
114900 \\
1730 \\
17365
\end{array}
$$ \& 12635

304

192 \& $$
\begin{array}{r}
913883 \\
16766
\end{array}
$$ \& \[

$$
\begin{array}{r}
588784 \\
7049
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
592070 \\
7726 \\
8080
\end{array}
$$
\] <br>

\hline \& Partnerships .. Cooperative associations. Other legal forms of organiz \& 25 \& \& 6456 \& 1365 \& 192 \& 13841 \& 8797 \& 8982 <br>
\hline 421740 \& Refrigeration equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1572 \& 5135271 \& 517245 \& 117995 \& 13131 \& 944490 \& 604630 \& 608778 <br>
\hline \& Corporations ........ \& 1458 \& 4918430 \& 502719 \& 114900 \& 12635 \& 913883 \& 588784 \& 592070 <br>
\hline \& Individual proprietorships \& 89 \& 498148 \& 8070 \& 1730 \& 12304 \& 16766 \& 58049 \& $\bigcirc 726$ <br>
\hline \& \& 25 \& 118693 \& 6456 \& 1365 \& 192 \& 13841 \& 8797 \& 8982 <br>
\hline \& Cooperative associations. Other legal forms of organization .................. \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline 4218 \& Machinery, equipment, \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 76643 \& 328968331 \& 29401798 \& 6772121 \& 772550 \& 55393646 \& 43404221 \& 46905904 <br>
\hline \& Corporations .......... \& 69063 \& 316625087 \& 28381883 \& 6545876 \& 736334 \& 53311945 \& 41934438 \& 45218611 <br>
\hline \& Individual proprietorships \& 5 541 \& 5646801
5 \& 468159 \& 105595 \& 20270 \& 984496 \& 591979 \& 681941 <br>
\hline \& Partnerships........... \& 1819 \& 5907730 \& 485063 \& 105912 \& 14006 \& 961057 \& 790436 \& 903881 <br>
\hline \& Cooperative associations. Other legal forms of organization ............ \& 119
101 \& 441239
347474 \& 33189
33504 \& 7335
7403 \& 1011
929 \& 69034
67114 \& 34288

53080 \& $$
\begin{gathered}
44358 \\
57113
\end{gathered}
$$ <br>

\hline 42181 \& Construction \& mining (except petroleum) machinery \& equip whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 5321 \& 44725989 \& 3604644 \& 862419 \& 87611 \& 6683340 \& 11166924 \& 12140651 <br>
\hline \& Corporations .......... \& 4937 \& 43744312 \& 3513449 \& 842359 \& 85015 \& 6520667 \& 10934381 \& 11860897 <br>
\hline \& Individual proprietorships.............. \& 247 \& 312126 \& 25073 \& 5209
12309 \& + 935 \& 53966 \& 50000 \& 63985 <br>
\hline \& Partnerships ......ato.....................
Cooperative associations...... \& 114
1
1 \& 569702 \& 55039 \& 12302
D \& 1380
$a$
a \& 87843
D \& 156786

D \& $$
\begin{array}{r}
189526 \\
\mathrm{D}
\end{array}
$$ <br>

\hline 421810 \& Construction \& mining (except petroleum) machinery \& equip whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 5321 \& 44725989 \& 3604644 \& 862419 \& 87611 \& 6683340 \& 11166924 \& 12140651 <br>
\hline \& Corporations ............................. \& 4937 \& 43744312 \& 3513449 \& 842359 \& 85015 \& 6520667 \& 10934381 \& 11860897 <br>
\hline \& Individual proprietorships.......................
Partnerships ...................... \& 247
114 \& 312126
569702 \& 25073
55039 \& 5
5
12309 \& 935
1380 \& 53966
87843 \& 50
156786
156 \& 63985
189526 <br>

\hline \& Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
1 \\
22
\end{array}
$$ \& D

D \& D
D \& D

D \& a \& $$
\begin{array}{r}
818 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& $\begin{array}{r}\text { D } \\ \text { D } \\ \hline\end{array}$ \&  <br>

\hline 42182 \& Farm \& garden machinery \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 9782 \& 39713264 \& 2860510 \& 643779 \& 101413 \& 5578804 \& 8510984 \& 9247680 <br>
\hline \& Corporations ...........................

Individual proprietorships............ \& | 8 |
| :--- |
|  |
| 1 | 022 \& \[

$$
\begin{array}{r}
37652258 \\
1201485
\end{array}
$$
\] \& 2702423

93088 \& 609203
20486 \& 93638
5059 \& $\begin{array}{r}5236158 \\ 205312 \\ \hline 181\end{array}$ \& $\begin{array}{r}8068382 \\ 249593 \\ \hline\end{array}$ \& 8728493
291896 <br>
\hline \& Partnerships................................ \& +336 \& 714859 \& 50625 \& 11235 \& 2212 \& 101839 \& 160626 \& 189407 <br>
\hline \& Cooperative associations. Other legal forms of organization \& 26

13 \& D \& $$
\begin{gathered}
\mathrm{D} \\
\mathrm{D}
\end{gathered}
$$ \& D \& e

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

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

\hline 421820 \& Farm \& garden machinery \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 9782 \& 39713264 \& 2860510 \& 643779 \& 101413 \& 5578804 \& 8510984 \& 9247680 <br>
\hline \& Corporations ............................. \& 8022 \& 37652258 \& 2702423 \& 609203 \& 93638 \& 5236158 \& 8068382 \& 8728493 <br>
\hline \& Individual proprietorships.................. \& 1385 \& 1201485 \& 93088 \& 20486 \& 5059 \& 205312 \& 249593 \& 291896 <br>
\hline \& Partnerships ..............................
Cooperative associations............... \& 336
26 \& 714859 \& 50625
D \& 11235 \& 212
e \& 101839 \& 160626
D \& 189407 <br>
\hline \& Other legal forms of organization............... \& 13 \& \& \& \& c \& D \& D \& <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


[^365]Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 nventories $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4218303 | General-purpose industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 11101 | 42641534 | 4279378 | 965711 | 102295 | 8140762 | 3902321 | 4203829 |
|  | Corporations | 10211 | 41179384 | 4159142 | 937918 | 98420 | 7892447 | 3775604 | 4067477 |
|  | Individual proprietorships |  | 812296 | 65590 | 15032 | 2322 | 132085 | 54730 | 58470 |
|  | Partnerships.... | 208 | 603351 | 49259 | 11501 | 1384 | 105224 | 68123 | 73664 |
|  | Cooperative associations. | 19 | 18296 | 2458 | 615 | 88 | 4864 | 2321 | 2680 |
|  | Other legal forms of organization. | 12 | 28207 | 2929 | 645 | 81 | 6142 | 1543 | 1538 |
| 4218304 | Metalworking machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4092 | 19008973 | 1603844 | 363648 | 35524 | 3130563 | 2381201 | 2366943 |
|  | Corporations | 3773 | 18415920 | 1552142 | 352052 | 34020 | 3024775 | 2335317 | 2309654 |
|  | Individual proprietorships | 232 | 299149 | 22051 | 5219 | 763 | 44945 | 16055 | 17097 |
|  | Partnerships........... | 79 | 266699 | 25939 | 5718 | 639 | 52764 | 27833 | 38015 |
|  | Cooperative associations | 7 |  |  |  | b |  |  |  |
|  | Other legal forms of organization | 1 | D | D | D | a | D | D | D |
| 4218305 | Materials handling equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4642 | 18803215 | 2371197 | 559533 | 63169 | 4079742 | 1785899 | 1883410 |
|  | Corporations | 4224 | 18248950 | 2309012 | 544825 | 60717 | 3953941 | 1751638 | 1842623 |
|  | Individual proprieto | 339 |  |  |  |  |  |  |  |
|  | Partnerships ............ | $\begin{array}{r}75 \\ 4 \\ \hline\end{array}$ | 193969 40728 | 26763 1236 | 6548 | 780 43 | 55865 1630 | 10595 2071 | 13041 2324 |
|  | Other legal forms of organization... |  |  |  |  |  |  |  |  |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 3536 | 11671958 | 1006985 | 223687 | 25475 | 1872441 | 1181404 | 1356139 |
|  | Corporations | 3116 | 10704661 | 954910 | 211809 | 23831 | 1770404 | 1096559 | 1252110 |
|  | Individual proprietorships. | 215 | 192600 | 16492 | 3481 | 626 | 37266 | 16527 | 20632 |
|  | Partnerships.. | 197 | 760614 | 33145 | 8012 | 974 | 60852 | 67522 | 82460 |
|  | Cooperative association | 8 | 14083 | 2438 | 385 | 44 | 3919 | 796 | 937 |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 7104 | 30531651 | 2772481 | 631704 | 63099 | 5335479 | 2952675 | 3158609 |
|  | Corporations . | 6481 | 29545884 | 2684480 | 612846 | 60739 | 5159338 | 2879696 | 3075461 |
|  | Individual proprietorships. | 430 | 461527 | 39879 | 9041 | 1344 | 82107 | 34891 | 36629 |
|  | Partnerships........... | 170 | 385281 | 40862 | 8312 | 852 | 79223 | 35509 | 37169 |
|  | Cooperative associations. | 11 | 76065 | 4912 | 918 | 108 | 10614 | 496 | 5821 |
|  | Other legal forms of organization. | 12 | 62894 | 2348 | 587 | 56 | 4197 | 2083 | 3529 |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 15055 | 64861321 | 5240795 | 1215121 | 140735 | 9844064 | 5107540 | 5420791 |
|  | Corporations ......... | 14029 | 63016828 | 5093361 | 1182793 | 135730 | 9553343 | 4955079 | 5259970 |
|  | Individual proprietorships. | 759 | 764640 | 61460 | 13862 | 2428 | 124144 | 44936 | 51211 |
|  | Partnerships ............ | 223 | 884592 | 75476 | 15627 | 2262 | 145748 | 97531 | 99866 |
|  | Cooperative associations................... | 28 | 152104 | 6187 <br> 4 <br> 4 <br> 11 | 1767 | 196 | 11520 | $\begin{array}{r}5671 \\ 4 \\ \hline\end{array}$ | 5996 |
|  | Other legal forms of organization ............. | 16 | 43157 | 4311 | 1072 | 119 | 9309 | 4323 | 3838 |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 15055 | 64861321 | 5240795 | 1215121 | 140735 | 9844064 | 5107540 | 5420791 |
|  | Corporations | 14029 | 63016828 | 5093361 | 1182793 | 135730 | 9553343 | 4955079 | 5259970 |
|  | Individual proprietorships. | 759 | 764640 | 61460 | 13862 |  | 124144 | 44936 | 51211 |
|  | Partnerships........... | 223 | 884592 | 75476 | 15627 | 2262 | 145748 | 97531 | 99866 |
|  | Cooperative associations...... | 28 | 152104 | 6187 <br> 4 <br> 4 <br> 11 | 1767 | 196 | 11520 | ${ }^{5} 671$ | 5906 3938 |
|  | Other legal forms of organization............ | 16 | 43157 | 4311 | 1072 | 119 | 9309 | 4323 |  |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2176 | 4367291 | 554823 | 129777 | 16136 | 1004860 | 474631 | 504136 |
|  | Corporations | 1988 | 4220124 | 540134 | 126372 | 15500 | 973380 | 462640 | 490853 |
|  | Individual proprietorships.. | 154 | 100146 | 9434 | 2168 | 474 | 21225 | 7644 | 8519 |
|  | Partnerships ................................. |  |  |  |  | a |  | D | D |
|  | Other legal forms of organization .............. | 1 |  | D | D | a | D | D | D |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2917 | 13895428 | 1027321 | 239619 | 28097 | 1968660 | 1404407 | 1531024 |
|  | Corporations . . . . . . . . . . . . . . . . . . . . . . . | 2812 | 13500110 | 994078 | 232899 | 27083 | 1904197 | 1358322 | 1482598 |
|  | Individual proprietorships.................... | 64 | 60470 | 4658 | 999 | 189 | 9683 | 5933 | 7241 |
|  | Partnerships ............................. |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | ${ }_{\text {b }}^{\text {b }}$ | D | D | D |
|  | Cooperative associations.................... |  |  | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | b | D | ${ }_{\text {D }}$ | ${ }_{\text {D }}$ |

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4218504 | Other service establishment equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 2457 | 5068067 | 537533 | 122280 | 17174 | 1012070 | 443719 | 464132 |
|  | Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 2100 \\ 298 \\ 54 \\ 3 \\ 2 \end{array}$ |  |  | $\begin{array}{r} 115612 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 15774 g c b a | $\begin{array}{r} 948175 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |  | 436470 D D D D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Corporations ........... Individual proprietorships. | $\begin{array}{r}4669 \\ \\ \hline 227\end{array}$ | $\begin{array}{r}22441114 \\ 392927 \\ \hline 829\end{array}$ | 1645686 22467 | 377486 4946 | 38930 | 3414804 52901 | 3225217 30971 | 3691324 36931 |
|  | Partnerships ............. | 67 9 | 824902 | 53541 | 9712 | 1125 | 125138 | 105242 | 117425 |
|  | Cooperative associations......... | 3 7 | 4601 18769 | 451 1440 | 109 402 | 12 39 | + 8335 | 591 1624 | 609 1835 |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4003 | 23682313 | 1723585 | 392655 | 40905 | 3496313 | 3363645 | 3848124 |
|  | Corporations | 3669 | 22441114 | 1645686 | 377486 | 38930 | 3314804 | 3225217 | 3691324 |
|  | Individual proprietorships. Partnerships........... | 227 97 | 392927 824902 | 22467 53541 | 4946 9712 | 799 1125 | 52901 125138 | 30971 105242 | 36931 117425 |
|  | Cooperative associations. | 3 | 4601 | 5 451 | - 109 | 12 | 835 | 591 | 609 |
|  | Other legal forms of organization | 7 | 18769 | 1440 | 402 | 39 | 2635 | 1624 | 1835 |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2428 | 17709438 | 1162838 | 264642 | 25666 | 2349636 | 2691851 | 3095765 |
|  | Corporations ..... | 2241 | 16822780 | 1112131 | 255161 | 24492 | 2231373 | 2588476 | 2976944 |
|  | Individual proprietorships. Partnerships........... | $\begin{array}{r}124 \\ 58 \\ \hline\end{array}$ | 298051 | 15725 D | 3518 |  | 38889 D | 25903 D | 30873 D |
|  | Cooperative associations. | 3 | 4601 | 451 | 109 | 12 | 835 | 591 | 609 |
|  | Other legal forms of organization.. | 2 | D | D | D | a | D | D | D |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 952 | 3513978 | 344478 | 78973 | 9314 | 752493 | 436185 | 464489 |
|  | Corporations .......... | 866 | 3270130 | 328300 | 75545 | 8817 | 710395 | 407322 | 432917 |
|  | Individual proprietorships... | 57 | 47575 | 3103 | 678 | 131 | 7558 | 3494 | 4178 |
|  | Partnerships.......................... Cooperative associations | 27 |  |  | D | e | D |  |  |
|  | Other legal forms of organization ............... . . |  |  |  | $\overline{\mathrm{D}}$ | - | $\overline{\text { D }}$ | $\overline{\text { D }}$ | D |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 623 | 2458897 | 216269 | 49040 | 5925 | 394184 | 235609 | 287870 |
|  | Corporations ........... | 562 | 2348204 | 205255 | 46780 | 5621 | 373036 | 229419 | 281463 |
|  | Individual proprietorships.................... | 46 | 47301 | 3639 | 750 | 136 | 6454 | 1574 | 1880 |
|  | Partnerships............................. Cooperative associations. . . . | 12 | 50566 | 7190 | 1375 | 159 | 14311 | 4337 | 4079 |
|  | Other legal forms of organization................ | 3 | 12826 | 185 | 135 | 9 | 383 | 279 | 448 |
| 4219 | Miscellaneous durable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 37783 | 185455758 | 11070270 | 2568951 | 351839 | 26719259 | 16783297 | 17787453 |
|  | Corporations ............. | 30210 | 174860154 | 10360229 | 2409526 | 319973 | 24914955 | 15985500 | 16825613 |
|  | Individual proprietorships ..................... <br> Partnerships..................... | 5660 1807 | 5027009 506711 | 303676 379532 | 68304 84671 | 17505 13285 | 798979 <br> 949 <br> 79 | 382936 <br> 397847 <br> 9 | 457688 485 448 |
|  | Cooperative associations..................... | 43 | 105420 | 11 1158 | 84 2679 | 13 418 | - 22364 | 397847 9595 | 485448 9882 |
|  | Other legal forms of organization ............... | 63 | 195864 | 15495 | 3771 | 658 | 33882 | 7419 | 8822 |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6080 | 28233685 | 1897111 | 436625 | 59861 | 4443020 | 3259908 | 3445812 |
|  | Corporations ........ | 5219 | 26548876 | 1806948 | 416856 | 55978 | 4223652 | 3148239 | 3314451 |
|  | Partnerships............ | 221 |  |  |  | 20 |  | 52 D | 6035 D |
|  | Cooperative associations......... | 8 |  |  | D | b | D | D | D |
|  | Other legal forms of organization ............... | 3 | 41561 | 1723 | 408 | 75 | 5571 | 441 | 721 |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 6080 | 28233685 | 1897111 | 436625 | 59861 | 4443020 | 3259908 | 3445812 |
|  | Corporations . . . . . . . . . . . . . . . . . . . . . . | 5219 | 26548876 | 1806948 | 416856 | 55978 | 4223652 | 3148239 | 3314451 |
|  | Individual proprietorships.................. | 629 | 814180 | 37714 | 8176 | 2020 | 94388 | 52061 | 60395 |
|  |  | 221 8 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | D | g | D | D | D |
|  | Other legal forms of organization............... |  | 41561 | 1723 | 408 | 75 | 5571 | 441 | 721 |

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& $$
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
$$ \& $$
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
$$ \& First-
quarter
payroll
$(\$ 1,000)$ \& Paid employees for pay period including
March 12 (number) \& Operating expenses ${ }^{1}$ $(\$ 1,000)$ \& End-of-1996
inventories
$(\$ 1,000)$ \& $$
\begin{aligned}
& \text { End-of-1997 } \\
& \text { inventories } \\
& (\$ 1,000)
\end{aligned}
$$ <br>
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& <br>
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& <br>
\hline 42192 \& Toy \& hobby goods \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 3229 \& 20166025 \& 1229055 \& 281210 \& 36337 \& 3986369 \& 2244711 \& 2378047 <br>
\hline \& Corporations Individual proprietorships . . . . . . . . . . . . . . . . . . . . Partnerships Cooperative associations. Other legal forms of organization \& 2685
436
106
2 \& 19206928
502301
D
D \& 1166401
23388

D \& $$
\begin{array}{r}
266676 \\
5460 \\
D \\
D
\end{array}
$$ \& 33644

1466
9
a \& 3791243
69244
D

D \& $$
\begin{array}{r}
2153711 \\
37074 \\
\\
\\
\\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
2253038 \\
41867 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 421920 \& Toy \& hobby goods \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ... \& 3229 \& 20166025 \& 1229055 \& 281210 \& 36337 \& 3986369 \& 2244711 \& 2378047 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | \& 2685

436
106
2 \& 19206928
502301
D
D \& 1166401
163888

D \& $$
\begin{array}{r}
266676 \\
5460 \\
D \\
D
\end{array}
$$ \& 33644

1466
g
a \& 3791243
69244
D

D \& $$
\begin{array}{r}
2153711 \\
37074 \\
\\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
2253038 \\
41867 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 42193 \& Recyclable material whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 9088 \& 38748659 \& 3229092 \& 753824 \& 114992 \& 7356493 \& 1995204 \& 2099709 <br>
\hline \& Corporations \& 7164 \& 35850130 \& 2979072 \& 698797 \& 103415 \& 6740124 \& 1852621 \& 1962830 <br>
\hline \& Individual proprietorships................... \& 1428
434 \& 1018252
1800059 \& 99
340
135 \& 21960 \& 5949
4988 \& 251163 \& 45802 \& 50358 <br>
\hline \& Partnerships ..............................
Cooperative associations.......... \& 434
17 \& 1800059
27465 \& 135950
5501 \& 29577
1397 \& $\begin{array}{r}4988 \\ \hline 26\end{array}$ \& 335912
10
1082 \& 92602
1634 \& 81699
1397 <br>
\hline \& Other legal forms of organization. \& 45 \& 52753 \& 9229 \& 2093 \& 414 \& 19212 \& 2545 \& 3425 <br>
\hline 421930 \& Recyclable material whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 9088 \& 38748659 \& 3229092 \& 753824 \& 114992 \& 7356493 \& 1995204 \& 2099709 <br>
\hline \& Corporations .........................
Individual proprietorships............ \& 7164
1
1 \& 35850130
1018252
1 \& $\begin{array}{r}2979072 \\ 99 \\ \hline 340\end{array}$ \& 698797
21960 \& 103415
5949 \& $\begin{array}{r}6740124 \\ 251163 \\ \hline\end{array}$ \& 1852621
45802 \& 1962830
50
858 <br>
\hline \& Partnerships........... \& $\begin{array}{r}434 \\ \hline\end{array}$ \& 1800059 \& 135950 \& 29577 \& 4988 \& 335912 \& 92602 \& 81699 <br>
\hline \& Cooperative associations.................. \& 17
45 \& 27465 \& 5 501 \& 1397 \& 226
414 \& 10082 \& 1634 \& 1397
3 <br>
\hline \& Other legal forms of organization ............. \& 45 \& 52753 \& 9229 \& 2093 \& 414 \& 19212 \& 2545 \& 3425 <br>
\hline 4219301 \& Iron \& steel scrap processors \& dealers \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 3480 \& 18205778 \& 1296382 \& 312027 \& 43789 \& 3264863 \& 1010200 \& 1055403 <br>
\hline \&  \& 2678
608
188 \& 16608393
446252
1 \& 1185115
42899 \& 287600
9512
14 \& 38904
2501
2 \& $\begin{array}{r}2960226 \\ 113823 \\ 184 \\ \hline 189\end{array}$ \& 914646
25
561
685 \& 968537
27634
57 <br>
\hline \& Partnerships ................................. \& 182 \& 1130624 \& 66106 \& 14439 \& 2264 \& 184687 \& 68955 \& 57784 <br>
\hline \& Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . \& 6

6 \& $$
\begin{array}{r}
11613 \\
8896
\end{array}
$$ \& 1372

890 \& \& 45

75 \& $$
\begin{aligned}
& 2917 \\
& 3 \\
& 210
\end{aligned}
$$ \& 665

373 \& <br>
\hline 42193011 \& Iron \& steel scrap processors (using power processing equipment) \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2308 \& 12550221 \& 1100834 \& 258643 \& 36303 \& 2811604 \& 882998 \& 899925 <br>
\hline \& Corporations .............................. \& 1848 \& 11352168 \& 1012367 \& 239416 \& 32775 \& 2565656 \& 802114 \& 828539 <br>
\hline \& Individual proprietorships.................. \& 331
122 \& 314736
871196 \& 30
56
590 \& 6824
12145 \& 1580
1872 \& 81496
160590 \& 18630 \& 20074 <br>
\hline \& Cooperative associations. \& 12 \&  \& \& \& 182
$b$
$b$ \&  \&  \&  <br>
\hline 42193012 \& Iron \& steel scrap processors (not using power processing equip) \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 1172 \& 5655557 \& 195548 \& 53384 \& 7486 \& 453259 \& 127202 \& 155478 <br>

\hline \& | Corporations ............................. |
| :--- |
| Individual proprietorships.............. | \& $\begin{array}{r}830 \\ 277 \\ \hline\end{array}$ \& $\begin{array}{r}5256225 \\ 131516 \\ \hline\end{array}$ \& 172748

11959 \& 48184
2688
268 \& $\begin{array}{r}6129 \\ 921 \\ \hline 392\end{array}$ \& 394
32
3270
327 \& 112532
6931
7 \& 139998
7560 <br>
\hline \& Partnerships............................... \& 60 \& 259428 \& 9713 \& 2294 \& 392 \& 24097 \& \& <br>

\hline \& Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
3 \\
3 \\
2
\end{array}
$$ \& \[

$$
\begin{gathered}
\text { Co } \\
\text { D } \\
\text { D }
\end{gathered}
$$
\] \& \& \& - $\begin{array}{r}\text { b } \\ \text { a }\end{array}$ \& D \& D \& D <br>

\hline 4219302 \& Recyclable paper \& paperboard whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 1588 \& 5592266 \& 587535 \& 135538 \& 20596 \& 1275184 \& 121261 \& 133560 <br>
\hline \& Corporations ............ \& 1314 \& 5167242 \& 547074 \& 126621 \& 18813 \& 1179474 \& 111538 \& 123088 <br>
\hline \& Individual proprietorships.................... \& 185 \& 129365 \& 13760 \& 2950 \& 748 \& 35236 \& 2475 \& 2926 <br>
\hline \& Partnerships ............................... \& \& 260512 \& 20093 \& 4442 \& 784 \& 47280 \& 5497 \& 5439 <br>
\hline \& Cooperative associations...................

Other legal forms of organization ........... \& $$
\begin{array}{r}
5 \\
19
\end{array}
$$ \& 1878

33269 \& 618
5990 \& 180
1345 \& r 36 \& 1344

11850 \& 1751 \& $$
2 \text { 10̄̄ }
$$ <br>

\hline 4219303 \& Other recyclable material whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 4020 \& 14950615 \& 1345175 \& 306259 \& 50607 \& 2816446 \& 863743 \& 910746 <br>
\hline \& Corporations ............................ \& 3172 \& 14074495 \& 1246883 \& 284576 \& 45698 \& 2600424 \& 826437 \& 871205 <br>
\hline \& Individual proprietorships.................... \& 635 \& 442635 \& 42681 \& 9498 \& 2700 \& 102104 \& 17766 \& 19798 <br>
\hline \& Partnerships ............................... \& 187 \& 408923 \& 49751 \& 10696 \& 1940 \& 103945 \& 18150 \& 18476 <br>
\hline \& Cooperative associations.....................
Other legal forms of organization ......... \& $2{ }^{6}$ \& 13974
10588 \& 3511
2349 \& \& 145
124 \& 5821
4152 \& 969
421 \& 671
596 <br>
\hline
\end{tabular}

[^366]Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& $$
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
$$ \& $$
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
$$ \& 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 ${ }^{1}$ $(\$ 1,000)$ \& End-of-1996 inventories $(\$ 1,000)$ \& End-of-1997
inventories $(\$ 1,000)$ <br>
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& <br>
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& <br>
\hline 42194 \& Jewelry/watch/silverware/precious stone, \& precious metal whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7689 \& 32398553 \& 1702770 \& 386713 \& 49820 \& 4023822 \& 5159492 \& 5475085 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
6491 \\
1000 \\
190 \\
190 \\
6 \\
2
\end{array}
$$ \& $$
\begin{array}{rr}
30746 & 276 \\
1186562 \\
& \\
& \\
& D \\
& D \\
& D
\end{array}
$$ \& $$
\begin{array}{r}
1616368 \\
55938 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$ \& $$
\begin{array}{rr}
368051 \\
12532 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& $$
\begin{array}{rr}
45971 \\
2894 \\
f \\
& \text { b } \\
& b
\end{array}
$$ \& $$
\begin{array}{rr}
3 & 790024 \\
157089 \\
D \\
D \\
D & D
\end{array}
$$ \& $$
\begin{array}{rr}
4904017 \\
178521 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$ \& $$
\begin{array}{rrr}
5189226 \\
& 207994 \\
& D \\
& D \\
& D
\end{array}
$$ <br>
\hline 421940 \& Jewelry/watch/silverware/precious stone, \& precious metal whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7689 \& 32398553 \& 1702770 \& 386713 \& 49820 \& 4023822 \& 5159492 \& 5475085 <br>
\hline \& Corporations Individual proprietorships. Partnerships. Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
6491 \\
1000 \\
190 \\
190 \\
6 \\
2
\end{array}
$$ \& $$
\begin{array}{r}
30746276 \\
1186562 \\
\\
\\
\\
\\
\\
\\
\text { D } \\
\text { D }
\end{array}
$$ \& $$
\begin{array}{r}
1616368 \\
55938 \\
D \\
\\
\\
\\
\\
D \\
\\
D
\end{array}
$$ \& $$
\begin{array}{r}
368051 \\
12532 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& $$
\begin{array}{rr}
45971 \\
2894 \\
f \\
& b \\
& b
\end{array}
$$ \& $$
\begin{array}{r}
3790024 \\
157089 \\
\text { D } \\
\\
D \\
D
\end{array}
$$ \& $$
\begin{array}{rr}
4904017 \\
178521 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$ \& $$
\begin{array}{rr}
5189226 \\
& 207994 \\
& D \\
& D \\
& D
\end{array}
$$ <br>
\hline 4219401 \& Jewelry, watch, diamonds, precious stone, \& silverware whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 7116 \& 22519342 \& 1579391 \& 357866 \& 46813 \& 3757465 \& 4412551 \& 4749183 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 6011
923
175
5
5 \& 21184524
942479
D
D
D \& 1500162
51645

D \& 340790
11613
D
D
D \& 43272
2679
f
b
b \& 3546313
143920

D

D \& $\begin{array}{rr}4193397 \\ 154736 \\ & \text { D } \\ \\ & \text { D } \\ & \text { D }\end{array}$ \& $$
\begin{array}{rr}
4505346 \\
180 & 191 \\
& D \\
& D \\
& D
\end{array}
$$ <br>

\hline 4219402 \& | Precious metal (excluding ores) whsle |
| :--- |
| All establishments $\qquad$ | \& 573 \& 9879211 \& 123379 \& 28847 \& 3007 \& 266357 \& 746941 \& 725902 <br>

\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 480
77
15
1 \& 9561752
944083
D

D \& $\begin{array}{r}116206 \\ 4293 \\ \text { D } \\ \text { D } \\ \hline\end{array}$ \& 27261
919
D
D \& 2699
215
$b$
$a$

- \& 243711
13169
D
D \& 710620
23785
D

D \& $$
\begin{array}{r}
683880 \\
27803 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ <br>

\hline 42199 \& Other miscellaneous durable goods whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 11697 \& 65908836 \& 3012242 \& 710579 \& 90829 \& 6909555 \& 4123982 \& 4388800 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | \& 16651

8651
2167
856
10

13 \& $$
\begin{array}{r}
62507944 \\
1505714 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
2791440 \\
87296 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] \& 659146

20176
D
D

D \& 80
965
5176
$h$
b

$c$ \& \[
$$
\begin{array}{r}
6369912 \\
227095 \\
\\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3926912 \\
69478 \\
\\
\\
\\
D \\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
4106068 \\
97 & 074 \\
& D \\
& D \\
& D
\end{array}
$$
\] <br>

\hline 421990 \& Other miscellaneous durable goods whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 11697 \& 65908836 \& 3012242 \& 710579 \& 90829 \& 6909555 \& 4123982 \& 4388800 <br>

\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
8651 \\
2167 \\
856 \\
10 \\
13
\end{array}
$$ \& \[

$$
\begin{array}{r}
62507944 \\
1505714 \\
\\
\\
\\
\\
\\
\text { D } \\
\text { D }
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2791440 \\
87296 \\
D \\
\\
D \\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
659146 \\
20 & 176 \\
& D \\
& D \\
& D
\end{array}
$$
\] \& 80965

5176
$h$

b

$c$ \& \[
$$
\begin{array}{rr}
6369912 \\
227 & 095 \\
& D \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3926912 \\
69478 \\
\\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
4 & 106068 \\
97 & 074 \\
& D \\
& D \\
& D
\end{array}
$$
\] <br>

\hline 4219901 \& | Musical instruments \& supplies whsle |
| :--- |
| All establishments $\qquad$ | \& 512 \& 2474693 \& 180103 \& 41714 \& 4906 \& 442398 \& 337463 \& 344022 <br>

\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 385
83
43
1

- \& $$
\begin{array}{r}
2363041 \\
63731 \\
\mathrm{D} \\
\mathrm{D} \\
-
\end{array}
$$ \& $\begin{array}{r}173464 \\ 3459 \\ \text { D } \\ \text { D } \\ \hline\end{array}$ \& $\begin{array}{r}40314 \\ 781 \\ \text { D } \\ \\ \text { D } \\ \hline\end{array}$ \& 4596

184
c
a

- \& 423586
10297
D
D
- \& 329164
3895

D \& $$
\begin{array}{r}
333109 \\
5030 \\
D \\
D \\
\\
\\
\hline
\end{array}
$$ <br>

\hline 4219902 \& Forest products (except lumber) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 2032 \& 11386630 \& 406277 \& 92740 \& 11396 \& 1012052 \& 433470 \& 465668 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
1469 \\
407 \\
151 \\
1 \\
4
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
10620370 \\
392835 \\
\\
\\
\\
\\
55 \\
\\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
370387 \\
18177 \\
\\
\text { D } \\
2081
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
84612 \\
4142 \\
\mathrm{D} \\
\mathrm{D} \\
570
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{r}
913620 \\
55900 \\
D \\
D \\
305
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
416443 \\
11284 \\
\mathrm{D} \\
\mathrm{D} \\
825
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
438702 \\
16334 \\
D \\
\mathrm{D} \\
943
\end{array}
$$
\] <br>

\hline 4219903 \& General merchandise (durable goods) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 3382 \& 21595797 \& 525213 \& 123862 \& 18027 \& 1051224 \& 1043974 \& 1048329 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
2351 \\
742 \\
285 \\
3 \\
1
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
20720537 \\
501790 \\
369118 \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
471757 \\
25360 \\
27571 \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
112722 \\
5 \\
540 \\
5606 \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
15363 \\
1482 \\
1164 \\
\\
\\
\\
\\
a
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
925819 \\
64789 \\
59113 \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
991928 \\
22563 \\
28643 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
972874 \\
32629 \\
41954 \\
D \\
D
\end{array}
$$
\] <br>

\hline 4219904 \& Prerecorded media whsle \& \& \& \& \& \& \& \& <br>
\hline
\end{tabular}

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay including March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1996 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{3}{*}{4219904} \& Prerecorded media whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 2075 \& 23424629 \& 1176057 \& 283668 \& 34103 \& 2803239 \& 1706750 \& 1847403 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \\
Partnerships \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& 1677
271
122
1
4 \& 22551423
23045
675
D
D
D \& \(\begin{array}{rr}1106119 \\ 14399 \\ \& \text { D } \\ \\ \& \text { D } \\ \& \text { D }\end{array}\) \& 265217
3778
D
D
D \& 31617
855
g
a
b \& 2631178
36894
D
D
D \& 1625981
13353
D

D \& $$
\begin{array}{r}
1731308 \\
17325 \\
\\
\\
\\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$ <br>

\hline \multirow[t]{3}{*}{42199041} \& Compact discs/prerecorded audio tapes, \& phonograph records whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1418 \& 15602913 \& 825788 \& 196901 \& 23540 \& 1965640 \& 1221711 \& 1294830 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 1089
220
105
1
3 \& 14929116
186872

D

D

D \& 766940
11532
D
D
D \& 181987
3095
D
D
D \& 21742
686
g
a
b \& 1822077
28737
D
D

D \& $\begin{array}{rr}1149152 \\ 10395 \\ & \text { D } \\ \\ & \text { D } \\ & \text { D }\end{array}$ \& $$
\begin{array}{rr}
1209054 \\
13785 \\
& D \\
& D \\
& D \\
& D
\end{array}
$$ <br>

\hline \multirow[t]{6}{*}{42199042} \& Prerecorded video tapes whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 657 \& 7821716 \& 350269 \& 86767 \& 10563 \& 837599 \& 485039 \& 552573 <br>
\hline \& Corporations \& 588 \& 7622307 \& 339179 \& 83230 \& 9875 \& 809101 \& 476829 \& 522254 <br>
\hline \& Individual proprietorships. \& 51 \& 43803 \& 2867 \& \& 169 \& 8157 \& 2958 \& 3540 <br>
\hline \& Partnerships ........... \& 17 \& \& \& D \& f \& D \& D \& D <br>
\hline \& Cooperative associations. Other legal forms of organization ................ \& - \& $\overline{\text { D }}$ \& D \& D \& - \& - \& - \& - <br>
\hline \multirow[t]{6}{*}{4219905} \& Fire extinguishers \& fire safety equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1016 \& 1136419 \& 181172 \& 41557 \& 6604 \& 321488 \& 77208 \& 87714 <br>
\hline \& Corporations \& 767 \& 1003907 \& 167215 \& 38259 \& 5888 \& 292932 \& 71782 \& 80619 <br>
\hline \& Individual proprietorships....................... \& 191 \& 69781 \& 8474 \& 2030 \& 489 \& 17028 \& 3653 \& 4478 <br>
\hline \& Partnerships ............ \& 56 \& \& \& \& c \& D \& D \& <br>
\hline \& Cooperative associations. Other legal forms of organization \& 2 \& D \& D \& D \& $\stackrel{\text { b }}{ }$ \& D \& D \& D <br>
\hline \multirow[t]{6}{*}{4219906} \& Other durable goods whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2680 \& 5890668 \& 543420 \& 127038 \& 15793 \& 1279154 \& 525117 \& 595664 <br>
\hline \& Corporations ............................. \& 2002 \& 5248666 \& 502498 \& 118022 \& 13870 \& 1182777 \& 491614 \& 549456 <br>
\hline \& Individual proprietorships..................... \& 473 \& 246902 \& 17427 \& 4035 \& 1091 \& 42187 \& 14730 \& 21278 <br>
\hline \& Partnerships ............................. \& 199 \& D \& D \& D \& \& D \& D \& D <br>
\hline \& Coopera Other legal forms of organization . . . . . . . . . . . . . . \& 2
4 \& 2963 \& 388 \& 97 \& a \& 571 \& 149 \& ${ }_{154}^{\text {D }}$ <br>
\hline \multirow[t]{6}{*}{422} \& Wholesale trade, nondurable goods \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& r162 841 \& r1 879940402 \& '81 678408 \& r19 326296 \& '2 398296 \& 177427340 \& 92209377 \& 98460276 <br>
\hline \& Corporations .............................. \& 139453 \& 1776001863 \& 77943152 \& 18471035 \& 2246141 \& 168447973 \& 87689952 \& 93280122 <br>
\hline \& Individual proprietorships..................... \& 16313 \& 25457499 \& 1279604 \& 286641 \& 65977 \& 2968863 \& 1028319 \& 1216811 <br>
\hline \& Partnerships ............................. \& 5 535 \& 55253928 \& 1922589 \& 436702 \& 64408 \& 4696242 \& 2496334 \& 3005873 <br>
\hline \& Cooperative associations...................
Other legal forms of organization . . . . . \& 1227
313 \& 16947105
6280007 \& 384943
148120 \& 87860
44058 \& 16453
5317 \& 974964
339298 \& 809775
184997 \& 817515
139955 <br>
\hline \multirow[t]{6}{*}{4221} \& Paper \& paper product whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 15848 \& 117062485 \& 7730308 \& 1845993 \& 214350 \& 14750773 \& 5517381 \& 5803877 <br>
\hline \& Corporations ............................. \& 14009 \& 111996775 \& 7517281 \& 1794017 \& 206648 \& 14294254 \& 5342112 \& 5572391 <br>
\hline \& Individual proprietorships..................... \& 1457 \& 1462854 \& 104688 \& 24178 \& 4714 \& 238943 \& 49884 \& 58288 <br>
\hline \& Partnerships ............................ \& 358 \& 3527890 \& 100877 \& 25955 \& 2794 \& \& \& <br>
\hline \& Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . \& 20
4 \& D \& D \& D \& c ${ }_{\text {c }}^{\text {b }}$ \& D ${ }_{\text {D }}^{\text {D }}$ \& D \& D <br>
\hline \multirow[t]{6}{*}{42211} \& Printing \& writing paper whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2309 \& 38397487 \& 1547334 \& 377117 \& 33135 \& 3037226 \& 1488311 \& 1502976 <br>
\hline \& Corporations ............................. \& 2086 \& 37973256 \& 1520266 \& 370090 \& 32241 \& 2986757 \& 1465391 \& 1478046 <br>
\hline \& Individual proprietorships................... \& 190 \& 176537 \& 15690 \& 3751 \& 565 \& 30010 \& 6591 \& 6832 <br>
\hline \& Partnerships .............................

Cooperative associations.............. \& \& $$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$ \& \& \& e \& D \& D \& D <br>

\hline \& Other legal forms of organization.............. \& - \& \& \& \& - \& , \& - \& <br>
\hline \multirow[t]{6}{*}{422110} \& Printing \& writing paper whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2309 \& 38397487 \& 1547334 \& 377117 \& 33135 \& 3037226 \& 1488311 \& 1502976 <br>
\hline \& Corporations ............................. \& 2086 \& 37973256 \& 1520266 \& 370090 \& 32241 \& 2986757 \& 1465391 \& 1478046 <br>
\hline \& Individual proprietorships.................... \& 190 \& 176537 \& 15690 \& 3751 \& 565 \& 30010 \& 6591 \& 6832 <br>
\hline \& Partnerships ..........................

Cooperative associations................ \& \& D \& $$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$ \& \[

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

\] \& e \& \[

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

\hline \& Other legal forms of organization .............. \& \& \& \& \& \& \& \& <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including (number)
\end{tabular} \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 422 \& Wholesale trade, nondurable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 42212 \& Stationery \& office supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 8046 \& 33271034 \& 3308237 \& 794195 \& 109766 \& 6178486 \& 2082513 \& 2186065 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \(\qquad\) \\
Partnerships \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& 7025
829
176
13
3 \& 32369952
601544
D 291
D \& 3225297
51443
D
3544

D \& 774558
12145
D
837
D \& 106073
2532
g
101
b \& 6002826
114056
D
6293
D \& 2046777
22030
D
370

D \& $$
\begin{array}{r}
2146027 \\
24831 \\
D \\
\\
424 \\
\\
D
\end{array}
$$ <br>

\hline 422120 \& Stationery \& office supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 8046 \& 33271034 \& 3308237 \& 794195 \& 109766 \& 6178486 \& 2082513 \& 2186065 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 7025
829
176
13
3 \& 32369952
601544
D ${ }^{\text {D }}$

D \& 3225297
51443

3544

D \& 774558
12145
D
837
D \& 106073
2532
9
101

b \& $$
\begin{array}{r}
6002826 \\
114056 \\
\\
6293 \\
\\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
2046777 \\
22030 \\
D \\
370 \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2146027 \\
24831 \\
\\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$
\] <br>

\hline 42213 \& Industrial \& personal service paper whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 5493 \& 45393964 \& 2874737 \& 674681 \& 71449 \& 5535061 \& 1946557 \& 2114836 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization. \& 4898
438
150
6

1 \& $$
\begin{array}{r}
41653567 \\
684773 \\
\mathrm{D} \\
6420 \\
\mathrm{D}
\end{array}
$$ \& 2771718

37555
D
1086
D \& 649369
8282
D
286
D \& 68334
1617
9
24
a \& 5304671
94877
D
189

D \& 1829944
12963
D

378 \& $$
\begin{array}{r}
1948318 \\
26625 \\
D \\
438 \\
D
\end{array}
$$ <br>

\hline 422130 \& Industrial \& personal service paper whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 5493 \& 45393964 \& 2874737 \& 674681 \& 71449 \& 5535061 \& 1946557 \& 2114836 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietornips............... Partnerships.............. $\qquad$ |
| Cooperative associations. $\qquad$ |
| Other legal forms of organization |
| nization ....................... | \& 4898

438
150
6

1 \& | 41653567 |
| ---: |
| 684773 |
| 0 |
| 420 |
| D | \& 2771718

37555
1086
1086
D \& 649369
8282
D
286
D \& 68334
1617
9
24
$a$ \& 5304671
94877
1889

D \& 18899
184
21963
D

378

D \& $$
\begin{array}{r}
1948318 \\
26625 \\
D \\
438 \\
D
\end{array}
$$ <br>

\hline 4222 \& Drugs, \& druggists' sundries whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 8053 \& 203147771 \& 8394864 \& 2024123 \& 190127 \& 19849901 \& 14440398 \& 15707844 <br>
\hline \& Corporations Individual proprietorships....................................... Partnerships Cooperative associations Other legal forms of organization. \& 7254
536
246
7

10 \& $$
\begin{array}{r}
199287634 \\
8678888 \\
2731598 \\
D \\
D
\end{array}
$$ \& 8182942

56906
142783

D \& $$
\begin{array}{r}
1978981 \\
13043 \\
29201 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& $\begin{array}{rr}183 & 548 \\ 2374 \\ 3910 \\ 9 & \\ & c\end{array}$ \& \[

$$
\begin{array}{r}
19290570 \\
121914 \\
405540 \\
\\
\quad \mathrm{D} \\
\\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
14180137 \\
77217 \\
164152 \\
\\
\\
\\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
15384564 \\
83239 \\
219021 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 42221 \& Drugs, \& druggists' sundries whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 8053 \& 203147771 \& 8394864 \& 2024123 \& 190127 \& 19849901 \& 14440398 \& 15707844 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships............................ |
| Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& 7254

536
246
7

10 \& $$
\begin{array}{r}
199287634 \\
867828 \\
2731598 \\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
8182942 \\
56906 \\
142783 \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1978981 \\
13043 \\
29201 \\
D \\
D
\end{array}
$$

\] \& $\begin{array}{rr}183548 \\ 2374 \\ 3910 \\ & \\ \\ & c\end{array}$ \& \[

$$
\begin{array}{r}
19290570 \\
121914 \\
405540 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
14180137 \\
77217 \\
164152 \\
\\
\\
\\
\\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
15384564 \\
83239 \\
219021 \\
D \\
D
\end{array}
$$
\] <br>

\hline 422210 \& Drugs, \& druggists' sundries whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 8053 \& 203147771 \& 8394864 \& 2024123 \& 190127 \& 19849901 \& 14440398 \& 15707844 <br>

\hline \& | Corporations |
| :--- |
|  Partnerships Cooperative associations. Other legal forms of organization | \& \[

$$
\begin{array}{r}
7254 \\
536 \\
246 \\
7 \\
10
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
199287634 \\
867828 \\
731598 \\
D \\
D
\end{array}
$$
\] \& 8182942

566906
142783

D \& $$
\begin{array}{r}
1978981 \\
13043 \\
29201 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& $\begin{array}{rr}183548 \\ 2374 \\ 3910 \\ \text { c } \\ \\ & \text { c }\end{array}$ \& \[

$$
\begin{array}{r}
19290570 \\
121914 \\
405540 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
14180137 \\
77217 \\
164152 \\
\\
D \\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
15384564 \\
832399 \\
219021 \\
D \\
D
\end{array}
$$
\] <br>

\hline 4222101 \& General-line drugs whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 3283 \& 79946995 \& 2290715 \& 546162 \& 70977 \& 5352458 \& 9238904 \& 9838713 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships |
| Cooperative associations. Other legal forms of organization | \& \[

$$
\begin{array}{r}
2953 \\
216 \\
105 \\
5 \\
4
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
78498028 \\
418169 \\
829193 \\
193 \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2199401 \\
24269 \\
60095 \\
\\
\\
\\
\\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
524555 \\
5564 \\
14565 \\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
67923 \\
1 & 128 \\
1813 \\
& 8 \\
& b \\
& b
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
5111163 \\
53690 \\
166890 \\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
9098681 \\
46384 \\
77483 \\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
9681126 \\
43684 \\
96987 \\
D \\
D
\end{array}
$$
\] <br>

\hline 4222102 \& Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 4770 \& 123200776 \& 6104149 \& 1477961 \& 119150 \& 14497443 \& 5201494 \& 5869131 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. |
| Cooperative associations. |
| Other legal forms of organization ................. . | \& 4301

320
141
2

6 \& $$
\begin{array}{r}
120789606 \\
449659 \\
1902405 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& \[

$$
\begin{array}{r}
5983541 \\
32637 \\
82688 \\
\\
\\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1454426 \\
7479 \\
14636 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
115 & 625 \\
1246 \\
20 & 097 \\
& b \\
& c
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
14179407 \\
68224 \\
238650 \\
\\
D \\
\\
\\
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
5081456 \\
30833 \\
86669 \\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
5703438 \\
39555 \\
122034 \\
D \\
D
\end{array}
$$
\] <br>

\hline
\end{tabular}

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
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[^367]Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 42271011 | Petroleum bulk stations (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments | 6045 | 50922994 | 1878095 | 443455 | 69499 | 4737727 | 1461304 | 1476135 |
|  | Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | 5442 446 119 35 3 | $\begin{array}{r} 47974719 \\ D \\ D \\ 102645 \\ D \end{array}$ | $\begin{array}{r} 1794402 \\ \mathrm{D} \\ \mathrm{D} \\ 7234 \\ \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 423828 \\ D \\ D \\ 1778 \\ D \end{array}$ | $\begin{array}{r} 65695 \\ \mathrm{~g} \\ \mathrm{~g} \\ 362 \\ \mathrm{a} \end{array}$ | $\begin{array}{r} 4485235 \\ \mathrm{D} \\ \mathrm{D} \\ 16 \mathrm{D} 12 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 1385951 \\ \mathrm{D} \\ \mathrm{D} \\ 8465 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 1396978 \\ \mathrm{D} \\ \mathrm{D} \\ 8631 \\ \mathrm{D} \end{array}$ |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments . | r1 225 | r120 085945 | r1 113250 | '270 538 | '28 253 | 3122222 | 3514706 | 3644141 |
|  | Corporations Individual proprietorships. | $\begin{array}{r}1161 \\ 15 \\ \hline 15\end{array}$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | k | D | D | D |
|  | Partnerships............ | 45 | 3646937 | 19659 | 5063 | 450 | 71470 | 101176 | 113348 |
|  | Cooperative associations. Other legal forms of organization | 4 | 8672 | 498 | 112 | 24 | 1049 | 294 | 300 |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments | 420 | 5710307 | 174555 | 40262 | 4737 | 404523 | 259417 | 273495 |
|  | Corporations Individual proprietorships . . . . . . . . . . . . . . . . . . . . Partnerships. Cooperative associations. Other legal forms of organization | 393 12 13 - 2 | $\begin{array}{r}\text { D } \\ 9813 \\ \text { D } \\ \hline \\ \hline\end{array}$ | $\begin{array}{r}\text { D } \\ 807 \\ \text { D } \\ \hline-\end{array}$ | $\begin{array}{r}\text { D } \\ 160 \\ \text { D } \\ \hline \text { D }\end{array}$ | $\begin{array}{r}\text { h } \\ 34 \\ \text { c } \\ \hline \text { b }\end{array}$ | $\begin{array}{r}\text { D } \\ 2080 \\ \text { D } \\ \hline \text { D }\end{array}$ | $\begin{array}{r}\text { D } \\ 416 \\ \text { D } \\ \hline \text { D }\end{array}$ | $\begin{array}{r}\text { D } \\ 450 \\ \text { D } \\ \hline \text { D }\end{array}$ |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Corporations ............................ <br> Individual proprietorships.............. | $\begin{array}{r}3201 \\ \quad 269 \\ \hline 108\end{array}$ | $\begin{array}{r}82482408 \\ 515 \\ 427 \\ 4 \\ 275 \\ \hline\end{array}$ | 1236890 15473 | 303140 3366 0 | $\begin{array}{r}32232 \\ 772 \\ \hline\end{array}$ | 3449596 39121 | 15351981 10648 102983 | 1342192 12961 181 |
|  | Partnerships........... | 108 | 4275387 | 41181 | 9762 | 1253 | 197398 | 162802 | 181045 |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | 11 18 | - 2607421 | 1669 18800 | 10661 | 102 981 | 4121 45583 | 2693 50 | 28380 284 |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  |  |  |  |  |  |  |  |
|  | All establishments | 3607 | r90 904696 | 1313953 | 327325 | 35340 | 3735819 | 1578858 | 1566902 |
|  | Corporations .......... | 3201 | 82482408 | 1236890 | 303140 | 32232 | 3449596 | 1351981 | 1342192 |
|  | Individual proprietorships. | 269 | -515 727 | 15473 | 3366 | 772 | 39121 | 10648 | 12961 |
|  | Partnerships........... | 108 | 4275387 | 41818 | 9 762 | 1253 | 197398 | 162802 | 181045 |
|  | Cooperative associations................... Other legal forms of organization .......... | 11 18 | $\begin{array}{r} 23421 \\ 3607753 \end{array}$ | 1609 18800 | 10661 | 102 981 | 4121 45583 | 2663 50734 | 23380 2832 |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4850 | 69703203 | 5667069 | 1336925 | 151677 | 11472270 | 4918578 | 5262443 |
|  | Corporations ........ | 4307 | 64890126 | 5365864 | 1269951 | 142416 | 10810470 | 4561307 | 4885840 |
|  | Individual proprietorships | 205 | 635387 | 49926 | 10648 | 1643 | 98198 | 41185 | 44900 |
|  | Partnerships ............ Cooperative associations. | 198 6 | $\begin{array}{r}3632010 \\ 22482 \\ \hline\end{array}$ | 229778 2363 | 50495 508 | 6670 70 | 520909 5680 | 266385 2300 47 | 309515 2080 20 |
|  | Other legal forms of organization.... | 134 | 523198 | 19138 | 5323 | 878 | 37013 | 47401 | 20108 |
| 42281 | Beer \& ale whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3013 | 34997239 | 3308583 | 752374 | 96284 | 6780698 | 1626132 | 1719966 |
|  | Corporations ............ | 2764 | 32560005 | 3101487 | 707741 | 89929 | 6347314 | 1515540 | 1590750 |
|  | Individual proprietorships. Partnerships ............ | 116 124 | 368331 1989255 | 33770 164684 | 7139 35932 | 1143 4978 | 65796 349549 | 16817 89926 | 17614 107514 |
|  | Cooperative associations................... |  |  |  |  |  |  |  | $1{ }^{1}$ D |
|  | Other legal forms of organization.............. | 5 | D | D | D | c | D | D | D |
| 422810 | Beer \& ale whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3013 | 34997239 | 3308583 | 752374 | 96284 | 6780698 | 1626132 | 1719966 |
|  | Corporations ............. | 2764 | 32560005 | 3101487 | 707741 | 89929 | 6347314 | 1515540 | 1590750 |
|  | Individual proprietorships.................. | 116 | , 368331 | 33770 | $\begin{array}{r}7139 \\ \hline 503\end{array}$ | 1143 | 65796 | 16817 | 17614 |
|  | Partnerships $\qquad$ . ......................... . . Cooperative associations. |  | 1989255 | 164684 | 35932 D | 4978 b | 349549 | 89 926 D | 107514 |
|  | ions Other legal forms of organization . . . . . . . . . . . . . . . |  |  |  |  | c |  | D | D |
| 42282 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1837 | 34705964 | 2358486 | 584551 | 55393 | 4691572 | 3292446 | 3542477 |
|  | Corporations Individual proprietorships . . . . . . . . . . . . . . . . . . . . . Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 1543 \\ 89 \\ 74 \\ 2 \\ 129 \end{array}$ | $\begin{array}{r} 32330121 \\ 267056 \\ 1642755 \\ \\ \\ \\ D \end{array}$ | $\begin{array}{r} 2264377 \\ 166156 \\ 65094 \\ \\ 0 \\ D \end{array}$ | $\begin{array}{r} 562210 \\ 3509 \\ 14563 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 52487 \\ 5000 \\ 1692 \\ a \\ \\ \\ f \end{array}$ | $\begin{array}{r} 4463156 \\ 32402 \\ 171360 \\ \\ \\ \text { D } \\ \end{array}$ | $\begin{array}{r} 3045767 \\ 24368 \\ 176459 \\ D \\ \\ D \end{array}$ | $\begin{array}{r} 3295090 \\ 27286 \\ 202001 \\ D \\ D \end{array}$ |
| 422820 | Wine \& distilled alcoholic beverage whsle |  |  |  |  |  |  |  |  |

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[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1996 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \\
\hline 42 \& WHOLESALE TRADE-Con. \& \& \& \& \& \& \& \& \\
\hline 422 \& Wholesale trade, nondurable goodsCon. \& \& \& \& \& \& \& \& \\
\hline \multirow[t]{3}{*}{422820} \& Wine \& distilled alcoholic beverage whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 1837 \& 34705964 \& 2358486 \& 584551 \& 55393 \& 4691572 \& 3292446 \& 3542477 \\
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& \[
\begin{array}{r}
1543 \\
89 \\
74 \\
2 \\
129
\end{array}
\] \& 32330121
267056
1642755

D \& 264377
16156
65094

D \& 562210
3509
14563

D

D \& 52487
500
1692
$a$
$f$ \& 4463156
32402
171360

D \& 3045767
243688
176459

D

D \& $$
\begin{array}{r}
3295090 \\
27286 \\
202001 \\
D \\
D
\end{array}
$$ <br>

\hline \multirow[t]{3}{*}{4228201} \& Wine \& distilled alcoholic bev (licensed operation) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1715 \& 34325562 \& 2348175 \& 580900 \& 54751 \& 4672282 \& 3249786 \& 3527673 <br>
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 1543
89
74
2
7
7 \& 32330121
2667056
1642755

D \& 264377
16156
65094

D \& 562210
3509
14563
D

D \& 52487
500
1692
a
b \& 4463156
32402
171360

D \& 3045767
243688
176459

D \& $$
\begin{array}{r}
3295090 \\
27286 \\
202001 \\
D \\
D
\end{array}
$$ <br>

\hline \multirow[t]{6}{*}{4228202} \& Wine \& distilled alcoholic beverage (State operated) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 122 \& 380402 \& 10311 \& 3651 \& 642 \& 19290 \& 42660 \& 14804 <br>
\hline \& Corporations \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Individual proprietorships. \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Partnerships Cooperative associations \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline \& Other legal forms of organization .......... \& 122 \& 380402 \& 10311 \& 3651 \& 642 \& 19290 \& 42660 \& 14804 <br>
\hline \multirow[t]{6}{*}{4229} \& Miscellaneous nondurable goods whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 34063 \& 213618778 \& 11321311 \& 2681563 \& 378531 \& 24701041 \& 13733701 \& 14986289 <br>
\hline \& Corporations .. \& 27547 \& 203038955 \& 10671698 \& 2531580 \& 347575 \& 23142180 \& 12941356 \& 13996719 <br>
\hline \& Individual proprietorships ....................
Partnerships ......................... \& 4829
1467 \& 3848990 \& 265940 \& 58431 \& 15587 \& 632420
D \& 274821 \& 347713 <br>
\hline \& Cooperative associations... \& 172 \& 727754 \& 44350 \& 9298 \& 1815 \& 98760 \& 71205 \& 72537 <br>
\hline \& Other legal forms of organization..... \& 48 \& \& \& D \& g \& \& \& <br>
\hline \multirow[t]{6}{*}{42291} \& Farm supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7378 \& 53634309 \& 2562527 \& 618653 \& 74508 \& 5777566 \& 4103160 \& 4400820 <br>
\hline \& Corporations .. \& 6046 \& 50135381 \& 2382076 \& 575600 \& 66603 \& 5347824 \& 3796523 \& 4056633 <br>
\hline \& Individual proprietorships.................... \& 891 \& 800610 \& 47196 \& 10097 \& 2752 \& 119450 \& 61432 \& 69718 <br>
\hline \& Partnerships............ \& 294 \& 1798168 \& 80670 \& 18641 \& 3092 \& 177214 \& 173397 \& 202870 <br>
\hline \& Cooperative associations. Other legal forms of organization \& 138
9 \& 634659
265491 \& 37151
15434 \& 7933
6382 \& 1495

566 \& 80
52999 \& 68294
3514 \& 69220
2379 <br>
\hline \multirow[t]{6}{*}{422910} \& Farm supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7378 \& 53634309 \& 2562527 \& 618653 \& 74508 \& 5777566 \& 4103160 \& 4400820 <br>
\hline \& Corporations ......... \& 6046 \& 50135381 \& 2382076 \& 575600 \& 66603 \& 5347824 \& 3796523 \& 4056633 <br>
\hline \& Individual proprietorships.............. \& 891 \& + 800610 \& 47196 \& 10097 \& 2752 \& 119450 \& 61432 \& 69718 <br>
\hline \& Partnerships..............
Cooperative associations.. \& 294
138 \& 1798168
634659 \& 80670
37151 \& 18641
7933 \& \& $\begin{array}{r}177214 \\ 80 \\ \hline 99\end{array}$ \& $\begin{array}{r}173397 \\ 68294 \\ \hline 3\end{array}$ \& 202870
69220 <br>
\hline \& Other legal forms of organization.............. \& \& 265491 \& 15434 \& 6382 \& 566 \& 52079 \& 3514 \& 2379 <br>
\hline \multirow[t]{5}{*}{4229101} \& Farm supplies-farm dealers \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 3873 \& 12772801 \& 836054 \& 199470 \& 29647 \& 1976024 \& 1231726 \& 1328728 <br>
\hline \& Corporations Individual proprietorships \& 3038

557 \& $\begin{array}{r}11422180 \\ 345 \\ \hline\end{array} 19$ \& 759249
21772 \& 179645
4961 \& 26098
1508 \& 1779010
53920

39 \& 1138976
31682 \& 1225481
37368 <br>
\hline \& Partnerships \& 155 \& 375272 \& 15512 \& 3555 \& 659 \& 39012 \& 20201 \& 26562 <br>
\hline \& Cooperative associations. Other legal forms of organization \& \& \& \& \& $\mathrm{e}_{\mathrm{e}}^{\mathrm{g}}$ \& D \& D \& D <br>
\hline \multirow[t]{6}{*}{4229102} \& Farm supplies-whsle distributors \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ......... \& 3505 \& 40861508 \& 1726473 \& 419183 \& 44861 \& 3801542 \& 2871434 \& 3072092 <br>
\hline \& Corporations ............................ \& 3008 \& 38713201 \& 1622827 \& 395955 \& 40505 \& 3568814 \& 2657547 \& 2831152 <br>
\hline \& Individual proprietorships..................... \& 334 \& 455491 \& 25424 \& 5136 \& 1244 \& 65530 \& 29750 \& 32350 <br>
\hline \& Partnerships ........................... \& 139 \& 1422896 \& \& \& 2433 \& \& \& <br>

\hline \& Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . \& \& $$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$ \& D \& D \& e \& D \& D \& \[

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

\hline \multirow[t]{6}{*}{42292} \& Book, periodical, \& newspaper whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 4265 \& 33630300 \& 2618123 \& 641744 \& 89309 \& 5567689 \& 2289015 \& 2445853 <br>
\hline \& Corporations ............................. \& 3631 \& 32444184 \& 2513206 \& 617554 \& 84411 \& 5332001 \& 2212422 \& 2335975 <br>
\hline \& Individual proprietorships.................. \& 477 \& 332969 \& 28405 \& 6742 \& 1718 \& 63623 \& 19576 \& 23732 <br>
\hline \& Partnerships ............................. \& 132
4 \& ${ }_{1} 624$ \& \& D \& 15 \& D
615 \& D \& 8 <br>
\hline \& Other legal forms of organization................ \& \& \& \& \& \& D \& D \& D <br>
\hline
\end{tabular}

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| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WHOLESALE TRADE-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 14767 | 60572100 | 2847844 | 639728 | 92812 | 6436502 | 4193102 | 4631400 |
|  | Corporations | 11525 | 57407023 | 2642638 | 594869 | 82877 | 5936874 | 3913240 | 4258816 |
|  | Individual proprietorships. | 2498 | - 1 | - 8 | $\bigcirc{ }^{\text {D }}$ | i | 59368 | $\bigcirc$ | 458 |
|  | Partnerships ............................. | 714 | 1349101 | 84854 | 18543 | 2968 | 202064 | 135515 | 181068 |
|  | Cooperative associations. Other legal forms of organization ............... | 19 11 | 12068 | D 1565 |  | C 63 | 3 - ${ }^{\text {D }}$ | D 4 | 3945 |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4583 | 9596493 | 985525 | 218513 | 33019 | 2495938 | 1215468 | 1380002 |
|  | Corporations .......................... Individual proprietorships............ | $\begin{array}{r}3565 \\ 807 \\ \hline\end{array}$ | $\begin{array}{r}8713578 \\ 548738 \\ \hline\end{array}$ | 910059 42243 | 201849 8973 | 29270 2480 | 2308007 114548 | 1101369 68825 4 | $\begin{array}{r} 1240964 \\ 80617 \end{array}$ |
|  | Partnerships............ | 201 | 325038 | 31612 | 7310 | 1187 | 69960 | 43260 | 56314 |
|  | Cooperative associations. | 6 4 | 4738 4401 | 631 980 | $\begin{array}{r}167 \\ 214 \\ \hline\end{array}$ | 40 | 1702 1 1 | 557 1457 | 575 1532 |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 3248 | 34597404 | 729329 | 171128 | 20477 | 1467410 | 1511757 | 1586453 |
|  | Corporations. | 2600 | 34008656 |  |  |  | 1374220 | 1472179 | 1525118 |
|  | Individual proprietorships | 201 | 34008 D | 689 D | 162 D | g | 1374 | 142 | 15 |
|  | Partnerships ............................ Cooperative associations.............. | 140 | 203199 | 14696 | 3263 | 632 | 35641 | 18341 | 27159 |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | 7 |  | D | D | c |  | D | D |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 446 | 802397 | 77465 | 16774 | 2966 | 182076 | 91231 | 111979 |
|  | Corporations ............................ |  | 730561 | 72549 | 15532 | 2713 | 168967 |  |  |
|  | Individual proprietorships................... | 72 | 51665 | 3019 1 1897 | 649 593 | 169 | 9 166 | 3676 | 6 4 4 481 |
|  |  | 20 | 20171 | 1897 | 593 | 84 | 3943 |  | 4382 |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6490 | 15575806 | 1055525 | 233313 | 36350 | 2291078 | 1374646 | 1552966 |
|  | Corporations ............................. | 5006 | 13954228 |  |  |  |  |  |  |
|  | Individual proprietorships........................ | 1118 | 804426 | 47069 | 10607 | 2869 | + 109097 | 45369 | 64901 |
|  | Partnerships .............................. | 353 | 800693 | 36649 | 7377 | 1065 | 92520 | 71226 | 93213 |
|  | Cooperative associations.................... Other legal forms of organization ......... | 6 7 | 8792 7667 | 796 585 | 167 126 | 30 21 | 2032 1749 | 483 2743 | 621 2413 |
|  | MERCHANT WHOLESAL |  |  |  |  |  |  |  |  |
|  | All establishments | '376 330 | r2 333131187 | r158 373291 | 136 705674 | r4 591092 | 329085927 | 214621484 | 230839579 |
|  | Corporations | 326220 | 2210963806 | 151167334 | 35072102 | 4303784 | 312673340 | 205470588 | 220206047 |
|  | Individual proprietorships..................... | 36144 | 37660532 | 2901839 | 655375 | 144024 | 6599547 | 3184610 | 3721852 |
|  | Partnerships ............................. | 11905 | 61046810 | 3561224 | 801901 | 116093 | 8101628 | 4642012 | 5602117 |
|  | Cooperative associations. | 1446 | 16367330 | 457 146 | 103979 | 17917 | 1106066 | 913105 | 924394 |
|  | Other legal forms of organization............. | 615 | 7092709 | 285748 | 72317 | 9274 | 605346 | 411169 | 385169 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |
|  | All establishments | 241379 | 1214780670 | 99709272 | 23056814 | '2756 659 | 201524492 | 135753109 | 146224425 |
|  | Corporations ............................ | 211312 | 1169554561 | 95724790 | 22159461 | 2601127 | 192964993 | 130940151 | 140571347 |
|  | Individual proprietorships. | $\begin{array}{r}22 \\ 7 \\ 7 \\ 138 \\ \hline\end{array}$ | 20393958 | 1778646 | 404084 | 86251 | 3967434 | 2161874 | 2510721 |
|  | Partnerships ........................... | 7138 | 21520100 | 1940977 | 432860 | 61475 | 4058567 | 2307173 | 2775287 |
|  | Cooperative associations.................... Other legal forms of organization ......... |  | $\begin{array}{r} 1569451 \\ 1742600 \end{array}$ | $\begin{aligned} & 102494 \\ & 162365 \end{aligned}$ | $\begin{aligned} & 23261 \\ & 37148 \end{aligned}$ | 3360 4446 | $\begin{aligned} & 197043 \\ & 336455 \end{aligned}$ | $\begin{aligned} & 113980 \\ & 229931 \end{aligned}$ | 117394 249676 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | '26 093 | r166 674187 | r8 287385 | r1934223 | '281969 | 18128586 | 16213453 | 17086156 |
|  | Corporations .......... | 21051 | D |  |  |  |  |  | D |
|  | Individual proprietorships... | 4084 | 3841677 | 273883 | 64371 | 14956 | 624634 | 421173 | 482854 |
|  | Partnerships ............................... | 904 |  |  |  |  |  |  |  |
|  | Cooperative associations..................... | 35 | 90955 | 8858 | 1997 | 340 | 17076 | 12485 | 11584 |
|  | Other legal forms of organization.............. | 19 |  |  | D | e | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 6654 | 113917822 | 3320639 | 777402 | 96180 | 7952209 | 8123863 | 8590301 |
|  | Corporations $\qquad$ Individual proprietorships | 5994 879 | 2469234 | D 88271 | - $\begin{array}{r}\text { D } \\ \\ \hline 207\end{array}$ | 1 4059 | D 211397 | D 215918 | $\begin{array}{r} \text { D } \\ 247 \quad 215 \end{array}$ |
|  | Individual proprietorships........................................ | 8169 | 2469 234 | 88271 | 20627 | 4059 g | 211397 | 215918 D | 247215 |
|  | Cooperative associations..................... |  | 20456 | 555 | 195 | 28 | 1465 | 325 | 335 |
|  | Other legal forms of organization ............. |  |  | D |  | b |  |  | D |

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 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


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 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12
(number) (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& \[
\begin{aligned}
\& \text { End-of-1996 } \\
\& \text { inventories } \\
\& (\$ 1,000)
\end{aligned}
\] \& \[
\begin{gathered}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{gathered}
\] \\
\hline 421 \& MERCHANT WHOLESALERS-Con. Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 4211202 \& Motor vehicle supplies \& new parts-jobbers-Con. \& \& \& \& \& \& \& \& \\
\hline \& All establishments . \& 5732 \& 20760962 \& 1606696 \& 377859 \& 57724 \& 3267551 \& 3194153 \& 3354760 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships Partnerships. \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& 4959
603
159
8
3 \& 20258692
303021
172483

D \& 1545535
37730
21102

D \& 363633
8997
4741
D

D \& 54903
1906
840
b
a \& 3142625
75655
44483

D \& 3112006
31674
26 476

D \& $$
\begin{array}{r}
3255805 \\
62157 \\
32570 \\
\\
\\
\\
\\
D
\end{array}
$$ <br>

\hline 4211203 \& Petroleum products marketing equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 507 \& 1070443 \& 144518 \& 34077 \& 4376 \& 251648 \& 121008 \& 134082 <br>
\hline \& Corporations . \& 426 \& 967341 \& 133680 \& 31497 \& 3904 \& 229014 \& 110557 \& 121884 <br>
\hline \& Individual proprietorships. \& 61 \& 51268 \& 6372 \& 1454 \& 280 \& 12951 \& 5599 \& 5634 <br>
\hline \& Partnerships............ \& 17 \& 32605 \& 3120 \& 864 \& 153 \& 7317 \& 3709 \& 5602 <br>
\hline \& Cooperative associations. Other legal forms of organization \& 3 \& 19229 \& 1346 \& 262 \& 39 \& 2366 \& 1143 \& 962 <br>
\hline 42113 \& Tire \& tube whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1738 \& 6627456 \& 566057 \& 128741 \& 18318 \& 1148391 \& 890895 \& 958659 <br>

\hline \& | Corporations ............................. |
| :--- |
| Individual proprietorships............... | \& 1487

211 \& 6381766
130301 \& 544631
13247 \& 123914
2918 \& 17324
668 \& 1102040
28290 \& 863575
14721 \& 928
16
4654 <br>
\hline \& Partnerships................................ \& 38 \& \& - \& \& e \& \& - \& D <br>
\hline \& Cooperative associations. Other legal forms of organization ................. . \& $\overline{2}$ \& $\overline{\mathrm{D}}$ \& $\overline{\text { D }}$ \& $\overline{\text { D }}$ \& a \& $\overline{\text { D }}$ \& $\overline{\text { D }}$ \& D <br>
\hline 421130 \& Tire \& tube whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1738 \& 6627456 \& 566057 \& 128741 \& 18318 \& 1148391 \& 890895 \& 958659 <br>
\hline \& Corporations ....... \& 1487 \& 6381766 \& 544631 \& 123914 \& 17324 \& 1102040 \& 863575 \& 928439 <br>
\hline \& Individual proprietorships.................. \& 211 \& 130301 \& 13247 \& 2918 \& 668 \& 28290 \& 14721 \& 16654 <br>
\hline \& Partnerships .............................
Cooperative associations.............. \& 38 \& \& D \& \& ${ }_{-}^{\text {e }}$ \& D \& D \& D <br>
\hline \& Other legal forms of organization ............... \& 2 \& D \& D \& D \& a \& D \& D \& D <br>
\hline 42114 \& Motor vehicle parts, (used) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7105 \& 5272107 \& 971776 \& 228146 \& 45807 \& 1973859 \& 744950 \& 794145 <br>
\hline \& Corporations .......... \& 4720 \& 4404904 \& 834139 \& 195905 \& 37204 \& 1659115 \& 630746 \& 665358 <br>
\hline \& Individual proprietorships................... \& 1966 \& 629992 \& 98262 \& 23134 \& 6513 \& 227965 \& 86290 \& 95763 <br>
\hline \& Partnerships ............................
Cooperative associations................. \& 405
9 \& -
6778 \& D
1406 \& \& 75 \& D
2793 \& \& D
1078 <br>
\hline \& Cooperative associations............ \& \& 6778
D \& 1406
D \& 319
D \& 75
b \& 2793 \& 1096 \& 1078 <br>
\hline 421140 \& Motor vehicle parts, (used) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7105 \& 5272107 \& 971776 \& 228146 \& 45807 \& 1973859 \& 744950 \& 794145 <br>
\hline \& Corporations ......... \& 4720 \& 4404904 \& 834139 \& 195905 \& 37204 \& 1659115 \& 630746 \& 665358 <br>
\hline \& Individual proprietorships................... \& 1966 \& 629992 \& 98262 \& 23134 \& 6513 \& 227965 \& 86290 \& 95763 <br>
\hline \& Partnerships $\ldots$..........................
Cooperative associations................ \& \& \& \& \& 9
75 \& \& \& D
1078 <br>
\hline \& Other legal forms of organization \& 9 \& \& \& 319
D \& 75
b \& 2793
D \& 1096 \& 1078 <br>
\hline 4212 \& Furniture \& home furnishings whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 11912 \& 38998409 \& 4272437 \& 971161 \& 132093 \& 9054605 \& 4730169 \& 5138286 <br>

\hline \& Corporations Individual proprietorships \& $\begin{array}{r}10180 \\ 1305 \\ \hline\end{array}$ \& \[
$$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$

\] \& \[

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

\] \& \[

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

\] \& \& \[

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

D \& D <br>
\hline \& Partnerships ................................ \& 395 \& 1025639 \& 95577 \& 20293 \& 3204 \& 201859 \& 99760 \& 118009 <br>

\hline \& Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . \& $$
\begin{aligned}
& 10 \\
& 22
\end{aligned}
$$ \& \[

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

\] \& \& \& b \& \[

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

\] \& D \& \[

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

\hline 42121 \& Furniture whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 4880 \& 17259071 \& 1970278 \& 447186 \& 56493 \& 3763785 \& 1465326 \& 1624613 <br>
\hline \& Corporations ............................. \& 4268 \& D \& D \& D \& । \& D \& D \& <br>
\hline \& Individual proprietorships.................. \& 442 \& D \& D \& D \& g \& D \& D \& D <br>

\hline \& | Partnerships |
| :--- |
| Cooperative associations | \& \& \& D \& \& g \& D \& D \& D <br>

\hline \& Other legal forms of organization ............... \& 6 \& \& D \& D \& c \& D \& D \& D <br>
\hline 421210 \& Furniture whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 4880 \& 17259071 \& 1970278 \& 447186 \& 56493 \& 3763785 \& 1465326 \& 1624613 <br>
\hline \& Corporations ............................... \& 4268 \& D \& D \& D \& । \& D \& D \& <br>
\hline \& Individual proprietorships....................... \& 442 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Partnerships .............................
Cooperative associations \& 155
6 \& D \& D \& D \& g \& D \& D \& D <br>
\hline \& Cooperative associations..................... \& \& \& D \& \& c \& D \& D \& D <br>
\hline
\end{tabular}

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 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


See footnotes at end of table.

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 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by 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 <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4213203 | Cement, lime, \& related products whsle -Con. |  |  |  |  |  |  |  |  |
|  | All establishments | 529 | 1549711 | 143245 | 29255 | 3891 | 316912 | 144131 | 170016 |
|  | Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 458 \\ 47 \\ 24 \\ - \\ - \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \hline \end{aligned}$ | D D D - - | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & - \\ & - \end{aligned}$ | h c c - - | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & - \\ & - \end{aligned}$ | D D D - - | D |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 985 \\ 57 \\ 24 \\ 2 \\ 1 \end{array}$ |  | $\begin{array}{r} 408735 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 91059 D D D D | $\begin{array}{r} 11774 \\ \mathrm{c} \\ \mathrm{f} \\ \mathrm{a} \\ \mathrm{~b} \end{array}$ | $\begin{array}{r} 858552 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 463300 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |  |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Corporations <br> Individual proprietorships $\qquad$ <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | 985 57 24 2 1 |  | $\begin{array}{r} 408735 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 91059 D D D D | $\begin{array}{r} 11774 \\ \mathrm{c} \\ \mathrm{f} \\ \mathrm{a} \\ \mathrm{~b} \end{array}$ | $\begin{array}{r} 858552 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 463300 \\ D \\ D \\ D \\ D \\ D \end{array}$ | $\begin{array}{r} 471608 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 1069 | 5203479 | 430481 | 95695 | 12661 | 896255 | 475247 | 485351 |
|  | Corporations Individual proprietorships............... Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 985 \\ 57 \\ 24 \\ 2 \\ 1 \end{array}$ |  | $\begin{array}{r} 408735 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |  | $\begin{array}{rr} 11774 \\ c \\ \mathrm{f} \\ \mathrm{a} \\ \mathrm{~b} \end{array}$ | 858552 | $\begin{array}{r} 463300 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 471608 \\ D \\ D \\ D \\ D \end{array}$ |
| 42139 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2343 | 5228266 | 636313 | 149346 | 21446 | 1246917 | 506469 | 542748 |
|  | Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization | 1986 265 83 8 1 | $\left.\begin{array}{\|r\|r\|} 4877925 \\ \mathrm{D} \\ 168 & 920 \\ \mathrm{D} \\ \mathrm{D} \end{array} \right\rvert\,$ | $\begin{array}{r} 594637 \\ \mathrm{D} \\ 25204 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 139674 \\ \mathrm{D} \\ 5952 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 19661 f 889 b a | $\begin{array}{rr} 1 & 160803 \\ & \mathrm{D} \\ 51 & 104 \\ & \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 472725 \\ \mathrm{D} \\ 20656 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 504950 \\ \text { D } \\ 23264 \\ \\ \\ \text { D } \\ \end{array}$ |
| 421390 | Other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 2343 | 5228266 | 636313 | 149346 | 21446 | 1246917 | 506469 | 542748 |
|  | Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 1986 \\ 265 \\ 83 \\ 8 \\ 1 \end{array}$ | $\left.\begin{array}{\|r\|r\|} 4877925 \\ \mathrm{D} \\ 168920 \\ \mathrm{D} \\ \mathrm{D} \end{array} \right\rvert\,$ | $\begin{array}{r} 594637 \\ \mathrm{D} \\ 25204 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 139674 \\ \mathrm{D} \\ 5952 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 19661 f 889 b a | $\begin{array}{rr} 1 & 160803 \\ & \mathrm{D}^{1} \\ & 51 \\ & 104 \\ & \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 472725 \\ \mathrm{D} \\ 20656 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 504950 \\ \mathrm{D} \\ 23264 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |
| 4213901 | Flat glass \& other construction glass whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 523 | 1017500 | 169597 | 40685 | 6050 | 312684 | 98460 | 100669 |
|  | Corporations <br> Individual proprietorships. . . . . . . . . Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 430 \\ 63 \\ 29 \\ 1 \\ - \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \text { i } \\ & c \\ & \text { e } \\ & \text { b } \end{aligned}$ | $\begin{aligned} & D \\ & D \\ & D \\ & D \end{aligned}$ | D D D D - | D D D D |
| 4213902 | Other construction materials whsle <br> All establishments $\qquad$ | 1820 | 4210766 | $466716$ | $108661$ | $15396$ | 934233 | 408009 | 442079 |
|  | Corporations <br> Individual proprietorships .......................... <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 1556 \\ 202 \\ 54 \\ 7 \\ 1 \end{array}$ | D D D D D | D D D D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ |  | $\begin{aligned} & \text { D } \\ & \text { D } \\ & \text { D } \\ & \text { D } \\ & \text { D } \end{aligned}$ | D D D D $D$ | D D D D |
| 4214 | Professional \& commercial equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 38366 | 237178097 | 21339923 | 4950844 | r532 717 | 40976760 | 18662447 | 20505089 |
|  | Corporations <br> Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 34499 \\ 2752 \\ 1035 \\ 48 \\ 32 \end{array}$ | $\begin{array}{rr} 231 & 149635 \\ \text { D } \\ \text { D } \\ & 209427 \end{array}$ | $\begin{array}{r} 20690659 \\ \text { D } \\ \text { D } \\ \text { D } \\ 20171 \end{array}$ | $\begin{array}{r} 4803632 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ 4746 \end{array}$ | $\begin{array}{r} 509866 \\ j \\ i \\ e \\ 506 \end{array}$ | $\begin{array}{r} 39649382 \\ D \\ D \\ D \\ \text { D } \\ 38 \quad 299 \end{array}$ | $\begin{array}{rr} 18184662 \\ & \text { D } \\ & \text { D } \\ & \text { D } \\ & 142 \end{array}$ | $\begin{array}{r} 19978850 \\ D \\ D \\ D \\ 8380 \end{array}$ |
| 42141 | Photographic equipment \& supplies whsle |  |  |  |  |  |  |  |  |

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[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
payyoll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline \& MERCHANT WHOLESALERS-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 42141 \& Photographic equipment \& supplies whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 1207 \& 8347662 \& 656569 \& 148769 \& 16320 \& 1601725 \& 898918 \& 920883 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& \[
\begin{array}{r}
1103 \\
81 \\
21 \\
- \\
2
\end{array}
\] \& \[
\left.\begin{array}{|lll}
8 \& 155 \& 243 \\
\& \& D_{1} \\
\& \& D_{1} \\
\& D
\end{array} \right\rvert\,
\] \& \[
\begin{array}{r}
637565 \\
\mathrm{D} \\
\mathrm{D} \\
- \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
144773 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{rr}
15683 \\
e \\
\& \mathrm{c} \\
\& - \\
\& \mathrm{a}
\end{array}
\] \& \[
\begin{array}{r}
1562302 \\
\text { D } \\
\\
\\
\\
\\
\\
\hline
\end{array}
\] \& \[
\begin{array}{r}
874910 \\
\mathrm{D} \\
\mathrm{D} \\
-\mathrm{D}
\end{array}
\] \& \[
\begin{array}{rr}
892144 \\
\text { D } \\
\text { D } \\
\text { D }
\end{array}
\] \\
\hline 421410 \& Photographic equipment \& supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 1207 \& 8347662 \& 656569 \& 148769 \& 16320 \& 1601725 \& 898918 \& 920883 \\
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization .................. \& \[
\begin{array}{r}
1103 \\
81 \\
21 \\
- \\
2
\end{array}
\] \& \[
\left.\begin{array}{rlrl}
8 \& 155 \& 243 \\
\& \& D_{1} \\
\& \& D_{0} \\
\& \& D
\end{array} \right\rvert\,
\] \& \[
\begin{array}{r}
637565 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
144773 \\
\mathrm{D} \\
\mathrm{D} \\
- \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{rr}
15683 \\
\mathrm{e} \\
\mathrm{c} \\
\& - \\
\& \mathrm{a}
\end{array}
\] \& \[
\begin{array}{r}
1562302 \\
\text { D } \\
\\
\\
\\
\\
\\
\hline
\end{array}
\] \& \[
\begin{array}{r}
874910 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
892144 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \\
\hline 42142 \& Office equipment whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& '6 291 \& '24 496462 \& '3 709687 \& '865 277 \& r110 654 \& 6786849 \& 2182436 \& 2289966 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \\
Partnerships \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& 5447
688
147
1
8 \& \[
\begin{array}{rr}
23930 \& 675 \\
283 \& 502 \\
\& D \\
\& D \\
\& D
\end{array}
\] \& \[
\begin{array}{r}
3603814 \\
53210 \\
\\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
\] \& \[
\begin{array}{rr}
839605 \\
12339 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& 106619
289
g
a
c \& \[
\begin{array}{r}
6590869 \\
102030 \\
\\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
\] \& \[
\begin{array}{r}
2137184 \\
28439 \\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
\] \& \[
\begin{array}{r}
239261 \\
32904 \\
D \\
D \\
D
\end{array}
\] \\
\hline 421420 \& Office equipment whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& r6 291 \& r24 496462 \& r3 709687 \& '865 277 \& r110 654 \& 6786849 \& 2182436 \& 2289966 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization .................. \& 5447
688
147
1
8 \& \[
\begin{array}{r}
23930675 \\
283502 \\
\\
\text { D } \\
\text { D } \\
\text { D }
\end{array}
\] \& \[
\begin{array}{r}
3603814 \\
53210 \\
\\
D \\
\\
D \\
D
\end{array}
\] \& \[
\begin{array}{rr}
839605 \\
12339 \\
D \\
\text { D } \\
\& D
\end{array}
\] \& 106619
2889
g
a
c \& \[
\begin{array}{r}
6590869 \\
102030 \\
D \\
D \\
D \\
D
\end{array}
\] \& \[
\begin{array}{r}
2137184 \\
28439 \\
\\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
\] \& \[
\begin{array}{r}
2239261 \\
32904 \\
D \\
D \\
D \\
D
\end{array}
\] \\
\hline 42143 \& Computer \& computer peripheral equipment \& software whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 14459 \& 142059509 \& 9616070 \& 2203535 \& 210526 \& 17796861 \& 8917303 \& 10113861 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 13213
792
413
23
18 \& \[
\begin{array}{rr}
138801399 \\
1745386 \\
\& \mathrm{D} \\
\& \mathrm{D} \\
\& \mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
9354228 \\
114668 \\
\\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
\] \& \[
\begin{array}{r}
2145318 \\
25643 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
\] \& 201737
5086
h
e

$e$ \& $$
\begin{array}{rr}
17301004 \\
228 & 205 \\
& D \\
& D \\
& D
\end{array}
$$ \& 8719263

136289

$D$ \& $$
\begin{array}{r}
9906946 \\
120903 \\
\\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$ <br>

\hline 421430 \& Computer \& computer peripheral equipment \& software whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 14459 \& 142059509 \& 9616070 \& 2203535 \& 210526 \& 17796861 \& 8917303 \& 10113861 <br>

\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
13213 \\
792 \\
413 \\
23 \\
18
\end{array}
$$ \& \[

$$
\begin{array}{r}
138801399 \\
1745386 \\
\\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
9354228 \\
114668 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2145318 \\
25643 \\
\\
\\
\\
\\
D \\
D
\end{array}
$$
\] \& 201737

5086
$h$
h

$e$ \& \[
$$
\begin{array}{rr}
17301004 \\
228 & 205 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
8719263 \\
136289 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
9906946 \\
120903 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$
\] <br>

\hline 4214301 \& Computer \& peripheral equipment whsle All establishments \& 11806 \& 131914692 \& 7857231 \& 1794896 \& 176584 \& 14678915 \& 8534297 \& 9671282 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
10787 \\
669 \\
320 \\
21 \\
9
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
128933026 \\
1610558 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
7660509 \\
85987 \\
\\
D \\
D \\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
1750616 \\
19599 \\
& D \\
& D \\
& D
\end{array}
$$
\] \& 170770

2879
g
e

c \& $$
\begin{array}{r}
14292593 \\
177485 \\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$ \& 8341495

132955

$D$ \& $$
\begin{array}{r}
9475990 \\
113242 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$ <br>

\hline 42143011 \& Computers \& peripheral equipment for resale \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 4861 \& 83034207 \& 3215540 \& 782321 \& 77346 \& 6840403 \& 6008852 \& 6837354 <br>

\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
4443 \\
270 \\
130 \\
15 \\
3
\end{array}
$$ \& \[

$$
\begin{array}{rr}
81219493 \\
996461 \\
& \text { D } \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
3138886 \\
34878 \\
& D \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
764935 \\
8006 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
74949 \\
1247 \\
\\
\\
\\
\\
\\
\\
c \\
b
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
6669388 \\
85029 \\
\text { D } \\
\\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
5872928 \\
99751 \\
\text { D } \\
\text { D } \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
6711759 \\
75667 \\
D \\
D \\
D
\end{array}
$$
\] <br>

\hline 42143012 \& Computers \& peripheral equipment for end use \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 6945 \& 48880485 \& 4641691 \& 1012575 \& 99238 \& 7838512 \& 2525445 \& 2833928 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
6344 \\
399 \\
190 \\
6 \\
6
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
47713533 \\
614097 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
4521623 \\
51109 \\
\\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
985681 \\
11593 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
95821 \\
1632 \\
\mathrm{~g} \\
\\
\mathrm{c} \\
\\
\mathrm{c}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
7623205 \\
92456 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2468567 \\
33204 \\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2764231 \\
37575 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 4214302 \& Computer software (packaged) whsle \& \& \& \& \& \& \& \& <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MERCHANT WHOLESALERS-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1551 | 5713821 | 783497 | 184716 | 26022 | 1739475 | 714418 | 790403 |
|  | Corporations <br> Individual proprietorships <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization . . . . . . . . . . . . . . | $\begin{array}{r} 1396 \\ 94 \\ 59 \\ 1 \\ 1 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D D D | $\begin{aligned} & D \\ & D \\ & D \\ & D \\ & D \\ & D \end{aligned}$ | j e g a b | D D D D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D D D |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1551 | 5713821 | 783497 | 184716 | 26022 | 1739475 | 714418 | 790403 |
|  | Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | $\begin{array}{r} 1396 \\ 94 \\ 59 \\ 1 \\ 1 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | j e g a b | $\begin{aligned} & \text { D } \\ & D \\ & D \\ & D \\ & D \end{aligned}$ | D D D D D | D D D D |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 2350 | 8745477 | 1105863 | 260762 | 28627 | 2253535 | 1107130 | 1154100 |
|  | Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 2125 \\ 167 \\ 52 \\ 6 \end{array}$ | $\begin{aligned} & D \\ & D \\ & D \\ & D \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & D \\ & D \\ & D \\ & D \\ & D \end{aligned}$ | k f e b - | D D D D - | $\begin{aligned} & \text { D } \\ & D \\ & D \\ & D \\ & \hline \end{aligned}$ | D D D D - |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 2350 | 8745477 | 1105863 | 260762 | 28627 | 2253535 | 1107130 | 1154100 |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 2125 \\ 167 \\ 52 \\ 6 \\ 6 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | k f e b - | D D D D - | D D D D - | D D D D |
| 4214901 | Religious \& school supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 397 | 1110568 | 161074 | 36464 | 5358 | 324534 | 141678 | 158867 |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative................ $\qquad$ <br> associations <br> Other legal forms of organization | 348 34 13 2 | $\begin{aligned} & D \\ & D \\ & D \\ & D \\ & D \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | i c b a - | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D D | D D D D |
| 4214902 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1953 | 7634909 | 944789 | 224298 | 23269 | 1929001 | 965452 | 995233 |
|  | Corporations <br> Individual proprietorships Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 1777 \\ 133 \\ 39 \\ 4 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | j f e b - | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & - \end{aligned}$ | D D D D | D <br> D <br> D <br> D |
| 4215 | Metal \& mineral (except petroleum) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | '10 079 | r91 553201 | r5 595871 | r1 287325 | r146964 | 11460513 | 11240009 | 11965871 |
|  | Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | $\begin{array}{r} 9112 \\ 658 \\ 280 \\ 8 \\ 21 \end{array}$ | $\begin{array}{r} 87879787 \\ 11230646 \\ 23820 \\ \\ \\ \\ D \end{array}$ | $\begin{array}{rr} 5392653 \\ 73398 \\ & D \\ 4229 \\ & D \end{array}$ | $\begin{array}{rr} 1241250 \\ 16550 \\ & D \\ 1248 \\ & 24 \\ & D \end{array}$ | 140327 987 h 125 e | $\begin{array}{r} 11047417 \\ 153113 \\ \\ 8050 \\ \\ \\ \\ D \end{array}$ | $\begin{array}{r} 10933934 \\ 64033 \\ 5247 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 11556755 \\ 120265 \\ 0 \mathrm{D} \\ 5088 \\ \\ \mathrm{D} \end{array}$ |
| 42151 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Corporations <br> Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 8586 \\ 615 \\ 257 \\ 8 \\ 21 \end{array}$ | $\begin{array}{r} 80245544 \\ 1094218 \\ 23820 \\ 0 \\ D \end{array}$ | $\begin{array}{r} 5214702 \\ 68532 \\ 4229 \\ 4 \\ \\ \\ \hline \end{array}$ | $\begin{array}{rrr} 1 & 199757 \\ 15 & 102 \\ & \mathrm{D} \\ & 1 & 248 \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 136660 \\ 2853 \\ \mathrm{~h} \\ 125 \\ \mathrm{e} \end{array}$ | $\begin{array}{r} 10640451 \\ 142268 \\ D \quad D \\ 8050 \\ D \end{array}$ | $\begin{array}{r} 10537093 \\ 57385 \\ \mathrm{D} \\ 5247 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 11147089 \\ 112379 \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \hline \end{array}$ |
| 421510 | Metal service centers \& offices |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 9487 | 83124691 | 5405023 | 1242261 | 143028 | 11026425 | 10801425 | 11513551 |
|  | Corporations <br> Individual proprietorships. <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 8586 \\ 615 \\ 257 \\ 8 \\ 21 \end{array}$ | $\begin{array}{r} 80245544 \\ 1094218 \\ 23820 \\ \\ \\ \text { D } \end{array}$ | $\left.\begin{array}{rr} 5214 & 702 \\ 68 & 532 \\ & D \\ & 229 \\ & D \end{array} \right\rvert\,$ | $\begin{array}{rr} 199757 \\ 15102 \\ & D \\ 1 & 248 \\ & D \end{array}$ | $\begin{array}{r} 136660 \\ 2853 \\ \mathrm{~h} \\ 125 \\ \mathrm{e} \end{array}$ | $\begin{array}{r} 10640451 \\ 142268 \\ D \\ 8050 \\ D \end{array}$ | $\begin{array}{r} 10537093 \\ 57385 \\ 5247 \\ 5 \\ D \end{array}$ | $\begin{array}{rr} 11147089 \\ 112379 \\ & \mathrm{D} \\ 5088 \\ & \mathrm{D} \end{array}$ |

[^371]Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline 421 \& MERCHANT WHOLESALERS-Con. Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 4215202 \& \begin{tabular}{l}
Other mineral \& ore whsle \\
All establishments
\end{tabular} \& '259 \& '3 440800 \& '88 273 \& '21 213 \& '1819 \& 193561 \& 284821 \& 284250 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \\
Partnerships. \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& 229
22
8
-
- \& \[
\begin{array}{rl} 
\& D \\
\& \\
301 \& 902 \\
\& - \\
- \&
\end{array}
\] \& \[
\begin{array}{r}
\text { D } \\
\text { D } \\
3882 \\
- \\
-
\end{array}
\] \& \[
\begin{array}{r}
\text { D } \\
1236 \\
\\
\hline \\
\\
\hline
\end{array}
\] \& g
b
66
-
- \& \[
\begin{array}{r}
D \\
D \\
6248 \\
- \\
-
\end{array}
\] \& D
D
25886
-
- \& \[
\begin{array}{r}
\text { D } \\
\text { D } \\
25559 \\
\hline
\end{array}
\] \\
\hline 4216 \& Electrical goods whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 27347 \& 182334876 \& 14793391 \& 3462691 \& 345230 \& 30237421 \& 17186313 \& 18711743 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \\
Partnerships \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& 25063
1624
566
40
54 \& 177482963
1650129
2334031
268146
599607 \& \[
\begin{array}{r}
14371543 \\
163196 \\
188051 \\
15791 \\
54810
\end{array}
\] \& \[
\begin{array}{r}
364832 \\
37382 \\
44728 \\
3468 \\
12281
\end{array}
\] \& 332103
6431
4956
481
1259 \& 29348815
369599
365993
27393
125621 \& 16738035
160973
149843
21979
115483 \& \[
\begin{array}{r}
18181035 \\
182583 \\
208758 \\
18664 \\
120703
\end{array}
\] \\
\hline 42161 \& Electrical apparatus \& equip, wiring supp, \& const material whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments ......... \& 8857 \& 38350174 \& 3756249 \& 887946 \& 101739 \& 7002760 \& 4590972 \& 4873800 \\
\hline \& Corporations Individual proprietorships............................... Partnerships. Cooperative associations. Other legal forms of organization \& 8188
487
153
14
15 \& \(\begin{array}{rr}37429553 \\ 400 \& 103 \\ \& D \\ \& D \\ \& D\end{array}\) \& 3652384
42921
D
D

D \& 865203
10092
D

D \& 98297
1805
g
c
c \& 6797523
90955
D
D

D \& $$
\begin{array}{r}
4500526 \\
32226 \\
\\
\\
\\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
4767812 \\
39693 \\
D \\
D \\
D
\end{array}
$$
\] <br>

\hline 421610 \& Electrical apparatus \& equip, wiring supp, \& const material whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ......... \& 8857 \& 38350174 \& 3756249 \& 887946 \& 101739 \& 7002760 \& 4590972 \& 4873800 <br>
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 8188
487
153
14
15 \& $\begin{array}{rr}37429553 \\ 400 & 103 \\ & D \\ & D \\ & D\end{array}$ \& 3652384
42921
D
D

D \& 865203
10092
0
D
D

D \& 98297
1805
g
c
c \& 6797523
90955
D
D

D \& $$
\begin{array}{r}
4500526 \\
32226 \\
\\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
4767812 \\
39693 \\
D \\
\\
\\
\\
\\
\\
D
\end{array}
$$
\] <br>

\hline 42162 \& Electrical appliance, television \& radio set whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ........ \& 3237 \& 39717526 \& 1709097 \& 393253 \& 42999 \& 5131249 \& 3715334 \& 4023015 <br>
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 2896
247
83
8

3 \& $$
\begin{array}{r}
39061321 \\
287940 \\
\\
\\
\\
\\
\\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
1666703 \\
21687 \\
D \\
D \\
D
\end{array}
$$
\] \& $\begin{array}{rr}383 & 473 \\ 5 & 214 \\ \text { D } \\ & \text { D } \\ & D\end{array}$ \& 41281

988
f
b

b \& $$
\begin{array}{rr}
5023875 \\
51593 \\
& D \\
& D \\
& D
\end{array}
$$ \& \[

$$
\begin{array}{r}
3640913 \\
37208 \\
\text { D } \\
\text { D } \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
3914443 \\
38883 \\
& D \\
& D \\
& D
\end{array}
$$
\] <br>

\hline 421620 \& Electrical appliance, television \& radio set whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 3237 \& 39717526 \& 1709097 \& 393253 \& 42999 \& 5131249 \& 3715334 \& 4023015 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. |
| Cooperative associations. Other legal forms of organization | \& \[

$$
\begin{array}{r}
2896 \\
247 \\
83 \\
8 \\
3
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
39061321 \\
287940 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
1666703 \\
21687 \\
& D \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
383473 \\
5214 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] \& 41281

988
f
b

b \& $$
\begin{array}{r}
5023875 \\
51593 \\
\\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
3640913 \\
37208 \\
D \\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3914443 \\
38883 \\
D \\
D \\
D \\
D
\end{array}
$$
\] <br>

\hline 42169 \& Other electronic parts \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 15253 \& 104267176 \& 9328045 \& 2181492 \& 200492 \& 18103412 \& 8880007 \& 9814928 <br>
\hline \& Corporations Individual proprietorships.............................. Partnerships Cooperative associations. Other legal forms of organization \& 13979
890
330
18

36 \& $$
\begin{array}{r}
100992089 \\
962086 \\
D \\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{rr}
9052456 \\
98 & 588 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$
\] \&  \& 192525

3638
$h$
c

g \& $$
\begin{array}{r}
17527417 \\
227051 \\
D \\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
8596596 \\
91539 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
9498780 \\
104007 \\
D \\
D \\
D \\
D
\end{array}
$$
\] <br>

\hline 421690 \& Other electronic parts \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 15253 \& 104267176 \& 9328045 \& 2181492 \& 200492 \& 18103412 \& 8880007 \& 9814928 <br>

\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
13979 \\
890 \\
330 \\
18 \\
36
\end{array}
$$ \& \[

$$
\begin{array}{r}
100992089 \\
962086 \\
\text { D } \\
\text { D } \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
952456 \\
98588 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
2116156 \\
22076 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
192525 \\
3638 \\
\mathrm{~h} \\
\mathrm{c} \\
\mathrm{~g}
\end{array}
$$

\] \& \[

$$
\begin{array}{rrr}
17527 & 417 \\
227 & 051 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
8596596 \\
91539 \\
\\
\\
D \\
D \\
D
\end{array}
$$
\] \&  <br>

\hline 4216901 \& Communications equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 6722 \& 36812342 \& 4566622 \& 1092431 \& 98210 \& 8446176 \& 3042985 \& 3439839 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
6118 \\
426 \\
155 \\
7 \\
16
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
35885004 \\
269092 \\
D \\
D \\
130046
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
4 & 453596 \\
36 & 107 \\
& D \\
& D \\
& 10946
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1063151 \\
8262 \\
D \\
D \\
2740
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
94847 \\
1501 \\
9 \\
\mathrm{~b} \\
269
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
8238878 \\
79151 \\
\\
\\
D \\
\\
21315
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2974683 \\
21132 \\
\mathrm{D} \\
\mathrm{D} \\
21093
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3357369 \\
23638 \\
D \\
D \\
21745
\end{array}
$$
\] <br>

\hline
\end{tabular}

[^372]Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline 421 \& MERCHANT WHOLESALERS—Con. Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 4216902 \& Electronic parts (excluding communications equipment) whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments . \& 8531 \& 67454834 \& 4761423 \& 1089061 \& 102282 \& 9657236 \& 5837022 \& 6375089 \\
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 7861
464
175
11
20 \& \[
\begin{array}{r}
65107085 \\
692994 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{|rr|}
4598 \& 860 \\
62 \& 481 \\
\& D \\
\& D \\
\& D
\end{array}
\] \& \[
\begin{array}{r}
1053005 \\
13814 \\
\\
\\
\\
\\
D \\
\\
D
\end{array}
\] \& \[
\begin{array}{rr}
97678 \\
2137 \\
\& \mathrm{~g} \\
\& \mathrm{c} \\
\& \mathrm{f}
\end{array}
\] \& \[
\begin{array}{r}
9288539 \\
147900 \\
\\
\\
\\
\\
\\
\\
D
\end{array}
\] \& \[
\begin{array}{r}
5621913 \\
70407 \\
\\
\\
\\
\\
D \\
D
\end{array}
\] \& \[
\begin{array}{rrr}
6141411 \\
\& 80369 \\
\& D \\
\& D \\
\& D
\end{array}
\] \\
\hline 4217 \& Hardware, \& plumbing \& heating equipment \& supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 17533 \& 57253744 \& 6391596 \& 1466209 \& 186312 \& 12167748 \& 8709596 \& 9185806 \\
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 16093
1067
341
22
10 \& 55458248
763691
974936
D

D \& 6147266
95189
142233

D \& $$
\begin{array}{r}
1410859 \\
20862 \\
32899 \\
\\
\\
\\
\\
D
\end{array}
$$ \& $\begin{array}{rrr}177653 \\ 4 & 102 \\ 4306 \\ & \text { c } \\ & \text { b }\end{array}$ \& 11694787

195242
264695
D
D \& 8434254
104305
163614

D \& $$
\begin{array}{r}
8862965 \\
117555 \\
197474 \\
D \\
D
\end{array}
$$ <br>

\hline 42171 \& Hardware whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 8170 \& 28781646 \& 3292606 \& 751220 \& 99338 \& 6261960 \& 4524746 \& 4826428 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships . . . . . . . . . . . . . . . . . . . |
| Partnerships |
| Cooperative assoc....... |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
7382 \\
574 \\
194 \\
13 \\
7
\end{array}
$$

\] \&  \&  \&  \& \[

$$
\begin{array}{r}
93692 \\
9 \\
\mathrm{~h} \\
\mathrm{c} \\
\mathrm{~b}
\end{array}
$$
\] \&  \&  \&  <br>

\hline 421710 \& Hardware whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 8170 \& 28781646 \& 3292606 \& 751220 \& 99338 \& 6261960 \& 4524746 \& 4826428 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
7382 \\
574 \\
194 \\
13 \\
7
\end{array}
$$

\] \&  \&  \& \[

$$
\begin{array}{r}
714773 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
9369 \\
9 \\
\mathrm{~h} \\
\mathrm{c} \\
\mathrm{~b}
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{r}
4355349 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] \&  <br>

\hline 42172 \& Plumbing \& heating equipment \& supplies (hydronics) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 3261 \& 10850765 \& 1133400 \& 263937 \& 33270 \& 2206346 \& 1516634 \& 1625338 <br>
\hline \& Corporations ...........................
Individual proprietorships........... \& 2970
217 \& $\begin{array}{r}10591552 \\ 134942 \\ \hline 1052\end{array}$ \& 1106530
14254

14 \& $\begin{array}{r}258361 \\ 3189 \\ \hline 18\end{array}$ \& $\begin{array}{r}32235 \\ 704 \\ \hline\end{array}$ \& 2149925
30874 \& 1484638
14784

14 \& 1583414
18147 <br>
\hline \& Partnerships............................... \& 68 \& 108732 \& 10 595 \& 1954 \& 273 \& 21780 \& 14142
14 \& 20983 <br>
\hline \& Cooperative associations Other legal forms of organization \& 6 \& 15539 \& 2021 \& 433 \& 58 \& 3767 \& 3070 \& 2794 <br>
\hline 421720 \& Plumbing \& heating equipment \& supplies (hydronics) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 3261 \& 10850765 \& 1133400 \& 263937 \& 33270 \& 2206346 \& 1516634 \& 1625338 <br>
\hline \& Corporations ............................ \& 2970 \& 10591552 \& 1106530 \& 258361 \& 32235 \& 2149925 \& 1484638 \& 1583414 <br>
\hline \& Individual proprietorships................... \& 217 \& 134942 \& 14254 \& 3189
1
185 \& 704 \& 30874 \& 14784 \& 18147 <br>
\hline \& Partnerships Cooperative associations. \& 68
6 \& 108732
15539 \& 10595
2021 \& 1954
433 \& 273
58 \& 21780
3767 \& 14142
3070 \& 20983
2994 <br>
\hline \& Other legal forms of organization .................... \& 6 \& \& \& \& \& \& \& <br>
\hline 42173 \& Warm air heating \& air-conditioning equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 4744 \& 14185407 \& 1559234 \& 359093 \& 42511 \& 2937087 \& 2136446 \& 2184385 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& 4479

201
58
3

3 \& $$
\begin{array}{rr}
13870198 \\
134646 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$ \& \[

$$
\begin{array}{rr}
1511305 \\
19 & 778 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
348418 \\
4526 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
40964 \\
823 \\
f \\
a \\
b
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2847776 \\
39636 \\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2078343 \\
13637 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2118303 \\
15836 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$
\] <br>

\hline 421730 \& Warm air heating \& air-conditioning equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 4744 \& 14185407 \& 1559234 \& 359093 \& 42511 \& 2937087 \& 2136446 \& 2184385 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships $\qquad$ |
| Partnerships |
| Cooperative associations |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
4479 \\
201 \\
58 \\
3 \\
3
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
13870198 \\
134646 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
1511305 \\
19 & 778 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
348418 \\
4526 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
40964 \\
823 \\
f \\
a \\
b
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2847776 \\
39636 \\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2078343 \\
13637 \\
\\
\\
\\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2118303 \\
15836 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$
\] <br>

\hline 42174 \& Refrigeration equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 1358 \& 3435926 \& 406356 \& 91959 \& 11193 \& 762355 \& 531770 \& 549655 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
1262 \\
75 \\
21 \\
- \\
-
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
3 & 286882 \\
& D_{1} \\
& D_{1} \\
- \\
-
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
394083 \\
\mathrm{D} \\
\mathrm{D} \\
- \\
-
\end{array}
$$
\] \& 89307

D
D
-

- \& $$
\begin{array}{r}
10762 \\
\mathrm{e} \\
\mathrm{c} \\
- \\
-
\end{array}
$$ \& 737198

D
D
-

- \& 515924
D
D
- 
- \& $$
\begin{array}{r}
532947 \\
\mathrm{D} \\
\mathrm{D} \\
- \\
-
\end{array}
$$ <br>

\hline
\end{tabular}

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 421740 | Refrigeration equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1358 | 3435926 | 406356 | 91959 | 11193 | 762355 | 531770 | 549655 |
|  | Corporations <br> Individual proprietorships Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 1262 \\ 75 \\ 21 \\ - \\ - \end{array}$ | $\begin{array}{rr\|} 328688 \\ & 8 \\ & D \\ & D_{1} \\ & - \\ & \end{array}$ | $\begin{array}{r} 394083 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \hline \end{array}$ | $\begin{array}{r} 89307 \\ \mathrm{D} \\ \mathrm{D} \\ - \\ - \end{array}$ | $\begin{array}{rr} 10 & 762 \\ \mathrm{e} \\ \mathrm{c} \\ & - \\ & \end{array}$ |  | $\begin{array}{rr} 515924 \\ & \mathrm{D} \\ & \mathrm{D} \\ & - \\ - \end{array}$ | $\begin{array}{r} 532947 \\ \mathrm{D} \\ \mathrm{D} \\ - \\ - \end{array}$ |
| 4218 | Machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 64951 | 223849297 | 24766878 | 5670011 | 674287 | 46667259 | 37837176 | 41093543 |
|  | Corporations <br> Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | 58386 4829 1541 109 86 | $\begin{array}{r} 214545928 \\ 4082767 \\ 4558784 \\ 393009 \\ 268809 \end{array}$ | $\begin{array}{r} 23863902 \\ 421422 \\ 419511 \\ 31530 \\ 30513 \end{array}$ | $\begin{array}{r} 5470066 \\ 95337 \\ 90891 \\ 7023 \\ 6694 \end{array}$ | 641337 18764 12380 949 857 | $\begin{array}{r} 44809017 \\ 889554 \\ 841231 \\ 66512 \\ 60945 \end{array}$ | $\begin{array}{r} 36459427 \\ 589227 \\ 708549 \\ 32487 \\ 47486 \end{array}$ | $\begin{array}{r} 39511614 \\ 678669 \\ 809333 \\ 42414 \\ 51513 \end{array}$ |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Corporations <br> Individual proprietorships . . . . . . . . . . . . . . . . . . . . <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 4415 \\ 220 \\ 110 \\ 1 \\ 17 \end{array}$ |  | $\begin{array}{rr} 3023473 \\ D \\ & D \\ & D \\ D \end{array}$ | $\begin{array}{r} 715443 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{rl} 75 & 103 \\ & f \\ & g \\ & \text { a } \\ & \text { c } \end{array}$ |  |  |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 4763 | 31561292 | 3110734 | 734605 | 77574 | 5740828 | 9191293 | 10081466 |
|  | Corporations Individual proprietorships......................... Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 4415 \\ 220 \\ 110 \\ 1 \\ 17 \end{array}$ |  | $\begin{array}{rr} 3023 & 473 \\ & D \\ & D \\ & D \\ & D \\ & D \end{array}$ | $\begin{array}{rl} 715 & 443 \\ & \mathrm{D} \\ & \mathrm{D} \\ \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{aligned} 75103 \\ f \\ g \\ a \\ c \end{aligned}$ |  |  |  |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 7625 \\ 1320 \\ 329 \\ 26 \\ 12 \end{array}$ |  |  | $\begin{array}{rr} 558 & 062 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{array}{rr} 88349 \\ & h \\ & \mathrm{~g} \\ & \mathrm{c} \end{array}$ |  |  |  |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 9312 | 30536605 | 2634589 | 591835 | 95909 | 5066616 | 7994095 | 8733732 |
|  | Corporations Individual proprietorships......................... Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 7625 \\ 1320 \\ 329 \\ 26 \\ 12 \end{array}$ |  | $\begin{array}{r} 2479892 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{rr} 558 & 062 \\ & \mathrm{D} \\ & \mathrm{D} \\ \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 88349 \\ \mathrm{~h} \\ \mathrm{~g} \\ \mathrm{e} \\ \mathrm{c} \end{array}$ | $\begin{array}{r} 4732054 \\ \text { D } \\ \text { D } \\ \text { D } \\ \text { D } \end{array}$ |  |  |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |
|  | All establishments . | 6789 | 21521310 | 1863969 | 418663 | 70910 | 3390688 | 6317759 | 6911632 |
|  | Corporations <br> Individual proprietorships Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r}5481 \\ 1027 \\ 1024 \\ 248 \\ \\ \\ \\ \\ \hline 11\end{array}$ | $\begin{array}{r} 19973753 \\ \mathrm{D} \\ 545204 \\ 74068 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 174066 \\ \text { D } \\ 36879 \\ 7687 \\ D \end{array}$ | $\begin{array}{rr} 393045 \\ & \mathrm{D} \\ 8 & 124 \\ 1555 \\ 1 & \mathrm{D} \end{array}$ | $\begin{array}{r} 65072 \\ h \\ 1647 \\ 280 \\ c \end{array}$ | $\begin{array}{r} 3134438 \\ 72862 \\ 20342 \\ \\ \\ \\ \hline \end{array}$ | $\begin{array}{rr} 5961155 \\ & \mathrm{D} \\ 121 & 101 \\ 14 & 560 \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 6489211 \\ \\ 146952 \\ 18 \\ \\ \\ \\ 526 \\ D \end{array}$ |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |  |  |
|  | All establishments | 1891 | 6437932 | 507832 | 112807 | 16713 | 1144687 | 1088278 | 1203779 |
|  | Corporations <br>  <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 1607 \\ 227 \\ 54 \\ 2 \\ 1 \end{array}$ | $\begin{array}{rr}6104452 \\ & \text { D } \\ & \text { D } \\ & \text { D } \\ & \text { D }\end{array}$ | $\begin{array}{r} 476812 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 105870 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 15265 \\ f \\ \text { e } \\ \text { a } \\ \text { b } \end{array}$ | $\begin{array}{r} 1079416 \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ D \end{array}$ | $\begin{array}{lll} 1017 & 093 \\ & & \mathrm{D} \\ & \mathrm{D} \\ & & \mathrm{D} \\ & & \mathrm{D} \end{array}$ |  |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 632 | 2577363 | 262788 | 60365 | 8286 | 531241 | 588058 | 618321 |
|  | Corporations <br> Individual proprietorships. . . . . . . . . . . . . . . <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 537 \\ 66 \\ 27 \\ 2 \\ - \end{array}$ | $\begin{array}{r} 2514388 \\ 32384 \\ \\ \\ \\ \\ \\ \\ \end{array}$ | $\begin{array}{r} 257014 \\ 2659 \\ \mathrm{D} \\ \\ \\ \mathrm{D} \\ - \end{array}$ | $\begin{array}{r} 59147 \\ 540 \\ \\ \\ \\ \\ \\ \hline \end{array}$ | $\begin{array}{rr}8012 \\ & 157 \\ & \text { b } \\ & \text { a } \\ & -\end{array}$ | $\begin{array}{r} 518200 \\ 6775 \\ \mathrm{D} \\ \mathrm{D} \\ - \end{array}$ | $\begin{array}{rr} 576016 \\ 5610 \\ & \mathrm{D} \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 603683 \\ 7127 \\ \\ \\ \\ \\ D \end{array}$ |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MERCHANT WHOLESALERS-Con. Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle-Con. <br> All establishments | 2688 | 7740720 | 693599 | 150488 | 18900 | 1316709 | 847083 | 989913 |
|  | Corporations <br> Individual proprietorships. <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization................. | $\begin{array}{r} 2385 \\ 187 \\ 108 \\ 8 \end{array}$ | $\begin{array}{r} \mathrm{D} \\ 152395 \\ \mathrm{D} \\ 14083 \end{array}$ | $\begin{array}{r} D \\ 14791 \\ \text { D } \\ 2438 \end{array}$ | $\begin{array}{rr}\text { D } \\ \\ 3147 \\ \\ \\ & \text { D } \\ & \end{array}$ | j 57 f 44 | $\begin{array}{r} D \\ 33673 \\ \mathrm{D} \\ 3919 \end{array}$ | $\begin{array}{r} D \\ 16343 \\ D \\ 796 \end{array}$ | $\begin{array}{r} D \\ 20377 \\ D \\ 937 \end{array}$ |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 5549 | 19252387 | 2143494 | 484421 | 50387 | 4173661 | 2582076 | 2777069 |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative associations <br> Other legal forms of organization | $\begin{array}{r} 5074 \\ 337 \\ 121 \\ 9 \\ 8 \end{array}$ | $\begin{array}{r} 18603126 \\ 305432 \\ \\ \\ \\ \\ 26 \\ \hline \end{array}$ | $\begin{array}{r} 2069747 \\ 34810 \\ D \\ D \\ 1681 \end{array}$ | $\begin{array}{r} 468937 \\ 7945 \\ \mathrm{D} \\ \mathrm{D} \\ 441 \end{array}$ | 48377 1191 f b 39 | $\begin{array}{r} 4023570 \\ 71634 \\ \text { D } \\ 0204 \\ 3204 \end{array}$ | $\begin{array}{r} 2513456 \\ 34875 \\ 0 \\ \\ \quad D \\ 1659 \end{array}$ | $\begin{array}{r} 2699079 \\ 36476 \\ D \\ D \\ 0027 \end{array}$ |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Corporations <br> Individual proprietorships <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 11980 \\ 641 \\ 205 \\ 26 \\ 16 \end{array}$ | $\begin{array}{r} 35415401 \\ 753758 \\ 75 \\ \text { D } \\ 43157 \end{array}$ | $\begin{array}{r} 4283225 \\ 71007 \\ \text { D } \\ 4311 \end{array}$ | $\begin{array}{r} 982834 \\ \mathrm{D} \\ 14582 \\ 1072 \end{array}$ | $\begin{array}{r} 117809 \\ \mathrm{~g} \\ 2093 \\ \mathrm{c} \\ 119 \end{array}$ | $\begin{array}{r} 8058114 \\ 137974 \\ \mathrm{D} \\ \mathrm{D} \\ 9309 \end{array}$ | $\begin{array}{r} 4300530 \\ 90727 \\ \mathrm{D} \\ 4323 \end{array}$ | $\begin{array}{r} 4612334 \\ 92736 \\ D \\ D 838 \end{array}$ |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 12868 | 36889029 | 4420039 | 1012617 | 122452 | 8329400 | 4446078 | 4765894 |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 11980 \\ 641 \\ 205 \\ 26 \\ 16 \end{array}$ | $\begin{array}{r} 35415401 \\ 753758 \\ 75 \\ \text { D } \\ 43157 \end{array}$ | $\begin{array}{r} 4283225 \\ 71007 \\ \text { D } \\ 4311 \end{array}$ | 982834 D 14582 D 1072 | 117809 9093 c 119 | 8058114 D 137974 D 9309 | 4300530 D 90727 D 4323 | $\begin{array}{r} 4612334 \\ \mathrm{D} \\ 92736 \\ \mathrm{D} \\ 3838 \end{array}$ |
| 4218401 | General-line industrial supplies whsle <br> All establishments $\qquad$ | 2025 | 3940187 | 535267 | 124714 | 15671 | 970763 | 472943 | 502312 |
|  | Corporations <br> Individual proprietorships. <br> ...................... <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 1856 \\ 136 \\ 29 \\ 3 \\ 1 \end{array}$ |  |  | $\begin{array}{r} 121506 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{rr} 15072 \\ & e \\ & \mathrm{c} \\ & a \\ & a \end{array}$ | 941084 D D D D | $\begin{array}{r} 460999 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |  |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2457 | 7883600 | 834627 | 194427 | 23497 | 1584305 | 1187548 | 1320877 |
|  | Corporations <br> Individual proprietorships <br> Partnerships. <br> Cooperative associations <br> Other legal forms of organization . . . . . . . . . . . . . | $\begin{array}{r} 2368 \\ 53 \\ 24 \\ 5 \\ 7 \end{array}$ |  | $\begin{array}{r} 803280 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 188154 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{rr} 22537 \\ c \\ f \\ b \\ b \end{array}$ | $\begin{array}{rr} 1523110 \\ & \mathrm{D} \\ \mathrm{D} \\ & \mathrm{D} \\ \mathrm{D} \end{array}$ |  |  |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1876 | 4238602 | 592621 | 137192 | 17627 | 1166809 | 455742 | 475267 |
|  | Corporations <br> Individual proprietorships <br> Partnerships. <br> Cooperative associations <br> Other legal forms of organization | $\begin{array}{r} 1784 \\ 55 \\ 34 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 4107731 \\ \mathrm{D} \\ 3499 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 583691 \\ \mathrm{D} \\ 4635 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 135290 D 1001 D D | 17237 c 192 $a$ $a$ | $\begin{array}{r} 1148659 \\ \mathrm{D} \\ 892 \\ \\ \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 449195 \\ \mathrm{D} \\ 2943 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 467174 \\ \mathrm{D} \\ 3636 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............ | 1480 | 4968521 | 517474 | 111664 | 14688 | 1004745 | 298554 | 312268 |
|  | Corporations .............................. | 1291 | 4653060 | 494888 | 106897 | 13878 | 956933 | 277942 | 293011 |
|  | Individual proprietorships...................... | 138 | 129155 | 10589 | 2201 | 419 | 22193 | 6785 | 6463 |
|  | Partnerships ............................. | 41 | 155720 | 9178 | 1979 | 300 39 | 19560 | 11 143 1 | 10781 1 |
|  | Cooperative associations. Other legal forms of organization ................ |  |  |  |  | $\begin{array}{r}39 \\ 52 \\ \hline\end{array}$ |  |  | 1883 830 |
| 4218405 | Industrial valves \& fittings (except fluidpower) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1279 | 5276944 | 611403 | 140346 | 14238 | 1145035 | 799843 | 820778 |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 1210 \\ 47 \\ 18 \\ 3 \\ 1 \end{array}$ |  | 593714 D D D D | $\begin{array}{r} 136599 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 13778 \\ \mathrm{c} \\ \mathrm{e} \\ \mathrm{a} \\ \mathrm{~b} \end{array}$ | $\begin{array}{r} 1110703 \\ \text { D } \\ \\ \\ \\ \\ \\ \\ \text { D } \\ \end{array}$ |  | 799747 D D D D |

[^373]Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996
inventories \((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline 421 \& \begin{tabular}{l}
MERCHANT WHOLESALERS-Con. \\
Wholesale trade, durable goodsCon.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 4218406 \& \begin{tabular}{l}
Other industrial supplies whsle \\
All establishments
\end{tabular} \& 3751 \& 10581175 \& 1328647 \& 304274 \& 36731 \& 2457743 \& 1231448 \& 1334392 \\
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 3471
212
59
8
8
1 \& 10145385
206128
173003

D \& 1286216
22287
17758

D \& 294388
5182
3936
D

D \& 35307
8661
481
b
a \& 2377625
42539
33571
D

D \& $$
\begin{array}{r}
189408 \\
17546 \\
23100 \\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
1290879 \\
19313 \\
22667 \\
\\
\\
\\
\\
D
\end{array}
$$
\] <br>

\hline 42185 \& Service establishment equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 6233 \& 11044612 \& 1646019 \& 383581 \& 56364 \& 3058945 \& 1208260 \& 1294341 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization................ \& 5322
733
166
6
6 \& D
417618
162716
12203
D \& D
D
5017
21254
1642

D \& D
12
147
4740
792

D \& l
3016
924
61
b \& D
109548
46698
3336
D \& D
47119
18817
1216

D \& $\begin{array}{rr} \\ \text { D } \\ \text { D } \\ 18 \\ 185 \\ 1031 \\ 1031 \\ & \text { D }\end{array}$ <br>
\hline 421850 \& Service establishment equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 6233 \& 11044612 \& 1646019 \& 383581 \& 56364 \& 3058945 \& 1208260 \& 1294341 <br>
\hline \& Corporations Individual proprietorships . . . . . . . . . . . . . . . . . . . . Partnerships Cooperative associations. Other legal forms of organization \& 5322
733
166
6
6 \& D
417618
162716
12203
D \&  \& D
12
1474
4740
392

D \& 1
3016
924
61
b \& D
109548
46698
3336
D \& D
4719
18817
12266

D \& D
52225
18903
1031
D <br>
\hline 4218501 \& Beauty \& barber shop equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 1240 \& 2016050 \& 351378 \& 82788 \& 13671 \& 649637 \& 297828 \& 328061 <br>

\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& $\begin{array}{r}1044 \\ 160 \\ 36 \\ \hline\end{array}$ \& \[
$$
\begin{array}{r}
1872525 \\
\text { D } \\
\text { D } \\
\\
\\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
335740 \\
\mathrm{D} \\
\mathrm{D} \\
- \\
- \\
-
\end{array}
$$
\] \& 78921

D
D
-

- \& 12663
f
e
- 
- \&  \& $$
\begin{array}{r}
274787 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{-}
\end{array}
$$ \& \[

$$
\begin{array}{r}
304827 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 4218502 \& Custodial, janitors' equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 2189 \& 3745652 \& 625841 \& 147020 \& 21414 \& 1144893 \& 382831 \& 403819 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | \& 1871

189
239
71
3
5 \& 3563659
363524
103595

D \& 599103
14964
8875
D \& 140869
3662
1918
D
D \& 19953
969
394
b
b \& 11089652
1090
19092
19

D \& 365585
9656
5335
D
D \& 385346
10726
5564
D
D <br>
\hline 4218503 \& Laundry \& dry-cleaning equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 655 \& D \& D \& D \& i \& D \& D \& D <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
587 \\
58 \\
10 \\
- \\
-
\end{array}
$$

\] \& \[

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

D
D
-

- \& D
D
D
- 
- \& i
c
b
- 
- \& D
D
D
- 
- \& D
D
D
- 
- \& D <br>
\hline 4218504 \& Other service establishment equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 2149 \& D \& D \& D \& j \& D \& D \& D <br>

\hline \& Corporations Individual proprietorships . . . . . . . . . . . . . . . . . . . Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
1820 \\
276 \\
49 \\
3 \\
1
\end{array}
$$ \& \[

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

D
D
D
D \& j
g
c
b
b \& D
D
D
D
D \& D
D
D
D
D \& D
D
D
D
D <br>
\hline 42186 \& Transportation equipment \& supplies (exc motor vehicle) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 3454 \& 16634756 \& 1431585 \& 319666 \& 35256 \& 2851887 \& 2671149 \& 3069716 <br>
\hline \& Corporations .........................
Individual proprietorships............ \& 3162

193 \& $$
\begin{array}{r}
\text { D } \\
200191
\end{array}
$$ \& \[

19868
\] \& D

4328 \& k

735 \& $$
\begin{array}{r}
\text { D } \\
47529
\end{array}
$$ \& \[

$$
\begin{array}{rr}
\mathrm{D} \\
30 & 971
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
\mathrm{D} \\
36
\end{array}
$$
\] <br>

\hline \& Individual proprietorships....................
Partnerships ................... \& $\begin{array}{r}193 \\ 90 \\ \hline\end{array}$ \& \& 19868
51786 \& 4328
9570 \& 735
1107 \& 47529
122011 \& \& <br>

\hline \& Cooperative associations. Other legal forms of organization \& $$
\begin{aligned}
& 3 \\
& 6 \\
& 6
\end{aligned}
$$ \& \[

$$
\begin{array}{r}
4601 \\
\text { D }
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
451 \\
45 \\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
109 \\
D
\end{array}
$$
\] \& 12

b \& $$
\begin{array}{r}
1225 \\
\mathrm{D}
\end{array}
$$ \& 591

D \& 609
D <br>
\hline 421860 \& Transportation equipment \& supplies (exc motor vehicle) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 3454 \& 16634756 \& 1431585 \& 319666 \& 35256 \& 2851887 \& 2671149 \& 3069716 <br>
\hline \& Corporations .............................
Individual proprietorships ................. \& 3162

193 \& $$
\begin{array}{rr}
\mathrm{D} \\
200 & 191
\end{array}
$$ \& \[

19868
\] \& D

4328 \& k

735 \& $$
\begin{array}{r}
\text { D } \\
47529
\end{array}
$$ \& \[

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

\] \& \[

$$
\begin{array}{r}
\text { D } \\
36
\end{array}
$$
\] <br>

\hline \& Partnerships ................................ \& 90 \& 811908 \& 51786 \& 4
9 \& 1107 \& 122011 \& 105242 \& 117425 <br>
\hline \& Cooperative associations. Other legal forms of organization \& 3
6 \& 4601
D \& \& 109
D \& 12
b \& 835
D \& 591
D \& 609
D <br>
\hline
\end{tabular}

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including (number)
\end{tabular} \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline 421 \& \begin{tabular}{l}
MERCHANT WHOLESALERS—Con. \\
Wholesale trade, durable goodsCon.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 4218601 \& Aircraft \& aeronautical equipment \& supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 2092 \& 12214744 \& 929885 \& 206175 \& 21276 \& 1893980 \& 2063036 \& 2377201 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . \& 1925
109
53
3
3
2 \& 11494815
137750
D
4601
D \& 881208
14388
D
451
D \& 197148
3157
D
109

D \& 20142
504
f
12

a \& 1878066
35922
D
85
D \& 1959661
25903
D
591

D \& $$
\begin{array}{r}
2258380 \\
30873 \\
\mathrm{D} \\
609 \\
\mathrm{D}
\end{array}
$$ <br>

\hline 4218602 \& Marine machinery, equipment, \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 825 \& 2566747 \& 304561 \& 69149 \& 8418 \& 596428 \& 383049 \& 418396 <br>

\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& $\begin{array}{r}751 \\ 46 \\ 26 \\ - \\ \hline\end{array}$ \& \[
$$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D} \\
& \hline \mathrm{D}
\end{aligned}
$$

\] \& \[

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

\] \& \[

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

\] \& | i |
| :--- |
| c |
| e |
|  | \& \[

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

\] \& | D |
| :--- |
| D |
| D |
| D | \& | D |
| :--- |
| D |
| D |
| D | <br>

\hline 4218603 \& Other transportation equipment \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 537 \& 1853265 \& 197139 \& 44342 \& 5562 \& 361479 \& 225064 \& 274119 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& $\begin{array}{r}486 \\ 38 \\ 11 \\ \hline 2\end{array}$ \& \[

$$
\begin{array}{rr|}
1763955 \\
\mathrm{D} \\
& \mathrm{D} \\
- \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
187760 \\
\mathrm{D} \\
\mathrm{D} \\
- \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
42252 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& | 5276 |
| ---: |
| c |
| c |
|  |
|  |
|  |
| a | \& \[

$$
\begin{array}{rr}
343002 \\
& \mathrm{D} \\
& \mathrm{D} \\
& - \\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
218 & 874 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
267712 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 4219 \& Miscellaneous durable goods whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 33956 \& 155636289 \& 10094244 \& 2345746 \& 331513 \& 24594828 \& 15948947 \& 16982519 <br>
\hline \& Corporations ............................
Individual proprietorships ............... \& 27385
4829
18 \& 147200257
3727920
4 \& 9434089
273704 \& 2196930
61928
80 \& 301684
16194
1651 \& 22907922 \& $\begin{array}{r}15152291 \\ 382330 \\ \hline 397\end{array}$ \& 16022123
456720 <br>
\hline \& Partnerships... \& 1641 \& 4441926 \& 360548 \& 80640 \& 12590 \& 907798 \& 397312 \& 484972 <br>
\hline \& Cooperative associations. \& 41 \& 103455
162 \& 11254
14 \& 2661
3
587 \& 414
631 \& 22140
3214 \& 9595
7 \& - 9882 <br>
\hline \& Other legal forms of organization ............... \& 60 \& 162731 \& 14649 \& 3587 \& 631 \& 32271 \& 7419 \& <br>
\hline 42191 \& Sporting \& recreational goods \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 4961 \& 17059006 \& 1546470 \& 356459 \& 53620 \& 3678121 \& 3018376 \& 3206465 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships |
| Cooperative associations |
| Other legal forms of organization | \& 4283

483
185
7

3 \& $$
\begin{array}{rr}
16144894 \\
419612 \\
& D \\
& \text { D } \\
& 41561
\end{array}
$$ \& \[

$$
\begin{array}{rr}
1470247 \\
31508 \\
& { }^{1} \\
& D \\
& 1723
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
339633 \\
6768 \\
D \\
D \\
408
\end{array}
$$
\] \& 50115

1784
b
b

75 \& $$
\begin{array}{r}
3490557 \\
79304 \\
\mathrm{D} \\
\mathrm{D} \\
5571
\end{array}
$$ \& \[

$$
\begin{array}{r}
2906772 \\
51996 \\
D \\
D \\
441
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3075267 \\
60232 \\
D \\
D \\
721
\end{array}
$$
\] <br>

\hline 421910 \& Sporting \& recreational goods \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 4961 \& 17059006 \& 1546470 \& 356459 \& 53620 \& 3678121 \& 3018376 \& 3206465 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships $\qquad$ |
| Partnerships. |
| Cooperative associations. $\qquad$ |
| Other legal forms of organization | \& 4283

483
185
7

3 \& $$
\begin{array}{rr}
16144894 \\
419 & 612 \\
& D \\
& D \\
& 41 \\
& 561
\end{array}
$$ \& \[

$$
\begin{array}{rr}
1470247 \\
31508 \\
& \mathrm{D} \\
\mathrm{D} \\
1723
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
339633 \\
6768 \\
D \\
D \\
408
\end{array}
$$
\] \& 50115

1784
g
b

75 \& $$
\begin{array}{r}
3490557 \\
79304 \\
\\
\text { D } \\
\\
\\
5571
\end{array}
$$ \& \[

$$
\begin{array}{r}
2906772 \\
51996 \\
\mathrm{D} \\
\mathrm{D} \\
441
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
3075267 \\
60232 \\
D \\
D \\
& 721
\end{array}
$$
\] <br>

\hline 42192 \& | Toy \& hobby goods \& supplies whsle |
| :--- |
| All establishments | \& 2792 \& 15890421 \& 1060892 \& 244488 \& 32791 \& 3670242 \& 2059697 \& 2218405 <br>

\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
2316 \\
379 \\
95 \\
2 \\
-
\end{array}
$$ \&  \&  \& \[

$$
\begin{array}{r}
230947 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
-
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
30246 \\
\mathrm{~g} \\
\mathrm{~g} \\
\mathrm{a} \\
-
\end{array}
$$
\] \&  \&  \&  <br>

\hline 421920 \& Toy \& hobby goods \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2792 \& 15890421 \& 1060892 \& 244488 \& 32791 \& 3670242 \& 2059697 \& 2218405 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. |
| Cooperative associations. Other legal forms of organization | \& \[

$$
\begin{array}{r}
2316 \\
379 \\
95 \\
2 \\
\hline
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{r}
1002609 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
-
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
230947 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\hline
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{r}
3486795 \\
\text { D } \\
\text { D } \\
\\
\text { D }
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1968807 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
-
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2093438 \\
\\
\\
\\
\\
\\
\\
\\
\\
\\
\\
\hline
\end{array}
$$
\] <br>

\hline 42193 \& Recyclable material whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 8833 \& 37358147 \& 3196991 \& 746097 \& 114097 \& 7291056 \& 1991917 \& 2097394 <br>

\hline \& Corporations Individual proprietorships Partnerships \& $\begin{array}{r}6962 \\ 1 \\ 1 \\ \\ 485 \\ 425 \\ \\ \hline\end{array}$ \& \[
$$
\begin{array}{r}
34522538 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r|r|}
2948520 \\
D \\
D & \\
&
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
691337 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
102615 \\
i \\
h
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
6678569 \\
\\
\\
\text { D } \\
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1849623 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1960954 \\
\text { D } \\
\text { D }
\end{array}
$$
\] <br>

\hline \& Cooperative associations. Other legal forms of organization \& 17
44 \& 27465 \& [ 501 \& 1397
D \& 226 ${ }_{\text {e }}$ \& 10082 \& 1634 \& 1397 <br>
\hline
\end{tabular}

[^374]Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12
(number) (number)
\end{tabular} \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline 421 \& MERCHANT WHOLESALERS-Con. Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 421930 \& Recyclable material whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments . \& 8833 \& 37358147 \& 3196991 \& 746097 \& 114097 \& 7291056 \& 1991917 \& 2097394 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships Partnerships \\
Cooperative associations. Other legal forms of organization
\end{tabular} \& \[
\begin{array}{r}
6962 \\
1385 \\
425 \\
17 \\
44
\end{array}
\] \& \[
\begin{array}{r}
34522538 \\
\mathrm{D} \\
\mathrm{D} \\
27465 \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
2948520 \\
\mathrm{D} \\
\mathrm{D} \\
5501 \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
691337 \\
\mathrm{D} \\
\mathrm{D} \\
1397 \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
102615 \\
\mathrm{i} \\
\mathrm{~h} \\
226 \\
\mathrm{e}
\end{array}
\] \& \[
\begin{array}{r}
6678569 \\
\mathrm{D} \\
\mathrm{D} \\
10082 \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
1849623 \\
D \\
D \\
1634 \\
D
\end{array}
\] \& \[
\begin{array}{r}
1960954 \\
\mathrm{D} \\
\mathrm{D} \\
1397 \\
\\
\mathrm{D}
\end{array}
\] \\
\hline 4219301 \& \begin{tabular}{l}
Iron \& steel scrap processors \& dealers \\
All establishments
\end{tabular} \& 3403 \& 17430292 \& 1282757 \& 308237 \& 43370 \& 3233625 \& 1008934 \& 1054579 \\
\hline \& Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization ............... \& 2616
593
182
6
6 \& \[
\begin{array}{r}
15848630 \\
430529 \\
1130624 \\
11613 \\
8896
\end{array}
\] \& 1171953
42436
66106
1372

890 \& $$
\begin{array}{r}
283898 \\
9424 \\
14439 \\
272 \\
204
\end{array}
$$ \& 38517

2469
264
45
45

75 \& $$
\begin{array}{r}
2930046 \\
112765 \\
184687 \\
2917 \\
3210
\end{array}
$$ \& \[

$$
\begin{array}{r}
913535 \\
25406 \\
68955 \\
665 \\
373
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
967742 \\
27605 \\
57784 \\
726 \\
722
\end{array}
$$
\] <br>

\hline 42193011 \& Iron \& steel scrap processors (using power processing equipment) \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2268 \& 12322747 \& 1093664 \& 256788 \& 36101 \& 2795855 \& 881777 \& 899101 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | \& 1817

322
122
3

4 \& $$
\begin{array}{r}
11135899 \\
303531 \\
871 \\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
1005549 \\
30588 \\
56393 \\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
237626 \\
6759 \\
12145 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] \& 32599

1554
1872
b

b \& $$
\begin{array}{r}
2550710 \\
80693 \\
160590 \\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
801048 \\
18475 \\
61815 \\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
827744 \\
20045 \\
50496 \\
D \\
D
\end{array}
$$
\] <br>

\hline 42193012 \& Iron \& steel scrap processors (not using power processing equip) \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1135 \& 5107545 \& 189093 \& 51449 \& 7269 \& 437770 \& 127157 \& 155478 <br>

\hline \& Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
799 \\
271 \\
60 \\
3 \\
2
\end{array}
$$ \& \[

$$
\begin{array}{r}
4712731 \\
126998 \\
259428 \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
166404 \\
11848 \\
9713 \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
46272 \\
2665 \\
2694 \\
\text { D } \\
\end{array}
$$
\] \& 5918

915
392
b
a \& 379336
32072
24097

D \& 112487
6931
7140
D

D \& $$
\begin{array}{r}
139998 \\
7560 \\
7288 \\
\\
\\
\\
D
\end{array}
$$ <br>

\hline 4219302 \& Recyclable paper \& paperboard whsle \& 1539 \& 5384421 \& \& \& 20405 \& 1263317 \& \& <br>
\hline \& , All establishmis ................ \& \& 581 \& 580 \& 硣 \& \& 12631 \& 111 \& 133 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships | \& 1271

181
63
5

5 \& $$
\begin{array}{r}
4971986 \\
\text { D } \\
\text { D }
\end{array}
$$ \& 540654

D
D \& 125060
D
D

180 \& $\begin{array}{rr}18 & 632 \\ \text { f } \\ \\ \text { f } \\ \\ 36\end{array}$ \& $\begin{array}{rr}1168515 \\ \text { D } \\ \text { D } \\ & 1344\end{array}$ \& \[
$$
\begin{array}{r}
111502 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
123059 \\
D \\
D
\end{array}
$$
\] <br>

\hline \& Cooperative associations. Other legal forms of organization \& [5 \& $$
\begin{array}{r}
1878 \\
33269
\end{array}
$$ \& \& \& 36

215 \& $\begin{array}{r}13 \\ 11854 \\ \hline 850\end{array}$ \& \[
1751^{-}

\] \& \[

210 \overline{7}
\] <br>

\hline 4219303 \& Other recyclable material whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 3891 \& 14543434 \& 1333388 \& 303917 \& 50322 \& 2794114 \& 861884 \& 909442 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | \& \[

$$
\begin{array}{r}
3075 \\
611 \\
180 \\
6 \\
19
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
13701922 \\
427095 \\
13974 \\
\\
\\
\\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1235913 \\
42057 \\
\quad \mathrm{D} \\
3511 \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
282379 \\
9369 \\
\mathrm{D} \\
945 \\
\mathrm{D}
\end{array}
$$
\] \& 45466

2656
9
145

c \& $$
\begin{array}{r}
2580008 \\
100532 \\
5821 \\
5
\end{array}
$$ \& 824

1786
758
D
969

D \& $$
\begin{array}{r}
870153 \\
19546 \\
D \\
671 \\
D
\end{array}
$$ <br>

\hline 42194 \& Jewelry/watch/silverware/precious stone, \& precious metal whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 7183 \& 30824486 \& 1613759 \& 366259 \& 47910 \& 3842310 \& 5085548 \& 5403568 <br>

\hline \& Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
6097 \\
896 \\
182 \\
6 \\
2
\end{array}
$$ \& \[

$$
\begin{array}{rrr}
29292327 \\
1078 & 249 \\
& D \\
& & D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1532428 \\
51879 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
348692 \\
11707 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
44272 \\
2704 \\
f \\
\\
\\
\\
\\
b \\
b
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3621447 \\
146351 \\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
4830492 \\
178494 \\
\text { D } \\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
5118152 \\
507955 \\
& D \\
& \text { D } \\
& \text { D }
\end{array}
$$
\] <br>

\hline 421940 \& Jewelry/watch/silverware/precious stone, \& precious metal whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 7183 \& 30824486 \& 1613759 \& 366259 \& 47910 \& 3842310 \& 5085548 \& 5403568 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships ............ |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
6097 \\
896 \\
182 \\
6 \\
2
\end{array}
$$

\] \& \[

$$
\begin{array}{rrr}
29292327 \\
1078 & 249 \\
& D \\
& & D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1532428 \\
51879 \\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
348692 \\
11707 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
44272 \\
2704 \\
f \\
\\
\\
\\
b \\
b
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3621447 \\
146351 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
4830492 \\
178494 \\
\text { D } \\
\text { D } \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
5118152 \\
& 207955 \\
& D \\
& D \\
& D
\end{array}
$$
\] <br>

\hline 4219401 \& Jewelry, watch, diamonds, precious stone, \& silverware whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 6641 \& 21097516 \& 1495898 \& 338739 \& 45014 \& 3585783 \& 4360264 \& 4695119 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships. |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
5644 \\
822 \\
168 \\
5 \\
2
\end{array}
$$

\] \& 19876154 \& \[

$$
\begin{array}{rr}
1421327 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \&  \&  \& \[

$$
\begin{array}{r}
3386742 \\
\\
\\
\\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
4141529 \\
\\
\\
\\
\\
\\
\\
\\
\\
\\
\\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
4451725 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline
\end{tabular}

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by 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{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline \& MERCHANT WHOLESALERS-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 4219402 \& Precious metal (excluding ores) whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 542 \& 9726970 \& 117861 \& 27520 \& 2896 \& 256527 \& 725284 \& 708449 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \\
Partnerships. \\
Cooperative associations. \\
Other legal forms of organization . . . . . . . . . . . . . .
\end{tabular} \& \[
\begin{array}{r}
453 \\
74 \\
14 \\
1
\end{array}
\] \& \[
\begin{array}{rr}
9416173 \\
\& \mathrm{D} \\
\& \mathrm{D} \\
\mathrm{D}
\end{array}
\] \& \[
111 \begin{array}{r}
101 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
26015 \\
D \\
0 \\
D \\
\\
\hline
\end{array}
\] \& \[
\begin{array}{r}
2606 \\
c \\
b \\
b \\
a
\end{array}
\] \& \[
\begin{array}{r}
234705 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& 688963
D
D
D \& 666427
D
D
D \\
\hline 42199 \& Other miscellaneous durable goods whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 10187 \& 54504229 \& 2676132 \& 632443 \& 83095 \& 6113099 \& 3793409 \& 4056687 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization
\end{tabular} \& \[
\begin{array}{r}
7727 \\
1686 \\
754 \\
9 \\
11
\end{array}
\] \& \[
\begin{array}{r}
52046 \quad 238 \\
992352 \\
\mathrm{D} \\
\mathrm{D} \\
\\
\\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
2480285 \\
72601 \\
\text { D } \\
\text { D } \\
\text { D }
\end{array}
\] \& \[
\begin{array}{r}
586321 \\
17145 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& 74436
4500
\(h\)

$c$ \& \[
$$
\begin{array}{rr}
5630554 \\
5191 & 126 \\
& D \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
3596597 \\
69253 \\
& D \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3774312 \\
96747 \\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$
\] <br>

\hline 421990 \& Other miscellaneous durable goods whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 10187 \& 54504229 \& 2676132 \& 632443 \& 83095 \& 6113099 \& 3793409 \& 4056687 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 7727
1686
754
9
11 \& 52046238
992352
D
D

D \& $$
\begin{array}{r}
2480285 \\
72601 \\
D \\
D \\
D \\
\text { D }
\end{array}
$$ \& \[

$$
\begin{array}{r}
586321 \\
17145 \\
D \\
D \\
D \\
D
\end{array}
$$
\] \& 74436

4500
$h$
b

c \& $$
\begin{array}{rr}
5630554 \\
5191 & 126 \\
& D \\
& D \\
& D
\end{array}
$$ \& \[

$$
\begin{array}{r}
3596597 \\
\left.69 \begin{array}{r}
253 \\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}\right]
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
374312 \\
96747 \\
\\
\\
\\
\\
D \\
D
\end{array}
$$
\] <br>

\hline 4219901 \& Musical instruments \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 444 \& 2155019 \& 160389 \& 36931 \& 4465 \& 395312 \& 319907 \& 325046 <br>
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 346
63
34
1 \& 2084082
45362
D
D \& 154467
3215
D
D \& 35661
727
D
D \& 4191
163
c
a \& 378908
9183
D

D \& $\begin{array}{r}311611 \\ 3895 \\ \text { D } \\ \text { D } \\ \\ \\ \hline\end{array}$ \& $$
\begin{array}{r}
314137 \\
5030 \\
\text { D } \\
\\
\\
\text { D }
\end{array}
$$ <br>

\hline 4219902 \& Forest products (except lumber) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ... \& 1844 \& 10671425 \& 390863 \& 89249 \& 10934 \& 980351 \& 433291 \& 465456 <br>
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 1360
345
135
1

3 \& $$
\begin{array}{rrr}
10040638 \\
324807 \\
& & \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$ \& \[

$$
\begin{array}{r}
357353 \\
16964 \\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
81637 \\
3837 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rl}
9 & 277 \\
1 & 006 \\
& f \\
& b \\
&
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
887632 \\
52689 \\
D \\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
416264 \\
11284 \\
\mathrm{D} \\
\mathrm{D} \\
\\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
438490 \\
16334 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 4219903 \& General merchandise (durable goods) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2864 \& 20154440 \& 473038 \& 112333 \& 16449 \& 954094 \& 1037331 \& 1041416 <br>

\hline \& Corporations Individual proprietorships . . . . . . . . . . . . . . . . . . . Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
2074 \\
539 \\
248 \\
2 \\
1
\end{array}
$$ \&  \& \[

$$
\begin{array}{r}
432983 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{rr}
14392 \\
9 \\
& f \\
& a \\
& a
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
856014 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
985450 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
966139 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 4219904 \& Prerecorded media whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1852 \& 16079741 \& 992129 \& 238465 \& 30602 \& 2326833 \& 1421931 \& 1569954 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 1852
1521
114
1

4 \& $$
\begin{array}{r}
15327259 \\
140563 \\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
924991 \\
12927 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
220688 \\
3282 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] \& 28265

741
g
a

b \& $$
\begin{array}{r}
2162048 \\
30842 \\
\\
\\
\\
\\
D \\
\\
D
\end{array}
$$ \& \[

$$
\begin{array}{rr}
1341182 \\
13333 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1453879 \\
17305 \\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$
\] <br>

\hline 42199041 \& Compact discs/prerecorded audio tapes, \& phonograph records whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 1215 \& 8766190 \& 647937 \& 153359 \& 20147 \& 1517990 \& 950427 \& 1025205 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. |
| Cooperative associations. |
| Other legal forms of organization . . . . . . . . . . . . . . . . | \& \[

$$
\begin{array}{r}
940 \\
173 \\
98 \\
1 \\
3
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
8191879 \\
& \text { D } \\
& \text { D } \\
& \text { D } \\
& \text { D }
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
591574 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
139060 \\
D \\
D \\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
18486 \\
& f \\
g \\
& \text { a } \\
&
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1380228 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
877888 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
939449 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 42199042 \& Prerecorded video tapes whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 637 \& 7313551 \& 344192 \& 85106 \& 10455 \& 808843 \& 471504 \& 544749 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | \& \[

$$
\begin{array}{r}
572 \\
48 \\
16 \\
\hline 1
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
7135380 \\
\text { D } \\
\text { D } \\
\\
\hline \\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
333417 \\
\mathrm{D} \\
\mathrm{D} \\
-\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
81628 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] \& 9779

c
f

a \& $$
\begin{array}{r}
781820 \\
\mathrm{D} \\
\mathrm{D} \\
- \\
\mathrm{D}
\end{array}
$$ \& \[

$$
\begin{array}{rr}
463 & 294 \\
\mathrm{D} \\
\mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
514430 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline
\end{tabular}

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by 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{tabular}{l}
Paid \\
employees for pay period including
March 12 (number)
\end{tabular} \& Operating expenses \({ }^{1}\) (\$1,000) \& End-of-1996 inventories \((\$ 1,000)\) \& \[
\begin{array}{r}
\text { End-of-1997 } \\
\text { inventories } \\
(\$ 1,000)
\end{array}
\] \\
\hline \& MERCHANT WHOLESALERS-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 4219905 \& Fire extinguishers \& fire safety equipment whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 923 \& 937818 \& 173795 \& 40084 \& 6421 \& 306021 \& 75921 \& 86997 \\
\hline \& Corporations Individual proprietorships. Partnerships. Cooperative associations. Other legal forms of organization \& \(\begin{array}{r}714 \\ 159 \\ 48 \\ 2 \\ \hline\end{array}\) \& 857208
D
D
D \& \[
\begin{array}{r}
161766 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& 37149
D
D
D \& \[
\begin{array}{r}
571 \\
\text { e } \\
\text { e } \\
\\
\text { b } \\
\\
-
\end{array}
\] \& \[
\begin{array}{r}
281768 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& 70495
D
D
D \& \[
\begin{array}{r}
79902 \\
D \\
D \\
D
\end{array}
\] \\
\hline 4219906 \& Other durable goods whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 2260 \& 4505786 \& 485918 \& 115381 \& 14224 \& 1150488 \& 505028 \& 567818 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 1721
359
175
2
3 \& 4086768
155271
D
D
D \& \[
\begin{array}{r}
448 \quad 725 \\
15013 \\
\text { D } \\
D \\
D
\end{array}
\] \& \[
\begin{array}{r}
107154 \\
3528 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
\] \& 12540
967
f
a
a \& 1064184
35629
D
D
D \& \[
\begin{array}{r}
471595 \\
14680 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
521765 \\
21143 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\] \\
\hline 422 \& Wholesale trade, nondurable goods \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& '134 951 \& '1 118350517 \& '58664 019 \& \({ }^{1} 13648860\) \& '1834 433 \& 127561435 \& 78868375 \& 84615154 \\
\hline \& Corporations ............................
Individual proprietorships........... \& 114908
13871 \& \(\begin{array}{r}1041409245 \\ 17266574 \\ \hline\end{array}\) \& \begin{tabular}{rrr}
55442544 \\
1123 \& 193 \\
\hline 1 \&
\end{tabular} \& \(\begin{array}{r}12912641 \\ 251 \\ \hline 291\end{array}\) \& 1702657
57773 \& 119708347
2632113 \& \(\begin{array}{r}74530437 \\ 1022736 \\ \hline\end{array}\) \& 79634700
1211131 \\
\hline \& Pradiverships ................................. \& 14871
4 \& 39526710 \& 1620247 \& 369041 \& 54618 \& 4043061 \& 2 334839 \& 2826830 \\
\hline \& Cooperative associations.................. \& 1103 \& 14797879 \& 354652
123383 \& +80718 \& 14557 \& 909023 \& 799 125 \& \\
\hline \& Other legal forms of organization. \& 302 \& 5350109 \& 123383 \& 35169 \& 4828 \& 268891 \& \[
181238
\] \& \[
135493
\] \\
\hline 4221 \& Paper \& paper product whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 12686 \& 66491798 \& 5841711 \& 1378526 \& 158255 \& 11018825 \& 4866569 \& 5117298 \\
\hline \& Corporations Individual proprietorships............ Partnerships Cooperative associations. Other legal forms of organization \& 11154
1196
313
19
4 \& 62576322
892630
D

D \& 5657690
89692
D
D
D \& 1333909
20949
D

D \& 151381
4145
h
c

b \& 10621511
207333
D

D

D \& 4691473
49714
D
D

D \& $$
\begin{array}{rr}
4886091 \\
58 & 014 \\
& D \\
& D \\
& D
\end{array}
$$ <br>

\hline 42211 \& Printing \& writing paper whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 1838 \& 20477795 \& 1203286 \& 292367 \& 26584 \& 2322735 \& 1271873 \& 1292461 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& 1852

1659
159
26
1

- \& $$
\begin{array}{rr}
20126452 \\
& 145281 \\
& D \\
& D
\end{array}
$$ \& \[

$$
\begin{array}{r}
1178635 \\
13989 \\
\\
\\
\\
\\
\\
D
\end{array}
$$
\] \& 285839

3833
D
D \& 25775
488
$e$
b \& 2278437
26312
D

D \& 1248987
6560

D \& | 1267569 |
| :--- |
| 6799 |
| D | <br>

\hline 422110 \& Printing \& writing paper whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .... \& 1838 \& 20477795 \& 1203286 \& 292367 \& 26584 \& 2322735 \& 1271873 \& 1292461 <br>

\hline \& Corporations Individual proprietorships........................... Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
1652 \\
159 \\
26 \\
1 \\
-
\end{array}
$$ \& \[

$$
\begin{array}{r}
20126452 \\
145281 \\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
178635 \\
13989 \\
\\
\\
\\
\\
\\
D
\end{array}
$$
\] \& 285839

3833
D

D \& 25775
488
$e$
b \& 2278437
26312
D

D \& $$
\begin{array}{r}
1248987 \\
6560 \\
\\
\\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
1267569 \\
6799 \\
D \\
D
\end{array}
$$
\] <br>

\hline 42212 \& Stationery \& office supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 6260 \& 19572837 \& 2310376 \& 546853 \& 70818 \& 4301775 \& 1828831 \& 1934601 <br>

\hline \& Corporations Individual Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
5398 \\
686 \\
161 \\
12 \\
3
\end{array}
$$ \& \[

$$
\begin{array}{rr}
18915132 \\
392 & 876 \\
& D \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
235465 \\
44349 \\
\\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
529066 \\
10518 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$
\] \& 67477

2217
f

b

b \& $$
\begin{array}{rr}
4145128 \\
97 & 625 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$ \& \[

$$
\begin{array}{r}
1793208 \\
21917 \\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1894714 \\
24680 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 422120 \& Stationery \& office supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 6260 \& 19572837 \& 2310376 \& 546853 \& 70818 \& 4301775 \& 1828831 \& 1934601 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | \& \[

$$
\begin{array}{r}
5398 \\
686 \\
161 \\
12 \\
3
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
18915132 \\
392876 \\
& D \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
235465 \\
44349 \\
\\
\\
\\
D \\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
529066 \\
10 & 518 \\
& D \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
67477 \\
217 \\
& \text { f } \\
& b \\
& b
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
4145128 \\
& 97 \\
& 625 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1793208 \\
21917 \\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1894714 \\
24680 \\
D \\
D \\
D \\
D
\end{array}
$$
\] <br>

\hline 42213 \& Industrial \& personal service paper whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 4588 \& 26441166 \& 2328049 \& 539306 \& 60853 \& 4394315 \& 1765865 \& 1890236 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
4104 \\
351 \\
126 \\
6 \\
1
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
23534738 \\
354473 \\
0 \\
6420 \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2243590 \\
31354 \\
D \\
1086 \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
519004 \\
7098 \\
\mathrm{D} \\
286 \\
\\
\mathrm{D}
\end{array}
$$
\] \& 58129

1440
g
24

a \& $$
\begin{array}{rrr}
4 & 197946 \\
83 & 396 \\
& D \\
& 1879 \\
& & D
\end{array}
$$ \& \[

$$
\begin{array}{r}
1649278 \\
21237 \\
D \\
378 \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1723808 \\
26535 \\
D \\
438 \\
D
\end{array}
$$
\] <br>

\hline
\end{tabular}

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


[^375]Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& Paid employees for pay period including
March 12 (number) \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline 422 \& \begin{tabular}{l}
MERCHANT WHOLESALERS-Con. \\
Wholesale trade, nondurable goodsCon.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 42241 \& General-line grocery whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 3390 \& 93941524 \& 4682800 \& 1135331 \& 139593 \& 8927593 \& 5619021 \& 5740085 \\
\hline \& Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization \& \[
\begin{array}{r}
2949 \\
327 \\
105 \\
5 \\
4
\end{array}
\] \& 90973669
747655
D
D

D \& $$
\begin{array}{rr}
4574890 \\
41 & 758 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$ \& \[

$$
\begin{array}{rr}
1109126 \\
& 10405 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
135663 \\
1625 \\
\mathrm{~g} \\
\mathrm{~b} \\
\mathrm{~b}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
8712633 \\
66601 \\
D \\
\\
D \\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
5476 & 693 \\
30 & 066 \\
& D \\
& D \\
& \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
5585456 \\
34148 \\
& D \\
& D \\
& D
\end{array}
$$
\] <br>

\hline 422410 \& General-line grocery whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments . \& 3390 \& 93941524 \& 4682800 \& 1135331 \& 139593 \& 8927593 \& 5619021 \& 5740085 <br>

\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
2949 \\
327 \\
105 \\
5 \\
4
\end{array}
$$ \& \[

$$
\begin{array}{rr}
90973669 \\
747655 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
4574890 \\
41758 \\
\\
\\
\\
\\
\\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{rrr}
1 & 109126 \\
& 10405 \\
& & \mathrm{D} \\
& & \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
135663 \\
1625 \\
\mathrm{~g} \\
\mathrm{~b} \\
\mathrm{~b}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
8712633 \\
66601 \\
D \\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{|rr|}
5476 & 693 \\
& 30 \\
& 066 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
5585456 \\
34148 \\
\\
\\
\\
\\
\\
\\
D \\
D
\end{array}
$$
\] <br>

\hline 4224101 \& General-line grocery whsle, voluntary group \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 186 \& 16156029 \& 554986 \& 135594 \& 17064 \& 1105622 \& 989577 \& 958773 <br>
\hline \& Corporations $\qquad$ Individual proprietorships. $\qquad$ Partnerships $\qquad$ Cooperative associations. Other legal forms of organization $\qquad$ \& 155
25
6

- \& 14765930
30749
1359350
- 
- \& 518992
14366
34628
- 
- \& 127089
274
8231
- 
- \& 15929
92
1043
- 
- \& 1035138
3381
67103
- 
- \& 920623
1211
67743
- 
- \& $$
\begin{array}{r}
887261 \\
1715 \\
69797 \\
- \\
-
\end{array}
$$ <br>

\hline 4224102 \& General-line grocery whsle, retail cooperative \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 211 \& 16142440 \& 467726 \& 112330 \& 13882 \& 884413 \& 926900 \& 945354 <br>
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 194
4
7
5

1 \& $$
\begin{array}{r}
15836307 \\
5824 \\
18420 \\
\\
D \\
D
\end{array}
$$ \& 463333

437
808
D

D \& $$
\begin{array}{r}
111333 \\
114 \\
159 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& 13705

51
33
b

a \& \[
$$
\begin{array}{r}
873616 \\
836 \\
1960 \\
D \\
D
\end{array}
$$

\] \& | 923257 |
| ---: |
| - |
| 281 |
| D |
| D | \& 940067

1036
635
D
D <br>
\hline 4224103 \& Other general-line grocery whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2993 \& 61643055 \& 3660088 \& 887407 \& 108647 \& 6937558 \& 3702544 \& 3835958 <br>

\hline \& Corporations $\qquad$ Individual proprietorships. $\qquad$ Partnerships $\qquad$ Cooperative associations. Other legal forms of organization \& $\begin{array}{r}2600 \\ 298 \\ 92 \\ \hline 3\end{array}$ \& $$
\begin{array}{r}
60371432 \\
711082 \\
\\
\\
\\
\\
\\
\hline
\end{array}
$$ \& $\begin{array}{r}3592565 \\ 39955 \\ \\ \hline\end{array}$ \& 870704

10017

D

D \& $\begin{array}{r}106029 \\ 1482 \\ \\ \\ \hline\end{array}$ \& \[
$$
\begin{array}{r}
6803879 \\
62384 \\
\\
\\
\\
\\
\\
\\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3632813 \\
28855 \\
\\
\\
\\
\\
\\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
3758128 \\
31397 \\
\\
\\
\\
\\
\\
\hline
\end{array}
$$
\] <br>

\hline 42242 \& Packaged frozen food whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 2897 \& 44782680 \& 2297966 \& 535761 \& 71263 \& 4773169 \& 2436769 \& 2795303 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships ........... Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
2541 \\
231 \\
111 \\
8 \\
6
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{r}
2172868 \\
\text { D } \\
\text { D } \\
\text { D } \\
\text { D }
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{rr}
6588 \\
\mathrm{~g} \\
\mathrm{~g} \\
\mathrm{c} \\
\mathrm{f}
\end{array}
$$
\] \&  \&  \&  <br>

\hline 422420 \& Packaged frozen food whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 2897 \& 44782680 \& 2297966 \& 535761 \& 71263 \& 4773169 \& 2436769 \& 2795303 <br>

\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
2541 \\
231 \\
111 \\
8 \\
6
\end{array}
$$ \&  \& \[

$$
\begin{array}{r}
2172868 \\
\text { D } \\
\text { D } \\
\text { D } \\
\text { D }
\end{array}
$$

\] \& \[

$$
\begin{array}{|r|}
507 \\
712 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
66858 \\
\mathrm{~g} \\
\mathrm{~g} \\
\mathrm{c} \\
\mathrm{f}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
4477171 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{r}
2626747 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 42243 \& Dairy products, (except dried or canned) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 2174 \& 20315524 \& 849475 \& 196547 \& 27596 \& 1854375 \& 512648 \& 557552 <br>

\hline \& Corporations $\qquad$ Individual proprietorships. $\qquad$ Partnerships Cooperative associations. Other legal forms of organization $\qquad$ \& \[
$$
\begin{array}{r}
1653 \\
394 \\
78 \\
48 \\
1
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
15434207 \\
\mathrm{D} \\
416626 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
772574 \\
\mathrm{D} \\
14939 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
178327 \\
0 \mathrm{D} \\
300 \\
\\
\\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
24769 \\
\mathrm{~g} \\
571 \\
\mathrm{~g} \\
\mathrm{a}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
1643788 \\
\text { D } \\
3855 \\
\\
\\
D \\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
474691 \\
\mathrm{D} \\
7884 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
514212 \\
\\
10 \mathrm{D} \\
10 \\
\\
\\
\\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline 422430 \& Dairy products, (except dried or canned) whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 2174 \& 20315524 \& 849475 \& 196547 \& 27596 \& 1854375 \& 512648 \& 557552 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships .......... |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& 1653

394
78
48

1 \& $$
\begin{array}{r}
15434207 \\
\mathrm{D} \\
416626 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& \[

$$
\begin{array}{r}
772574 \\
\mathrm{D} \\
14939 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

\left.$$
\begin{array}{rr}
178 & 327 \\
& \mathrm{D} \\
3 & 300 \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$ \right\rvert\,
\] \& 24769

g
571
g

a \& $$
\begin{array}{r}
1643788 \\
\mathrm{D} \\
38655 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& \[

$$
\begin{array}{r}
474691 \\
\mathrm{D} \\
7884 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
514212 \\
\mathrm{D} \\
10 \mathrm{D} 1 \\
\\
\\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] <br>

\hline
\end{tabular}

[^376]Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& Paid employees for pay period including
March 12 (number) \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996 inventories \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 422 \& \begin{tabular}{l}
MERCHANT WHOLESALERS—Con. \\
Wholesale trade, nondurable goodsCon.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 4225902 \& Leaf tobacco whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 118 \& 2093201 \& 66701 \& 14669 \& 1605 \& 131963 \& 294173 \& 324012 \\
\hline \& \begin{tabular}{l}
Corporations \(\qquad\) \\
Individual proprietorships. \(\qquad\) \\
Partnerships \\
Cooperative associations.
\(\qquad\) \\
Other legal forms of organization
\end{tabular} \& 91
9
9
11
6
1 \& \[
\begin{array}{r}
1915963 \\
\text { D } \\
\text { D } \\
126429 \\
\text { D }
\end{array}
\] \& \[
\begin{array}{r}
63449 \\
\text { D } \\
1211 \\
121 \\
\\
\text { D }
\end{array}
\] \& \[
\begin{array}{r}
14107 \\
\mathrm{D} \\
\mathrm{D} \\
275 \\
\mathrm{D}
\end{array}
\] \& 1484
b
b
54

a \& $\begin{array}{rr}122850 \\ \text { D } \\ \text { D } \\ 3154 \\ & D\end{array}$ \& \[
$$
\begin{array}{r}
293127 \\
\mathrm{D} \\
\mathrm{D} \\
474 \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
322567 \\
D \\
D \\
363 \\
D
\end{array}
$$
\] <br>

\hline 4225903 \& Wool, wool tops, \& mohair whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 61 \& 145997 \& 6661 \& 1386 \& 247 \& 17366 \& 21670 \& 25093 <br>
\hline \& Corporations $\qquad$ Individual proprietorships. . . . . . . . . . . . . . . . . . . Partnerships Cooperative associations. $\qquad$ Other legal forms of organization $\qquad$ \& 48
9
3
1

- \& D
6359
D
D \& D
240
D
D \& D
55
50
D \& c
14
a
a \& D
532
D
D \& D
375
D
D \& D
395
D
D <br>
\hline 4225904 \& Cotton whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ................ \& 244 \& 9922477 \& 106703 \& 20612 \& 2497 \& 330047 \& 1702682 \& 1616787 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships $\qquad$ $\qquad$ Partnerships Cooperative associations. $\qquad$ Other legal forms of organization $\qquad$ | \& 205

17
9
13 \& D
189813
93970

D \& $$
\begin{array}{r}
D \\
741 \\
1788 \\
\text { D }
\end{array}
$$ \& D

170
417
D \& g
39
55
$e$ \& D
3628
5394
D \& D
7654
799

D \& $$
\begin{array}{r}
D \\
8852 \\
1882 \\
D \\
-
\end{array}
$$ <br>

\hline 4225905 \& Other farm-product raw material whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 625 \& 4912259 \& 132013 \& 28624 \& 4875 \& 298314 \& 345994 \& 346561 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships |
| Cooperative associations. Other legal forms of organization | \& \[

$$
\begin{array}{r}
462 \\
74 \\
65 \\
23 \\
1
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
\mathrm{D} \\
67022 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
D \\
669 \\
D \\
D \\
D
\end{array}
$$
\] \& 1200

D
D
D
D \& h
270
f
c
a \& 14066
D
D
D \& D
3597
D
D

D \& $$
\begin{array}{r}
D \\
4992 \\
D \\
D \\
D
\end{array}
$$ <br>

\hline 4226 \& Chemical \& allied products whsle \& \& \&  \& 1073531 \&  \& \& \& <br>
\hline \& All establishments \& 12249 \& 56048362 \& 4650638 \& 1073531 \& 115969 \& 9506564 \& 4178360 \& 4470487 <br>

\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
11242 \\
631 \\
327 \\
31 \\
18
\end{array}
$$ \& \[

$$
\begin{array}{rr}
53878349 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
4464419 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
1031 & 748 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{|r|r|}
110 & 467 \\
& h \\
& h \\
& \mathrm{c} \\
& \mathrm{c}
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
9104735 \\
\text { D } \\
\text { D } \\
\\
\\
\text { D } \\
\\
\text { D }
\end{array}
$$

\] \& \[

\left.$$
\begin{array}{|l|l|}
4051 & 914 \\
& D_{1} \\
& D_{0} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$ \right\rvert\,

\] \& \[

$$
\begin{array}{rr}
4320 & 208 \\
& D \\
& D \\
& D \\
& D
\end{array}
$$
\] <br>

\hline 42261 \& Plastics materials \& basic forms \& shapes whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 3357 \& 16733225 \& 1295883 \& 297313 \& 34844 \& 2718446 \& 1298940 \& 1397420 <br>

\hline \& Corporations Individual proprietorships............................ Partnerships Cooperative associations. Other legal forms of organization \& $$
\begin{array}{r}
3102 \\
151 \\
98 \\
5 \\
\\
\\
\hline
\end{array}
$$ \&  \&  \& \[

$$
\begin{array}{rr}
286 \begin{array}{r}
169 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
\end{array}
$$

\] \& \[

$$
\begin{array}{rl}
33 & 119 \\
& f \\
& f \\
& b \\
& b
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2593852 \\
D \\
D \\
D \\
D \\
D
\end{array}
$$
\] \&  \&  <br>

\hline 422610 \& Plastics materials \& basic forms \& shapes whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 3357 \& 16733225 \& 1295883 \& 297313 \& 34844 \& 2718446 \& 1298940 \& 1397420 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
3102 \\
151 \\
98 \\
5 \\
\\
\\
\hline
\end{array}
$$

\] \&  \& \[

$$
\begin{array}{rr}
1240682 \\
& \mathrm{D} \\
\mathrm{D} \\
& \mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
286169 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rl}
33 & 119 \\
& f \\
& f \\
& b \\
& b
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2593852 \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rl}
1249 & 328 \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
1345275 \\
& \mathrm{D} \\
\mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{array}
$$
\] <br>

\hline 42269 \& Other chemical \& allied products whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 8892 \& 39315137 \& 3354755 \& 776218 \& 81125 \& 6788118 \& 2879420 \& 3073067 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships. Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
8140 \\
480 \\
229 \\
26 \\
17
\end{array}
$$
\] \& 37828978

459408
945766
$D$

$D$ \& \[
$$
\begin{array}{r}
3223737 \\
47029 \\
78291 \\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
745579 \\
11004 \\
18262 \\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
77348 \\
1768 \\
1816 \\
\text { c } \\
\\
\text { b }
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
6510883 \\
99833 \\
164204 \\
\\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2802586 \\
29780 \\
40287 \\
\\
D \\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
2974933 \\
33834 \\
55405 \\
D \\
D
\end{array}
$$
\] <br>

\hline 422690 \& Other chemical \& allied products whsle \& 8892 \&  \&  \&  \& \&  \& \& <br>
\hline \& All establishments .............. \& 8892 \& 39315137 \& \& 776218 \& \& \& \& 3073067 <br>

\hline \& | Corporations ............................. |
| :--- |
| Individual proprietorships................ | \& $\begin{array}{r}8140 \\ \hline 480 \\ \hline\end{array}$ \& $\begin{array}{r}37828978 \\ 459408 \\ \hline 959\end{array}$ \& 3223737

47029 \& 745
715
11
18 \& 77348
1768 \& 6510883
99833 \& 2802586
29780 \& 2974933
33834 <br>
\hline \& Partnerships................................. \& 229 \& 945766 \& 78291 \& 18262 \& 1816 \& $\begin{array}{r}164204 \\ \hline\end{array}$ \& $\begin{array}{r}29 \\ 40287 \\ \hline\end{array}$ \& 33834
55405 <br>

\hline \& | Cooperative associations. |
| :--- |
| Other legal forms of organization .................... | \& \& \& \& \& \& \& \& <br>

\hline
\end{tabular}

[^377]Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payyoll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ (\$1,000) | End-of-1996 inventories $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4226901 | Industrial gases (except LP) whsle <br> All establishments | 804 | 1432921 | 239975 | 56645 | 7340 | 484116 | 116620 | 126570 |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r}718 \\ 45 \\ 39 \\ \hline 2\end{array}$ |  | $\begin{array}{r} D \\ 2735 \\ D \\ \hline D \end{array}$ | $\begin{array}{r}\text { D } \\ 673 \\ \text { D } \\ \hline \text { D }\end{array}$ | [ $\begin{array}{r}\text { i } \\ 143 \\ \text { c } \\ \hline \\ \hline\end{array}$ | $\begin{array}{r} \mathrm{D} \\ 6281 \\ \mathrm{D} \\ - \\ \mathrm{D} \end{array}$ | $\begin{array}{r}\text { D } \\ 1023 \\ \text { D } \\ \\ \hline\end{array}$ | $\begin{array}{r} D \\ 1520 \\ D \\ \\ \hline D \end{array}$ |
| 4226902 | Other chemical \& allied products whsle <br> All establishments $\qquad$ | 8088 | 37882216 | 3114780 | 719573 | 73785 | 6304002 | 2762800 | 2946497 |
|  | Corporations <br> Individual proprietorships. <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 7422 \\ 435 \\ 190 \\ 26 \\ 15 \end{array}$ | $\begin{array}{r} \mathrm{D} \\ 435467 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} \text { D } \\ 44294 \\ D \\ D \\ D \end{array}$ | $\begin{array}{r} \text { D } \\ 10331 \\ D \\ D \\ D \end{array}$ | l 1625 g c b | $\begin{array}{r} \mathrm{D} \\ 93 \mathrm{D} 2 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} \mathrm{D} \\ 28 \mathrm{757} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} \mathrm{D} \\ 32314 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |
| 4227 | Petroleum \& petroleum products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | r9 770 | r139 507960 | '3 390142 | '797 041 | r114 863 | 8529598 | 4285739 | 4446297 |
|  | Corporations <br> Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 8767 \\ 696 \\ 235 \\ 50 \\ 22 \end{array}$ | $\begin{array}{r} 128716656 \\ D \\ D \\ 134738 \\ \text { D } \end{array}$ | $\begin{array}{rr} 3217955 \\ & \mathrm{D} \\ 9 & \mathrm{D} \\ & \mathrm{D} \end{array}$ |  | $\begin{array}{r} 107486 \\ \mathrm{~h} \\ \mathrm{~g} \\ 488 \\ \mathrm{~g} \end{array}$ | $\begin{array}{rr} 7966032 \\ \mathrm{D} \\ \mathrm{D} \\ 21682 \\ & \mathrm{D} \end{array}$ | $\begin{array}{rr} 3949707 \\ \mathrm{D} \\ \mathrm{D} \\ 114 & 452 \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 4098573 \\ \text { D } \\ 11311 \\ 11 \\ \text { D } \end{array}$ |
| 42271 | Petroleum bulk stations \& terminals <br> All establishments $\qquad$ | r6 729 | r92 443546 | '2 497922 | r579 872 | r87 532 | 6249105 | 3029034 | 3194653 |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 6092 \\ 455 \\ 138 \\ 39 \\ 5 \end{array}$ | $\begin{array}{r} 88660603 \\ D \\ D \\ 111317 \\ \text { D } \end{array}$ | $\begin{array}{rr} 2399557 \\ \mathrm{D} \\ \mathrm{D} \\ 7 \mathrm{D} 22 \\ & \mathrm{D} \end{array}$ | $\begin{array}{r} 557419 \\ \mathrm{D} \\ \mathrm{D} \\ 1890 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} \left.83 \begin{array}{r} 171 \\ h \\ \text { g } \\ 386 \\ b \end{array}\right) \end{array}$ | $\begin{array}{r} 5964249 \\ \mathrm{D} \\ \mathrm{D} \\ 17561 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 2919607 \\ D \\ D \\ 8759 \\ D \end{array}$ | $\begin{array}{rr} 3071380 \\ & \mathrm{D} \\ & 8 \mathrm{D} \\ & 931 \\ & \mathrm{D} \end{array}$ |
| 422710 | Petroleum bulk stations \& terminals | r6 729 | $r 92443546$ | '2 497922 | r579 872 | r87 532 | 6249105 | 3029034 | 3194653 |
|  | Corporations <br> Individual proprietorships Partnerships <br> Cooperative associations. Other legal forms of organization | $\begin{array}{r} 6092 \\ 455 \\ 138 \\ 39 \\ 5 \end{array}$ | $\begin{array}{r} 88660603 \\ D \\ D \\ 111317 \\ \\ D \end{array}$ | $\begin{array}{r} 2399557 \\ \mathrm{D} \\ \mathrm{D} \\ 732 \\ \mathrm{D} \end{array}$ | $\begin{array}{rr} 557419 \\ \mathrm{D} \\ \mathrm{D} \\ 1890 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 83171 \\ \mathrm{~h} \\ \mathrm{~g} \\ 386 \\ \mathrm{~b} \end{array}$ | $\begin{array}{r} 5964249 \\ \mathrm{D} \\ \mathrm{D} \\ 17561 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 2919607 \\ D \\ D \\ 8759 \\ D \end{array}$ | $\begin{array}{rr} 3071380 \\ D \\ D & D_{1} \\ & 831 \\ & D \end{array}$ |
| 4227101 | Petroleum bulk stations \& terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments ... | '6 337 | '88 515507 | '2 340748 | r544 283 | '83 154 | 5893722 | 2892396 | 3059356 |
|  | Corporations <br> Individual proprietor........... <br> ships $\qquad$ <br> Partnerships <br> Cooperative associations. $\qquad$ <br> Other legal forms of organization $\qquad$ | $\begin{array}{r} 5726 \\ 443 \\ 126 \\ 39 \\ 3 \end{array}$ | $\begin{array}{r} 84858568 \\ D \\ D \\ 111317 \\ D \end{array}$ | $\begin{array}{r} 2247379 \\ \mathrm{D} \\ 7 \mathrm{D} \\ 722 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 522838 \\ D \\ D \\ 1890 \\ D \end{array}$ | $\begin{array}{r} 78954 \\ h \\ \text { g } \\ 386 \\ a \end{array}$ | $\begin{array}{r} 5620897 \\ \mathrm{D} \\ \mathrm{D} \\ 17561 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 2789406 \\ \mathrm{D} \\ \mathrm{D} \\ 8759 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 2945410 \\ D \\ D \\ 831 \\ D \end{array}$ |
| 42271011 | Petroleum bulk stations (except LP) |  |  | $1768043$ |  | 66627 | 4472315 |  |  |
|  | All establishments ........... | 5784 | 43727608 | 1768043 | 414479 | 66627 | 4472315 | 1334004 | 1355290 |
|  | Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 5204 \\ 429 \\ 113 \\ 35 \\ 3 \end{array}$ | $\begin{array}{rr} 41 & 188509 \\ & D \\ D & D \\ 102645 \\ & D \end{array}$ | $\begin{array}{r} 1688106 \\ D \\ D \\ 7234 \\ \\ \hline \end{array}$ | $\begin{array}{r} 395807 \\ \mathrm{D} \\ \mathrm{D} \\ 1778 \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 62936 \\ \mathrm{~g} \\ \mathrm{~g} \\ 362 \\ \mathrm{a} \end{array}$ | $\begin{array}{r} 4232539 \\ \mathrm{D} \\ 16512 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 1260573 \\ \mathrm{D} \\ \mathrm{D} \\ 8465 \\ \\ \\ \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 1277436 \\ D \\ D \\ 8631 \\ \\ \\ D \end{array}$ |
| 42271012 | Petroleum bulk terminals (except LP) |  |  |  |  |  |  |  |  |
|  | All establishments . | '553 | '44787899 | r572 705 | '129 804 | r16 527 | 1421407 | 1558392 | 1704066 |
|  | Corporations <br> Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | $\begin{array}{r} 522 \\ 14 \\ 13 \\ 4 \\ - \end{array}$ | $\begin{array}{r} 43670059 \\ 169047 \\ 940121 \\ 8672 \end{array}$ | $\begin{array}{r} 559273 \\ 5293 \\ 7641 \\ 498 \end{array}$ | $\begin{array}{r} 127031 \\ 1086 \\ 1575 \\ 112 \\ \hline \end{array}$ | $\begin{array}{r} 16018 \\ 307 \\ 178 \\ 24 \\ - \end{array}$ | $\begin{array}{r} 1388358 \\ 13098 \\ 18902 \\ 1049 \end{array}$ |  | $\begin{array}{r} 1667974 \\ 8705 \\ 27087 \\ 300 \end{array}$ |
| 4227102 | Liquefied petroleum bulk stations \& terminals |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 392 | 3928039 | 157174 | 35589 | 4378 | 355383 | 136638 | 135297 |
|  | Corporations <br> Individual proprietorships. <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r} 366 \\ 12 \\ 12 \\ \hline 2 \end{array}$ | $\begin{array}{\|l\|l\|} 3 & 802 \\ & 035 \\ & 513 \\ & \\ & \\ & \bar{D} \end{array}$ | $\begin{array}{r}152178 \\ 807 \\ \mathrm{D} \\ \hline \mathrm{D}\end{array}$ | 34581 160 D - D | $\begin{array}{r}4217 \\ 34 \\ \text { c } \\ \hline b\end{array}$ | 343352 <br> 2080 <br> D <br>  <br>  <br> D | $\begin{array}{r}130201 \\ 416 \\ \mathrm{D} \\ \hline \mathrm{D}\end{array}$ | $\begin{array}{r}125970 \\ 450 \\ \text { D } \\ \hline \mathrm{D}\end{array}$ |

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


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[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MERCHANT WHOLESALERS-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4229903 | Textile bags, bagging, \& burlap whsle <br> All establishments $\qquad$ | 400 | 723184 | 73748 | 16037 | 2882 | 173346 | 88608 | 109275 |
|  | Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization | 321 63 16 - | $\begin{array}{r}663 \\ 40 \\ 40 \\ 19 \\ \hline 674 \\ \hline\end{array}$ | 69055 2904 1789 - | 14820 632 585 - - | 2638 162 82 - | 160784 8846 3716 - - | 82 3661 2659 2688 - - | $\begin{array}{r}98 \\ \hline 669 \\ 4684 \\ 4 \\ \\ \hline\end{array}$ |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 5702 | 9926592 | 903808 | 199591 | 33031 | 1959708 | 1221456 | 1427308 |
|  | Corporations <br> Individual proprietorships Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | 4448 932 310 5 7 | 8765441 D 65449 D 7667 | 830133 D 33148 D 585 | 183739 D 6708 D 126 | 29468 $h$ 969 $b$ 21 | 1777851 D 84928 D 1749 | 1102512 D 70396 D 2 443 | $\begin{array}{r} 1267410 \\ \mathrm{D} \\ 92056 \\ \mathrm{D} \\ 2413 \end{array}$ |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICES |  |  |  |  |  |  |  |  |
|  | All establishments | '29 305 | '1 258874769 | '45911766 | '11963 217 | r922 208 | 95051279 | 39467315 | 40758311 |
|  | Corporations <br> Individual proprietorships <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization . . . . . . . . . . . . . | 28872 11 338 17 67 | 1249388119 37201 6158664 280 3072 3010713 | 45524203 4 4118 202103 9 196 172146 | $\begin{array}{r} 11866974 \\ 908 \\ 50263 \\ 2346 \\ 42726 \end{array}$ | 914011 168 6005 365 1659 | 94277189 12443 446068 21216 294363 | 39129244 2157 310860 9455 15599 | $\begin{array}{r} 40390385 \\ 2517 \\ 34033 \\ 9145 \\ 15231 \end{array}$ |
| 421 | Wholesale trade, durable goods | r17 228 | 1707565616 | r26 757611 | 17167566 | r479 447 | 52345151 | 26273001 | 27084251 |
|  | Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r} 16938 \\ 4 \\ 222 \\ 1 \\ 63 \end{array}$ | 703669497 D D D 2170508 | $\begin{array}{rr} 26 & 512582 \\ & D_{1} \\ & \text { D } \\ 149 & 603 \end{array}$ | $\begin{array}{rr} 7109740 \\ & \mathrm{D} \\ & \mathrm{D} \\ \mathrm{D} \\ 34387 \end{array}$ |  | $\begin{array}{r} 51932786 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ 229413 \end{array}$ | $\begin{array}{r} 26105738 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ 12880 \end{array}$ | $\begin{array}{rr} 26895466 \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ 12428 \end{array}$ |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 1425 | 291207541 | 2233321 | 570190 | 47824 | 5928771 | 5894354 | 5776275 |
|  | Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | 1376 <br>  <br> 48 <br>  <br>  <br>  <br>  | $\begin{aligned} & \mathrm{D} \\ & \overline{\mathrm{D}} \\ & \overline{\mathrm{D}} \end{aligned}$ | $\begin{gathered} \mathrm{D} \\ -\mathrm{D} \\ -\mathrm{D} \end{gathered}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $k$ <br> g <br> a | $\begin{aligned} & \mathrm{D} \\ & \overline{\mathrm{D}} \\ & \hline \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \overline{\mathrm{D}} \\ & \overline{\mathrm{D}} \end{aligned}$ | D <br> - <br> D |
| 42111 | Automobile \& other motor vehicle whsle | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  |  |  |  |  |  |  |  |  |  |
|  | Corporations Individual proprietorships Partnerships | $\begin{array}{r}359 \\ \hline 20\end{array}$ | $\frac{\mathrm{D}}{\mathrm{D}}$ | $\begin{aligned} & \mathrm{D} \\ & \frac{\mathrm{D}}{} \end{aligned}$ | $\frac{\mathrm{D}}{\mathrm{D}}$ | $\frac{\mathrm{j}}{\mathrm{f}}$ | $\frac{\mathrm{D}}{\mathrm{D}}$ | $\frac{\mathrm{D}}{\mathrm{D}}$ | $\frac{\mathrm{D}}{\mathrm{D}}$ |
|  | Partnerships <br> Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . | 20 -1 | $\begin{aligned} & \mathrm{D} \\ & - \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\frac{\mathrm{D}}{\mathrm{D}}$ | f <br>  <br> a | $\frac{\mathrm{D}}{\mathrm{D}}$ | $\frac{\mathrm{D}}{\mathrm{D}}$ | $\frac{\mathrm{D}}{\mathrm{D}}$ |
| 421110 | Automobile \& other motor vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 380 | 255902304 | 735647 | 200319 | 14104 | 2764098 | 2883392 | 2738389 |
|  | Corporations | 359 |  | D | D | j | D | D | D |
|  | Individual proprietorships...................... | - | - | - | - | $\frac{-}{f}$ | - | - |  |
|  | Partnerships .............................. Cooperative associations.............. |  |  |  | D | f | D | D | D |
|  | Other legal forms of organization ............... | $\overline{1}$ | $\overline{\text { D }}$ | $\overline{\mathrm{D}}$ | D | a | D | D | D |
| 4211101 | Automobile \& motorcycle whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 124 | 95851919 | 298709 | 71122 | 5211 | 1890320 | 2196413 | 1935877 |
|  | Corporations .............................. | 124 | 95851919 | 298709 | 71122 | 5211 | 1890320 | 2196413 |  |
|  | Individual proprietorships........................ | - | - | - | - | - | - | 2196 - | 1- |
|  | Partnerships <br> Cooperative associations. <br> Other legal forms of organization | - <br> - <br> - |  | $\begin{aligned} & - \\ & - \\ & - \end{aligned}$ | - | - <br> - | - | - | - |
| 4211102 | Bus \& recreational vehicle whsle |  |  |  |  |  |  |  |  |
|  | All establishments .............. | 14 | D | D | D | c | D | D | D |
|  | Corporations .............................. | 14 | D | D | D | c | D | D | D |
|  | Individual proprietorships.................... Partnerships ......................... | - | - | - | - | - | - | - | - |
|  | Cooperative associations. <br> Other legal forms of organization | - | - | - | - | - | - | - | - |

Table 7. Legal Form of Organization: 1997-Con.



See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
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See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. <br> Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 363 | 5451758 | 262641 | 56549 | 7118 | 610398 | 339933 | 335520 |
|  | Corporations ............. | 357 | D | D | D |  | D | D | D |
|  | Individual proprietorships. | - | D | - | - | - | - | - | - |
|  | Partnerships Cooperative associations | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization ............. | $\overline{6}$ | D | D | D | b | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 761 | 5848872 | 243871 | 60393 | 7587 | 566136 | 315377 | 322020 |
|  | Corporations .... | 754 | 5820692 | 242439 | 60019 | 7551 | 563437 | 312560 | 320097 |
|  | Individual proprietorships.................... | - |  |  |  |  | - |  | - |
|  |  | 4 | D | D | D | b | D | D | D |
|  | Other legal forms of organization.............. | 3 | D | D | D | a | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 761 | 5848872 | 243871 | 60393 | 7587 | 566136 | 315377 | 322020 |
|  | Corporations ............ | 754 | 5820692 | 242439 | 60019 | 7551 | 563437 | 312560 | 320097 |
|  | Individual proprietorships ...................... Partnerships.................... | - | D | $\overline{\text { D }}$ | D | - | D | D | D |
|  | Cooperative associations. <br> Other legal forms of organization | $\overline{3}$ | $\overline{\mathrm{D}}$ | - | $\overline{\mathrm{D}}$ | a | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\text { D }}$ |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 431 | 2150812 | 127852 | 32499 | 4853 | 298148 | 175800 | 183045 |
|  | Corporations .......... | 431 | 2150812 | 127852 | 32499 | 4853 | 298148 | 175800 | 183045 |
|  | Individual proprietorships.................. | - | - | - | - | - | - | - | - |
|  | Cooperative associations.................... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization............... | - | - |  | - | - | - | - | - |
| 4213202 | Sand, gravel, \& stone whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 88 | 309282 | 28242 | 5737 | 758 | 66523 | 30696 | 32544 |
|  | Corporations . | 87 | D | D | D | f | D | D | D |
|  | Individual proprietorships.................. | $\overline{1}$ | - | - | - | - | - |  |  |
|  | Partnerships <br> Cooperative associations. | 1 <br> - | D | D | D | a | D | D | D |
|  | Other legal forms of organization............... | - | - | - | - | - | - | - | - |
| 4213203 | Cement, lime, \& related products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 242 | 3388778 | 87777 | 22157 | 1976 | 201465 | 108881 | 106431 |
|  | Corporations .............................. | 236 | D | D | D | g | D | D | D |
|  | Individual proprietorships .................... Partnerships........................ | $\overline{3}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ | $\overline{\text { b }}$ | $\overline{\mathrm{D}}$ | D | D |
|  | Cooperative associations..................... | - | - | - | - | - | - | - |  |
|  | Other legal forms of organization. | 3 | D | D | D | a | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Corporations .......... | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Individual proprietorships.......... | - | - | - | - | - | - | - | - |
|  | Partnerships........................ | - | - | - | - | - | - | - | - |
|  | Cooperative as Other legal forms of organization ................ | - | - | - | - | - | - | - | - |
| 421330 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Corporations . . . . . . . . . . . . . . . . . . . . . . . | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Individual proprietorships.............. | - | - | - |  | - | - | - | - |
|  | Partnerships....................... Cooperative associations. . . . | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization . . . . . . . . . . . | - | - | - | - | - | - | - | - |
| 4213301 | Roofing, siding, \& insulation material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Corporations .............................. | 222 | 3268532 | 134395 | 30154 | 3009 | 335608 | 119549 | 165194 |
|  | Individual proprietorships..................... | - | - | - | - | - | - | - | - |
|  | Partnerships ............................ Cooperative associations............... | - | - | - | - | - | - | - | - |
|  | Cooperative associations.................... Other legal forms of organization . . . . . . . . | - | - | - | - | - | - | - | - |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix Cl

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& First-
quarter
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 \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 421 \& \begin{tabular}{l}
MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. \\
Wholesale trade, durable goodsCon.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 42143 \& Computer \& computer peripheral equipment \& software whsle-Con. \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 1713 \& 72042268 \& 7477349 \& 2172050 \& 103625 \& 13060865 \& 3902435 \& 3862572 \\
\hline \& Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization \& \begin{tabular}{r}
1695 \\
\hline 1 \\
17 \\
17
\end{tabular} \& 71761010 \& \(\begin{array}{r}7460570 \\ \hline \\ \hline\end{array}\) \& 2 2167178 \& \(\begin{array}{r}103459 \\ \hline \\ \hline \\ \hline\end{array}\) \& 13036200 \& \(\begin{array}{r}3899619 \\ \hline \\ \hline\end{array}\) \& 3859669 \\
\hline 421430 \& Computer \& computer peripheral equipment \& software whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 1713 \& 72042268 \& 7477349 \& 2172050 \& 103625 \& 13060865 \& 3902435 \& 3862572 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& \begin{tabular}{r}
1695 \\
\hline \\
\\
1 \\
17
\end{tabular} \& \begin{tabular}{r}
71761010 \\
\hline \\
D \\
D
\end{tabular} \& \(\begin{array}{r}7460570 \\ \hline \\ \hline\end{array}\) \& \[
\begin{array}{rr}
2167178 \\
\& - \\
\& \text { D } \\
\&
\end{array}
\] \& 103459 \& 13036200 \& \(\begin{array}{r}3899619 \\ \hline \\ \hline\end{array}\) \& 3859669 \\
\hline 4214301 \& Computer \& peripheral equipment whsle All establishments \& 1665 \& 71175956 \& 7409460 \& 2155591 \& 102720 \& 12854617 \& 3794994 \& 3751171 \\
\hline \& Corporations Individual proprietorships . . . . . . . . . . . . . . . . . . . . Partnerships Cooperative associations. Other legal forms of organization \& \begin{tabular}{rr|r|}
1647 \\
\hline 1 \\
17 \\
17
\end{tabular} \& \begin{tabular}{r}
70894698 \\
\hline-1 \\
D \\
D
\end{tabular} \& \(\begin{array}{r}7392681 \\ \hline \\ \hline\end{array}\) \& \begin{tabular}{r}
2150719 \\
\hline D \\
D
\end{tabular} \& 102554 \& 12829952 \& \[
\begin{array}{r}
3792178 \\
\frac{\mathrm{D}}{\mathrm{D}} \\
\mathrm{D}
\end{array}
\] \& 3748268 \\
\hline 42143011 \& Computers \& peripheral equipment for resale \& \& \& \& \& \& \& \& \\
\hline \& All establishments ............... \& 476 \& 27387050 \& 957611 \& 227003 \& 12803 \& 2017860 \& 2686568 \& 2753077 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 475
-1
- \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& - \\
\& -
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& - \\
\& -
\end{aligned}
\] \& \begin{tabular}{l} 
D \\
\hline D \\
- \\
-
\end{tabular} \& \begin{tabular}{l} 
j \\
\hline b \\
- \\
-
\end{tabular} \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& - \\
\& -
\end{aligned}
\] \& \begin{tabular}{l} 
D \\
\hline D \\
-
\end{tabular} \& \(\frac{\mathrm{D}}{\text { D }}\) \\
\hline 42143012 \& Computers \& peripheral equipment for end use \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 1189 \& 43788906 \& 6451849 \& 1928588 \& 89917 \& 10836757 \& 1108426 \& 998094 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \\
Partnerships. \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& \(\begin{array}{rr}1172 \\ - \\ \\ \\ \& 17\end{array}\) \& \[
\begin{aligned}
\& \mathrm{D} \\
\& - \\
\& \overline{\mathrm{D}}
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& - \\
\& \overline{\mathrm{D}}
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& - \\
\& \overline{\mathrm{D}}
\end{aligned}
\] \& \begin{tabular}{l} 
I \\
\hline \\
\hline \\
\hline \\
\hline
\end{tabular} \& \begin{tabular}{l} 
D \\
\hline- \\
\hline-1
\end{tabular} \& \begin{tabular}{l} 
D \\
\hline- \\
\hline-
\end{tabular} \& \begin{tabular}{l} 
D \\
- \\
\hline-
\end{tabular} \\
\hline 4214302 \& \begin{tabular}{l}
Computer software (packaged) whsle \\
All establishments
\end{tabular} \& 48 \& 866312 \& 67889 \& 16459 \& 905 \& 206248 \& 107441 \& 111401 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization
\end{tabular} \& 48
-
-
- \& \[
\begin{array}{rr}
866312 \\
- \\
- \\
- \\
-
\end{array}
\] \& \[
\begin{array}{r}
67889 \\
- \\
- \\
-
\end{array}
\] \& 16459
-
- \& 905
-
-
-
- \& \begin{tabular}{r}
206248 \\
\hline \\
- \\
-
\end{tabular} \& \begin{tabular}{r}
107441 \\
\hline \\
- \\
-
\end{tabular} \& 111401
-
- \\
\hline 42144 \& Other commercial equipment whsle All establishments \& 128 \& 1012149 \& 99000 \& 23292 \& 2664 \& 204053 \& 50710 \& 45143 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& 128
-
-
-
- \& \[
\begin{array}{rr}
1012149 \\
- \\
\& - \\
\& -
\end{array}
\] \& \[
\begin{array}{r}
99000 \\
- \\
- \\
-
\end{array}
\] \& \[
\begin{array}{r}
23 \begin{array}{r}
292 \\
- \\
\\
\\
\\
-
\end{array}, ~
\end{array}
\] \& 2664
-
-
- \& \[
\begin{array}{r}
204053 \\
- \\
- \\
-
\end{array}
\] \& 50710
-
\(=\)
- \& 45143
- \\
\hline 421440 \& Other commercial equipment whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments ................ \& 128 \& 1012149 \& 99000 \& 23292 \& 2664 \& 204053 \& 50710 \& 45143 \\
\hline \& Corporations
\(\qquad\) Partnerships Cooperative associations. Other legal forms of organization . . . . . . . . . . . . \& 128
-
-
-
- \& \[
\begin{array}{rr}
1012149 \\
\& - \\
\& - \\
\& -
\end{array}
\] \& \[
\begin{array}{r}
99000 \\
- \\
- \\
-
\end{array}
\] \& \[
\begin{array}{r}
23 \begin{array}{r}
292 \\
- \\
- \\
-
\end{array}, ~
\end{array}
\] \& 2664
-
-
- \& \[
\begin{array}{r}
204053 \\
- \\
- \\
-
\end{array}
\] \& 50710
\(=\)
\(=\)
- \& 45143
- \\
\hline 4214401 \& Restaurant \& hotel equipment \& supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments ................ \& 38 \& 420448 \& 35843 \& 8121 \& 759 \& 75705 \& 31401 \& 28108 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \\
Partnerships \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& \(\begin{array}{r}38 \\ - \\ - \\ - \\ \hline\end{array}\) \& \[
\begin{array}{rl}
420 \& 448 \\
\& - \\
\& - \\
- \\
-
\end{array}
\] \& \[
\begin{array}{r}
35843 \\
- \\
- \\
-
\end{array}
\] \& \[
\begin{array}{r}
8121 \\
\\
\\
\\
\\
- \\
-
\end{array}
\] \& 759
-
-
-
- \& \[
\begin{array}{r}
75 \begin{array}{r}
705 \\
- \\
- \\
-
\end{array}, ~
\end{array}
\] \& \(\begin{array}{r}31401 \\ \\ \hline \\ \\ \hline\end{array}\) \& 28108

- <br>
\hline 4214402 \& Store machines \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline
\end{tabular}

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. <br> Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4214402 | Store machines \& equipment whsleCon. |  |  |  |  |  |  |  |  |
|  | All establishments | 90 | 591701 | 63157 | 15171 | 1905 | 128348 | 19309 | 17035 |
|  | Corporations | 90 | 591701 | 63157 | 15171 | 1905 | 128348 | 19309 | 17035 |
|  | Individual proprietorships... | - |  |  | - | - | - | - | - |
|  | Partnerships ................. Cooperative associations..... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization.............. | - |  | - | - | - | - | - | - |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Corporations | 450 | 18465942 | 1466894 | 368694 | 22461 | 3364371 | 1447646 | 1734996 |
|  | Individual proprietorships .................... Partnerships......................... | $\overline{1}$ |  | $\overline{\mathrm{D}}$ | - | $\bar{c}$ | $\overline{\text { D }}$ | - | $\overline{\text { D }}$ |
|  | Cooperative associations........................ | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization............. | 8 | D | D | D | e | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 459 | 18700334 | 1505615 | 378593 | 22976 | 3433670 | 1447646 | 1734996 |
|  | Corporations ... | 450 | 18465942 | 1466894 | 368694 | 22461 | 3364371 | 1447646 | 1734996 |
|  | Individual proprietorships................... | 1 |  |  |  |  |  |  |  |
|  | Partnerships ............................ Cooperative associations................ | $\stackrel{1}{-}$ | D | D | D | c | D | D | D |
|  | Other legal forms of organization ............... | 8 | D | D | D | e | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 439 | 18453838 | 1458202 | 367384 | 21912 | 3328511 | 1400212 | 1690071 |
|  | Corporations ............................. | 430 | 18219446 | 1419481 | 357485 | 21397 | 3259212 | 1400212 | 1690071 |
|  | Individual proprietorships Partnerships | $\overline{1}$ | - | - | - | - | - | - | D |
|  | Cooperative associations. Other legal forms of organization | $\bigcirc$ | $\overline{\text { D }}$ | $\overline{\text { D }}$ | D | - | D | $\overline{\text { D }}$ | $\overline{\text { D }}$ |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 20 | 246496 | 47413 | 11209 | 1064 | 105159 | 47434 | 44925 |
|  | Corporations ............................. | 20 | 246496 | 47413 | 11209 | 1064 | 105159 | 47434 | 44925 |
|  | Individual proprietorships ................... | - | - | - | - | - | - | - | - |
|  | Cooperative associations | - | - | - | - | - | - | - | - |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Corporations ............................. | 65 | D | D | D | g | D | D | D |
|  | Individual proprietorships .................................................... | $\overline{1}$ | $\overline{\mathrm{D}}$ | D | - | - | D | D | D |
|  | Cooperative associations...................... | - | D | D | - | - | D |  |  |
|  |  |  |  |  |  |  |  |  |  |
| 421460 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 66 | 886679 | 69912 | 18378 | 1819 | 144230 | 42902 | 37555 |
|  | Corporations ............................. | 65 | D | D | D | g | D | D | D |
|  | Individual proprietorships ................... | $\overline{1}$ | - | - | - | - | - | - | D |
|  | Partnerships ............................... Cooperative associations........... | 1 |  | - | D | a | D | D | D |
|  | Other legal forms of organization............... | - |  | - | - | - | - | - | - |
| 42149 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Corporations ............................. | 94 |  |  | D |  | D | D |  |
|  | Individual proprietorships..................... | 1 |  | D | D | b | D | D | D |
|  | Partnerships ........................... | 1 |  | D | D | b | D | D | D |
|  | Cooperative associations Other legal forms of organization . . . . . . . . . . . . . . | - |  | - | - | - | - | - |  |
| 421490 | Other professional equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 96 | 1487199 | 114207 | 29963 | 2233 | 337833 | 68156 | 74579 |
|  | Corporations ............................. | 94 | D | D | D |  | D | D |  |
|  | Individual proprietorships.................. | 1 1 | D | D | D | b | D | D | D |
|  | Partnerships ............................ | 1 | D | D | D | b | D | D | D |
|  | Cooperative associations.................... |  |  | - | - | - | - | - | - |

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{array}{r}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{array}
\] \& 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 \((\$ 1,000)\) \& End-of-1997 inventories \((\$ 1,000)\) \\
\hline 421 \& \begin{tabular}{l}
MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. \\
Wholesale trade, durable goodsCon.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 4214901 \& Religious \& school supplies whsle All establishments . \& 9 \& 211078 \& 5843 \& 1584 \& 254 \& 42117 \& 5184 \& 5377 \\
\hline \& Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization \& \begin{tabular}{l}
8 \\
1 \\
- \\
- \\
\hline
\end{tabular} \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& - \\
\& - \\
\& -
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& - \\
\& - \\
\& -
\end{aligned}
\] \& D
D
-
-
- \& c
b
-
-
- \& D
D
-
-
- \& D
D
-
-
- \& D \\
\hline 4214902 \& Other professional equipment \& supplies whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments . \& 87 \& 1276121 \& 108364 \& 28379 \& 1979 \& 295716 \& 62972 \& 69202 \\
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& \begin{tabular}{r}
86 \\
\hline 1 \\
-
\end{tabular} \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& - \\
\& -
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& -\mathrm{D} \\
\& - \\
\& -
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& -\mathrm{D} \\
\& - \\
\& -
\end{aligned}
\] \& \begin{tabular}{l} 
g \\
\hline b \\
- \\
-
\end{tabular} \& \[
\begin{aligned}
\& D \\
\& -D \\
\& - \\
\& -
\end{aligned}
\] \& \begin{tabular}{l} 
D \\
\hline-1 \\
- \\
-
\end{tabular} \& \(\frac{\mathrm{D}}{\mathrm{D}}\) \\
\hline 4215 \& Metal \& mineral (except petroleum) whsle \& \& \& \& \& \& \& \& \\
\hline \& All establishments ................ \& 1045 \& 45511177 \& 1053480 \& 254172 \& 22869 \& 2209867 \& 2485392 \& 2573871 \\
\hline \& Corporations Individual proprietorships. ....... Partnerships. Cooperative associations. Other legal forms of organization \& 1 038 \& \[
\begin{array}{rr}
45460 \& 108 \\
- \\
\frac{D}{D} \\
- \\
\hline
\end{array}
\] \& \[
\begin{array}{r}
1052267 \\
-\bar{D} \\
- \\
\\
\hline \mathrm{D}
\end{array}
\] \& \[
\begin{array}{r}
253743 \\
- \\
\mathrm{D} \\
\bar{D}
\end{array}
\] \& 22832
-
a
b \& \[
\begin{array}{r}
2207355 \\
- \\
\\
\\
\hline
\end{array}
\] \& \[
\begin{array}{r}
2484963 \\
\frac{-}{D} \\
\frac{D}{D}
\end{array}
\] \& 2573869 \\
\hline 42151 \& \begin{tabular}{l}
Metal service centers \& offices \\
All establishments \(\qquad\)
\end{tabular} \& 1004 \& 40775671 \& 1013345 \& 245477 \& 22181 \& 2113821 \& 2305880 \& 2400276 \\
\hline \& Corporations Individual proprietorships.............................. Partnerships Cooperative associations. Other legal forms of organization \& \(\begin{array}{r}997 \\ \hline \\ \hline \\ \hline\end{array}\) \& \[
\begin{array}{r}
40724602 \\
- \\
\frac{D}{D} \\
\text { D }
\end{array}
\] \& \[
\begin{array}{rr}
1012132 \\
\& - \\
\& - \\
\& \text { D }
\end{array}
\] \& \[
\begin{array}{r}
245048 \\
- \\
\bar{D} \\
\bar{D}
\end{array}
\] \& 22144 \& \[
\begin{array}{r}
2111309 \\
\\
\\
\\
\\
\\
\hline
\end{array}
\] \& \[
\begin{array}{r}
2305451 \\
\\
\\
\\
\\
\hline \text { D }
\end{array}
\] \& 2400274 \\
\hline 421510 \& \begin{tabular}{l}
Metal service centers \& offices \\
All establishments
\end{tabular} \& 1004 \& \& \& \& \& \& \& \\
\hline \& Corporations Individual proprietorships. Partnerships. Cooperative associations. Other legal forms of organization \& \begin{tabular}{r}
997 \\
-4 \\
\hline \\
3
\end{tabular} \& \[
\begin{array}{r}
40724602 \\
- \\
\frac{D}{D} \\
\text { D }
\end{array}
\] \& \[
\begin{array}{rr}
1012132 \\
\& - \\
\& - \\
\& -
\end{array}
\] \& \[
\begin{array}{r}
245048 \\
\bar{D} \\
- \\
D
\end{array}
\] \& 22144 \& \[
\begin{array}{r}
2111309 \\
\\
\\
\\
\\
\\
\hline \text { D }
\end{array}
\] \& \(\begin{array}{r}2305451 \\ \hline \\ \\ \\ \\ \hline\end{array}\) \& \begin{tabular}{r}
2400274 \\
\hline \\
\\
\\
D
\end{tabular} \\
\hline 4215101 \& Ferrous metal service centers \& sales offices \& \& \& \& \& \& \& \& \\
\hline \& All establishments \& 785 \& 30866626 \& 674331 \& 153261 \& 15365 \& 1406341 \& 1487008 \& 1555328 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization
\end{tabular} \& \(\begin{array}{r}779 \\ -4 \\ \hline 2\end{array}\) \& \[
\begin{aligned}
\& \mathrm{D} \\
\& -\mathrm{D} \\
\& \overline{\mathrm{D}}
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \frac{\mathrm{D}}{\mathrm{D}}
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \overline{\mathrm{D}} \\
\& -
\end{aligned}
\] \& j
\(\frac{\mathrm{a}}{\text { a }}\)
a \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \overline{\mathrm{D}} \\
\& \hline \mathrm{D}
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \overline{\mathrm{D}} \\
\& \overline{\mathrm{D}}
\end{aligned}
\] \& \(\frac{\mathrm{D}}{-}\) \\
\hline 42151011 \& \begin{tabular}{l}
Ferrous metal service centers \\
All establishments
\end{tabular} \& 517 \& 8999281 \& 556503 \& 122134 \& 13236 \& 1169111 \& 1487008 \& 1555328 \\
\hline \& \begin{tabular}{l}
Corporations \\
Individual proprietorships \\
Partnerships \\
Cooperative associations. \\
Other legal forms of organization
\end{tabular} \& \begin{tabular}{r}
515 \\
- \\
\hline \\
- \\
-
\end{tabular} \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& -
\end{aligned}
\] \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& - \\
\& -
\end{aligned}
\] \& D
-D
-
- \& j
a
-
- \& \[
\begin{aligned}
\& \mathrm{D} \\
\& \mathrm{D} \\
\& - \\
\& -
\end{aligned}
\] \& \begin{tabular}{l} 
D \\
\hline \\
\hline- \\
- \\
\hline
\end{tabular} \& \(\frac{\mathrm{D}}{\mathrm{D}}\) \\
\hline 42151012 \& Ferrous metal sales offices \& \& \& \& \& \& \& \& \\
\hline \& All establishments .............. \& 268 \& 21867345 \& 117828 \& 31127 \& 2129 \& 237230 \& - \& - \\
\hline \& \begin{tabular}{l}
Corporations \(\qquad\) \\
Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization
\end{tabular} \& 264 \& \[
\begin{array}{r}
21819900 \\
- \\
\frac{D}{D}
\end{array}
\] \& \[
\begin{array}{r}
117236 \\
-\bar{D} \\
-\bar{D}
\end{array}
\] \& \[
\begin{array}{r}
3092 \\
\hline \mathrm{D} \\
\hline \mathrm{D}
\end{array}
\] \& 2122

$a$ \& \[
$$
\begin{array}{r}
236076 \\
\bar{D} \\
\bar{D}
\end{array}
$$

\] \& | - |
| :--- |
| - |
| - | \& | - |
| :--- |
| - |
| - | <br>

\hline 4215102 \& Nonferrous metal service centers \& sales offices \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 219 \& 9909045 \& 339014 \& 92216 \& 6816 \& 707480 \& 818872 \& 844948 <br>

\hline \& Corporations Individual proprietorships.......................... Partnerships Cooperative associations. Other legal forms of organization \& $\begin{array}{r}218 \\ - \\ - \\ \hline 1\end{array}$ \& \[
$$
\begin{aligned}
& \mathrm{D} \\
& - \\
& \overline{\mathrm{D}}
\end{aligned}
$$

\] \& \[

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

\] \& \[

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

\] \& \[

$$
\begin{aligned}
& \text { i } \\
& - \\
& \bar{b}
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& \mathrm{D} \\
& - \\
& \hline- \\
& \bar{D}
\end{aligned}
$$

\] \& \[

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

\] \& | D |
| :--- |
| - |
| - | <br>

\hline 42151021 \& Nonferrous metal service centers \& \& \& \& \& \& \& \& <br>
\hline
\end{tabular}

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


See footnotes at end of table

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


[^378]Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. <br> Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............. | 281 | 11913590 | 447715 | 117664 | 8930 | 850564 | 1965177 | 2048105 |
|  | Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . | $\begin{array}{r}274 \\ \hline 2 \\ \hline\end{array}$ | 11878701 - D D | 444973 | 117000 | 8856 | 844823 | 1955526 | 2037741 |
| 42182 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 132 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Corporations ....... | 131 | D | D | D | h | D | D | D |
|  | Individual proprietorships .................... Partnerships .......................... | $\overline{1}$ | $\overline{\mathrm{D}}$ | $\overline{\text { D }}$ | $\overline{\text { D }}$ | a | D | D | D |
|  | Cooperative associations Other legal forms of organization | - | - | - | - | - | - | - | - |
| 421820 | Farm \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 132 | 7823700 | 181944 | 42452 | 4175 | 425286 | 499592 | 496571 |
|  | Corporations .. | 131 | D | D | D | h | D | D | D |
|  | Individual proprietorships.................. | - | - | - | - | - | - | - | - |
|  | Partnerships .......................... | 1 | - | - | - | a | D | D | D |
|  | Other legal forms of organization............. | - | - | - | - | - | - | - | - |
| 4218201 | Farm machinery \& equipment-farm dealers |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 42 | D | D | D | f | D | D | D |
|  | Corporations ............................. | 41 | D | D | D | f | D | D | D |
|  | Individual proprietorships......................... Partnerships | $\overline{1}$ | $\overline{\mathrm{D}}$ | $\overline{\text { D }}$ | $\overline{\text { D }}$ | - | $\overline{\text { D }}$ | $\overline{\text { D }}$ | $\overline{\text { D }}$ |
|  | Cooperative associations. Other legal forms of organization | - | - | - | - | - | - | - | - |
| 4218202 | Farm machinery \& equipment-whsle distributors |  |  |  |  |  |  |  |  |
|  | All establishments | 70 | D | D | D | h | D | D | D |
|  | Corporations ............................. | 70 | D | D | D | h | D | D | D |
|  | Individual proprietorships...... | - | - | - | - | - | - | - |  |
|  | Partnerships ................................. | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization............. | - | - | - | - | - | - | - | - |
| 4218203 | Lawn \& garden machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 20 | 1036338 | 39387 | 8747 | 754 | 149865 | 108770 | 112891 |
|  | Corporations ............................. | 20 | 1036338 | 39387 | 8747 | 754 | 149865 | 108770 | 112891 |
|  |  | - | - | - | - | - | - | - | - |
|  | Cooperative associations........................ | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization............. | - | - | - | - | - | - | - | - |
| 42183 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 2332 | 25170814 | 1793155 | 423140 | 38160 | 3307795 | 1546022 | 1621644 |
|  | Corporations ............................. | 2195 | D | D | D | k | D | D | D |
|  | Individual proprietorships |  |  | $\overline{\text { D }}$ | - | - | $\overline{\mathrm{D}}$ | $\overline{\mathrm{D}}$ |  |
|  | Partnerships Cooperative associations | 136 | $\stackrel{\text { D }}{-}$ | ${ }_{\text {D }}$ | ${ }^{\text {D }}$ | f | D | D | D |
|  | Other legal forms of organization.............. | 1 | D | D | D | a | D | D | D |
| 421830 | Industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 2332 | 25170814 | 1793155 | 423140 | 38160 | 3307795 | 1546022 | 1621644 |
|  | Corporations ............................. | 2195 | D | D | D | k | D | D | D |
|  | Individual proprietorships................... | 136 | - | - | - | - | - | - | $\bar{\square}$ |
|  | Partnerships ............................... Cooperative associations........... | 136 | D | D | - | - | - | D | D |
|  | Other legal forms of organization............ | 1 | D | D | D | a | D | D | D |
| 4218301 | Food-processing machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 33 | 337285 | 31261 | 7266 | 771 | 52689 | 28248 | 34065 |
|  | Corporations .............................. | 33 | 337285 | 31261 | 7266 | 771 | 52689 | 28248 | 34065 |
|  | Individual proprietorships..................................................... | - | - | - | - | - | - | - | - |
|  | Cooperative associations...................... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization............. |  |  | - |  | - | - | - | - |

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. <br> Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1097 | 23846292 | 643575 | 160535 | 14411 | 1193017 | 644254 | 632329 |
|  | Corporations $\qquad$ Individual proprietorships $\qquad$ | 1093 | 23782284 | 641380 | 159984 | 14322 | 1189480 | 639172 | 626959 |
|  | Partnerships................................ | 4 | 64008 | 2195 | 551 | 89 | 3537 | 5082 | 5370 |
|  | Cooperative associations Other legal forms of organization | - | - | - | - | $-$ | - | - |  |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 301 | 5311517 | 165934 | 38789 | 3993 | 336861 | 216268 | 209539 |
|  | Corporations ... | 300 | D | D | D | h | D | D | D |
|  | Individual proprietorships. | - | - | - | - | - | - | - | - |
|  | Partnerships ............ | 1 | D | D | D | a | D | D | D |
|  | Other legal forms of organization.............. | - | - | - | - | - | - | - | - |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  | Corporations .. | 241 | 451429 | 55031 | 12847 | 1663 | 112763 | 41513 | 41544 |
|  |  | - | - | - | - | - | - | - | - |
|  | Cooperative associations. Other legal forms of organization | - | - | - | - | - | - | - | - |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  | Corporations ............................ | 57 | 4145874 | 26872 | 7133 | 618 | 56518 | 9278 | 9963 |
|  | Individual proprietorships. Partnerships | - | - | - | - | - | - | - | - |
|  | Pooperative associations................... | - | - | - | - | - | - | - | - |
| 4218405 | Industrial valves \& fittings (except fluidpower) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 98 | 654866 | 67124 | 17160 | 1422 | 111682 | 53102 | 53498 |
|  | Corporations .............................. | 98 | 654866 | 67124 | 17160 | 1422 | 111682 | 53102 | 53498 |
|  |  | - | - | - | - | - | - | - | - |
|  | Cooperative associations. Other legal forms of organization | - | - | - | - | - | - | - | - |
| 4218406 | Other industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 400 | 13282606 | 328614 | 84606 | 6715 | 575193 | 324093 | 317785 |
|  | Corporations ............................. | 397 | D | D | D | i | D | D | D |
|  | Individual proprietorships ................... | $\overline{3}$ | - | - | - | - | - | - | D |
|  | Cooperative associations | $-$ | - | - | - | - | - | - | - |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 182 | 3466042 | 98546 | 23118 | 2107 | 189409 | 89856 | 87142 |
|  | Corporations ............................. | 181 | D | D | D | g | D | D | D |
|  | Individual proprietorships ................... | - | - | - | - | - | - | - | - |
|  | Parnerships ............................... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization.............. | 1 | D | D | D | a | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 182 | 3466042 | 98546 | 23118 | 2107 | 189409 | 89856 | 87142 |
|  | Corporations ............................. | 181 | D | D | D | g | D | D | D |
|  | Individual proprietorships..................... | - | - | - | - | - | - | - | - |
|  | Partnerships .......................... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization .................. | $\overline{1}$ | $\overline{\mathrm{D}}$ | $\overline{\text { D }}$ | - | $\overline{\mathrm{a}}$ | $\overline{\mathrm{D}}$ | $\overline{\text { D }}$ | $\overline{\text { D }}$ |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 3 | D | D | D | c | D | D | D |
|  | Corporations ............................. | 3 | D | D | D | c | D | D | D |
|  | Individual proprietorships......................... | - | - | - | - | - | - | - | - |
|  | Parnerships ......atio...................... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization.............. |  |  | - |  | - | - | - | - |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.


| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \\ \hline \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. <br> Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 12 | 39925 | 4969 | 1208 | 153 | 8231 | 3843 | 5230 |
|  | Corporations ............................. | 12 | 39925 | 4969 | 1208 | 153 | 8231 | 3843 | 5230 |
|  | Individual proprietorships...................... | - |  |  | - | - |  | $\bigcirc$ | 5 |
|  | Partnerships ............................. | - | - | - | - | - | - | - | - |
|  | Cooperative associations. Other legal forms of organization ................. | - | - | - | - | - | - | - | - |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 27 | D | D | D | f | D | D | D |
|  | Corporations | 27 | D | D | D | $f$ | D | D | D |
|  | Individual proprietorships................... | - | - | - | - | - | - | - |  |
|  |  | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization .............. | - | - | - | - | - | - | - | - |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 140 | D | D | D | g | D | D | D |
|  | Corporations . | 139 | D | D | D | g | D | D | D |
|  | Individual proprietorships ..................... Partnerships ........................ | - | - | - | - | - | - | - | - |
|  | Cooperative associations. Other legal forms of organization | $\overline{1}$ | $\overline{\text { D }}$ | $\overline{\text { D }}$ | - | - | $\overline{\text { - }}$ | $\overline{\text { D }}$ | $\overline{\text { D }}$ |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 96 | 3471363 | 216097 | 57985 | 4373 | 500481 | 680344 | 766505 |
|  | Corporations | 95 | D | D | D | h | D | D | D |
|  | Individual proprietorships.................. | - | - | - | - | - | - | - | - |
|  | Cooperative associations. | $\overline{-1}$ | - | $\overline{-}$ | - | - | - | - | $\overline{-}$ |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 96 | 3471363 | 216097 | 57985 | 4373 | 500481 | 680344 | 766505 |
|  | Corporations | 95 | D | D | D | h | D | D | D |
|  | Individual proprietorships...... | - | - | - | - | - | - | - |  |
|  | Partnerships ................................. Cooperative associations....... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization ............... | 1 | D | D | D | a | D | D | D |
| 4218601 | Aircraft \& aeronautical equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 62 | 2824449 | 183159 | 49328 | 3634 | 360828 | 617388 | 707682 |
|  | Corporations .............................. | 62 | 2824449 | 183159 | 49328 | 3634 | 360828 | 617388 | 707682 |
|  | Individual proprietorships................... | - | - | - | - | - | - | - | - |
|  | Partnerships ................................ Cooperative associations........... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization ............... |  | - | - | - | - | - | - | - |
| 4218602 | Marine machinery, equipment, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 27 | D | D | D | f | D | D | D |
|  | Corporations ............................. | 27 | D | D | D | f | D | D | D |
|  | Individual proprietorships...................... | - | - | - | - | - | - | - | - |
|  | Partnerships ........................... Cooperative associations............... | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization.............. | - | - | - | - | - | - | - | - |
| 4218603 | Other transportation equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 7 | D | D | D | c | D | D | D |
|  | Corporations ............................. | 6 | D | D | D | c | D | D | D |
|  | Individual proprietorships.................. | - | - | - | - | - | - | - | - |
|  | Parnerships ................................. | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization. |  |  |  |  |  |  | D | D |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. <br> Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4219 | Miscellaneous durable goods whsle <br> All establishments $\qquad$ <br> Corporations <br> Individual proprietorships $\qquad$ <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | $\begin{array}{r}\text { r263 } \\ \\ \text { '263 } \\ - \\ - \\ \hline \\ - \\ \hline\end{array}$ | D <br> D <br> - <br> - <br> - | D <br> D <br> - <br> - | D D - - - | i <br> - <br> - <br> - | D <br> D <br> - <br> - <br> - | D D - - - | D |
| 42191 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | '53 | '3 778496 | r171 399 | r41941 | '2746 | 406005 | 211454 | 205552 |
|  | Corporations Individual proprietorships. Partnerships Cooperative associations. Other legal forms of organization | $\begin{array}{r}53 \\ - \\ - \\ - \\ \hline\end{array}$ | 3778496 | 171399 - - - - | 41941 | 2746 - - - - | 406005 - - - | 211454 - - - | 205552 - - |
| 421910 | Sporting \& recreational goods \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | '53 | '3778496 | r171 399 | r41941 | '2746 | 406005 | 211454 | 205552 |
|  | Corporations <br> Individual proprietorships.......................... . . . <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization . . . . . . . . . . . . . . | 53 - - - | 3778496 | 171399 - - | 41941 | 2746 - - - - | 406005 - - - | 211454 - - - | 205552 - - |
| 42192 | Toy \& hobby goods \& supplies whsle All establishments $\qquad$ | 24 | D | D | D | g | D | D | D |
|  | Corporations <br> Individual proprietorships........... <br> Partnerships <br> Cooperativs ............. <br> Other legal forms of organization | 24 <br>  <br>  <br> - <br> - | D <br>  <br>  <br>  | D <br> - <br> - <br> - | D <br> - <br> - <br> - | g <br>  <br>  <br> - <br> - | D - - - - | D - - - | D - - - |
| 421920 | Toy \& hobby goods \& supplies whsle <br> All establishments $\qquad$ | 24 | D | D | D | g | D | D | D |
|  | Corporations ............................. | 24 | D | D | D | g | D | D | D |
|  | Individual proprietorships......................... | - | - | - | - | - | - | - | D |
|  | Partnerships Cooperative associations. | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization ............... | - | - | - | - | - | - | - | - |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments .............. | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Corporations . | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Individual proprietorships .................... Partnerships........................ | - | - | - | - | _ | - | - | - |
|  | Cooperative associations. | - | - | - | - | - | - | - | - |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle |  |  |  |  |  |  |  |  |
|  | All establishments .............. | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Corporations .............................. | 55 | 669717 | 51069 | 11808 | 912 | 102466 | 63719 | 61151 |
|  | Individual proprietorships....................... Partnerships....................... | - | - | - | - | - | - | - | - |
|  | Cooperative associations. Other legal forms of organization | - | - | - | - | - | - | - | - |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle |  |  |  |  |  |  |  |  |
|  | All establishments .............. | 46 | D | D | D | f | D | D | D |
|  | Corporations ............................ | 46 | D | D | D | f | D | D | D |
|  |  | - | - | - | - | - | - | - | - |
|  | Cooperative associations. Other legal forms of organization | - | - | - | - | - | - | - | - |
| 4219402 | Precious metal (excluding ores) whsle |  |  |  |  |  |  |  |  |
|  | All establishments .............. | 9 | D | D | D | b | D | D | D |
|  | Corporations $\qquad$ | 9 | D | D | D | $\stackrel{\text { b }}{ }$ | D | D | D |
|  |  | - | - | - | - | - | - | - | - |
|  | Cooperative associations. Other legal forms of organization | - | - | - | - | - | - | - | - |

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Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payroll $(\$ 1,000)$ | Paid employees for pay period including March 12 (number) | Operating expenses ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. <br> Wholesale trade, nondurable goodsCon. | $\begin{array}{r} 12077 \\ 11934 \\ 7 \\ 716 \\ 16 \\ 4 \end{array}$ | $\begin{array}{r} 551309153 \\ 545718622 \\ \\ \\ \\ 840 \\ \text { D } \\ \text { D } \\ \hline 05 \end{array}$ | $\begin{array}{r} 19154155 \\ 19011621 \\ \\ \\ \\ \\ \\ \\ \\ \\ 22 \\ \text { D } \\ \text { D } \end{array}$ | $\begin{array}{r} 4795651 \\ 4757234 \\ \text { D } \\ \text { D } \\ 8339 \\ 8 \end{array}$ | $\begin{aligned} & 442761 \\ & 438518 \\ & \mathrm{~b} \\ & \mathrm{~h} \\ & \mathrm{e} \\ & 425 \end{aligned}$ |  | $\begin{array}{lll} 13 & 194 & 314 \\ 13 & 023 & 506 \\ & \text { D } \\ & \text { D } \\ & 2 & 719 \\ & 2 \end{array}$ | $\begin{array}{r} 13674060 \\ 13494919 \\ \text { D } \\ \text { D } \\ \text { D } \\ 2803 \end{array}$ |
|  | All establishments |  |  |  |  |  |  |  |  |
|  | Corporations <br> Individual proprietorships <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization |  |  |  |  |  |  |  |  |
| 4221 | Paper \& paper product whsle | 1596 | 42967916 | $1646092$ | 410886 | 50760 | 3279924 | 633637 | 667898 |
|  | All establishments .. |  |  |  |  |  |  |  |  |
|  | Corporations <br> Individual proprietorships $\qquad$ <br> Partnerships <br> Cooperative associations. <br> Other legal forms of organization | 1596 - - - - | 42967916 - - - - | 1646092 <br>  <br>  <br> - | 410886 - - - | 50760 <br>  <br>  <br> - |  | $\begin{array}{r}633637 \\ \hline \\ \hline\end{array}$ | 667898 - - |
| 42211 | Printing \& writing paper whsle <br> All establishments | 294 | 16541542 | 310695 | $77028$ | 5935 | 645393 | 203981 | $197089$ |
|  |  |  |  |  |  |  |  |  |  |
|  | Corporations <br> Individual proprietorships Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | 294 - $=$ - | 16541542 | $\begin{aligned} 310695 \\ - \\ - \\ - \\ - \end{aligned}$ | $\begin{array}{rr} 77028 \\ & - \\ & - \\ & - \end{array}$ | $\begin{array}{rr} 5935 \\ - \\ & - \\ & - \\ - \end{array}$ | 645393 - - - | 203981 - - - | 197089 - - |
| 422110 | Printing \& writing paper whsle <br> All establishments $\qquad$ | 294 | 16541542 | - |  |  |  |  | 197089 |
|  |  |  |  | 310695 310695 | 77028 |  | $\begin{aligned} & 645393 \\ & 645393 \end{aligned}$ | 203981 |  |
|  | Corporations <br> Individual proprietorships $\qquad$ <br> Partnerships <br> Cooperative associations. $\qquad$ <br> Other legal forms of organization | $\begin{array}{r}294 \\ - \\ \hline \\ - \\ \hline\end{array}$ | 16541542 <br> - <br>  <br>  <br>  | 310695 - - - - | 77028 <br>  <br>  <br> - <br> - | 5935 - - - - | 645393 <br>  <br>  <br> - | 203981 - - - | 197089 - - |
| 42212 | Stationery \& office supplies whsleAll establishments $\ldots \ldots . .$. | 1051 | $11496650$ |  |  |  |  |  | $249391$ |
|  |  |  |  |  | $226621$ | $36505$ | $1707716$ | $251732$ |  |
|  | Corporations <br> Individual proprietorships $\qquad$ Partnerships $\qquad$ Cooperative associations. $\qquad$ Other legal forms of organization | $1051$ | $\begin{aligned} & - \\ & - \\ & - \\ & - \end{aligned}$ | 910139  <br> -  <br>  - <br> -  | $\begin{array}{rl} 226 & 621 \\ - \\ - \\ - \end{array}$ | $\begin{array}{r} 36505 \\ - \\ - \\ - \end{array}$ | $\begin{array}{r} 1707716 \\ - \\ - \\ - \\ - \end{array}$ | $\begin{aligned} 251732 \\ - \\ - \\ - \end{aligned}$ |  |
| 422120 | Stationery \& office supplies whsle <br> All establishments <br> Corporations <br> Individual proprietorships $\qquad$ <br> Partnerships <br> Cooperative associations. $\qquad$ <br> Other legal forms of organization $\qquad$ |  |  | 910139 | $226621$ | 36505 | 1707716 | $251732$ | 249391 |
|  |  |  | 11496650 |  |  |  |  |  |  |
|  |  | $\begin{array}{r}1051 \\ - \\ - \\ \hline\end{array}$ | $\begin{array}{r} 11496650 \\ - \\ - \\ - \\ - \end{array}$ | $\begin{array}{rr\|r\|} \left.910 \begin{aligned} & 139 \\ &- \\ &- \\ &- \end{aligned} \right\rvert\, \end{array}$ | $\begin{array}{rl} 226 & 621 \\ - \\ - \\ - \\ - \end{array}$ | $\begin{array}{r} 36505 \\ - \\ - \\ - \end{array}$ | $\begin{array}{r} 1707716 \\ - \\ - \\ - \\ - \end{array}$ | $\begin{aligned} 251732 \\ - \\ - \\ - \end{aligned}$ | $\begin{array}{rr} 249391 \\ - \\ - \\ - \end{array}$ |
| 42213 | Industrial \& personal service paper whsle <br> All establishments $\qquad$ <br> Corporations $\qquad$ <br> Individual proprietorships <br> Partnerships. $\qquad$ <br> Cooperative associations. $\qquad$ <br> Other legal forms of organization |  |  |  |  |  |  |  |  |
|  |  | 251 | 14929724 | 425258 | 107237 | 8320 | 926815 | 177924 | 221418 |
|  |  | 251 $=$ $=$ - | $\begin{array}{r} 14929 \begin{aligned} 724 \\ - \\ = \\ - \end{aligned} \end{array}$ | 425258 - - - | $\begin{array}{r\|r\|} 107 & 237 \\ - \\ & - \\ - \end{array}$ | $\begin{array}{r} 8320 \\ - \\ - \\ - \\ - \end{array}$ | 926815 - - - - | 177924 - - - | $221418$ |
| 422130 | Industrial \& personal service paper whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 251 | 14929724 | 425258 | 107237 | 8320 | 926815 | 177924 | 221418 |
|  | Corporations <br> Individual propiet....... Partnerships Cooperative associations Other legal forms of organization. | $\begin{aligned} & - \\ & - \\ & - \\ & - \end{aligned}$ | $\begin{array}{r} 14929724 \\ - \\ - \\ - \end{array}$ | 425258 <br>  <br> - <br> - | 107237 |  |  |  | 221418 |
| 4222 | Drugs, \& druggists' sundries whsle <br> All establishments | 358358--- |  |  |  |  |  |  |  |
|  |  |  | $\begin{array}{ll} 90 & 317 \\ 90 & 145 \\ 90 & 317 \\ & 145 \\ & \\ & \\ & = \\ & = \\ & \end{array}$ | $\left.\begin{array}{r\|} 3 \\ 3827803 \\ 3827803 \\ - \\ - \\ - \end{array} \right\rvert\,$ | $\left.\begin{array}{rr} 948 & 944 \\ 948 & 944 \\ & - \\ & - \\ - \end{array} \right\rvert\,$ |  | $\begin{array}{ll} 8666126 \\ 8666126 \\ & - \\ & - \\ & - \\ & - \end{array}$ | $\begin{array}{rl} 2517 & 364 \\ 2517364 \\ & - \\ & - \\ & - \end{array}$ | $\begin{aligned} & 2756060 \\ & 2756060 \end{aligned}$ |
|  | Corporations Individual proprietorships................................. Partnerships Cooperative associations. Other legal forms of organization |  |  |  |  |  |  |  |  |

Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


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Table 7. Legal Form of Organization: 1997-Con.



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| NAICS code | Legal form of organization by 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 ${ }^{1}$ $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MANUFACTURERS' SALES BRANCHES AND SALES OFFICESCon. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4229501 | Paint, varnish, \& supplies whsle All establishments | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Corporations | 356 | 2987359 | 184049 | 44333 | 4488 | 556713 | 209252 | 217397 |
|  | Individual proprietorships | - |  |  |  |  |  |  |  |
|  | Partnerships... | - | - | - | - | - | - | - | - |
|  | Cooperative associations. Other legal forms of organization | - | - | - | - | - | - | - | - |
| 42299 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 114 | D | D | D | h | D | D | D |
|  | Corporations | 111 | D | D | D | h | D | D | D |
|  | Individual proprietorships. | - | - | - | - | - | - |  | - |
|  | Partnerships.. | 3 | D | D | D | a | D | D | D |
|  | Other legal forms of organization.............. | - | - | - | - | - | - | - | - |
| 422990 | Other miscellaneous nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 114 | D | D | D | h | D | D | D |
|  | Corporations | 111 | D | D | D | h | D | D | D |
|  | Individual proprietorships. Partnerships............ | $\overline{3}$ | D | $\overline{\text { D }}$ | $\overline{\text { D }}$ | - | $\overline{\text { D }}$ | D | D |
|  | Cooperative associations. | - | - | - | - | - | - | - |  |
|  | Other legal forms of organization.... | - | - | - | - | - | - | - | - |
| 4229901 | Art goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Corporations | 16 | 652548 | 27576 | 6680 | 918 | 68401 | 31984 | 34468 |
|  | Individual proprietorships. | - | - | - | - | - | - | - |  |
|  | Partnerships................................... | - | - | - | - | - | - | , | - |
|  | Other legal forms of organization . . . . . | - | - | - | - | - | - | - |  |
| 4229902 | General merchandise (nondurable goods) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 8 | 630129 | 38929 | 10597 | 648 | 84433 | 12259 | 20528 |
|  | Corporations | 8 | 630129 | 38929 | 10597 | 648 | 84433 | 12259 | 20528 |
|  | Individual proprietorships. | - | - | - | - | - | - | - | - |
|  | Partnerships ............. Cooperative associations. | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization. | - | - | - | - | - | - | - | - |
| 4229903 | Textile bags, bagging, \& burlap whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 6 | 25170 | 1406 | 318 | 34 | 3796 | 2585 | 2665 |
|  | Corporations ......... | 6 | 25170 | 1406 | 318 | 34 | 3796 | 2585 | 2665 |
|  | Individual proprietorships.................... | - |  |  | - | - | - | - |  |
|  | Partnerships ............. | - | - | - | - | - | - | - | - |
|  | Other legal forms of organization... | - | - | - | - | - | - | - |  |
| 4229904 | Other nondurable goods whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 84 | D | D | D | g | D | D | D |
|  | Corporations ............................... | 81 | D | D | D | g | D | D | D |
|  | Individual proprietorships................... | - | - | - | - | - | - | - | - |
|  | Partnerships .............................. | 3 | D | D | D | a | D | D | D |
|  | Other legal forms of organization ................ | - | - | - | - | - | - | - | - |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS |  |  |  |  |  |  |  |  |
|  | All establishments | r47 835 | r467 651822 | r10 630348 | '2 403680 | r283 257 | 19435703 | 579825 | 642529 |
|  | Corporations . ............................. | 39978 | 429997772 | 9846374 | 2232354 | 254648 | 17827728 | 551249 | 601036 |
|  | Individual proprietorships.................... | 6183 | 17947895 | 392391 | 89048 | 15982 | 836107 | 12951 | 13965 |
|  | Partnerships............................... . | 1512 | 17278073 | 354795 | 74472 | 10792 | 698516 | 11022 | 21816 |
|  | Cooperative associations. | 132 | 1997167 | 25385 | 5580 | 1636 | 52176 | 3562 | 4051 |
|  | Other legal forms of organization............. | 30 | 430915 | 11403 | 2226 | 199 | 21176 | 1041 | 1661 |
| 421 | Wholesale trade, durable goods |  |  |  |  |  |  |  |  |
|  | All establishments . | '32 022 | r257 371090 | r6 770114 | r1 521895 | r162 155 | 12275926 | 433137 | 471467 |
|  | Corporations | 27367 | 241123776 | 6357387 |  | 149682 |  |  |  |
|  | Individual proprietorships. | 3748 | 24123 | D | 1431 D |  | 11432 | 415240 | 450 D |
|  | Partnerships............ | 860 | D |  |  | h | D | D | D |
|  | Cooperative associations................... | 24 | D |  |  | ${ }_{1}^{\text {c }}$ | - D | D | D |
|  | Other legal forms of organization............. | 23 | 341222 | 9209 | 1676 | 135 | 15719 |  | 2 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle |  |  |  |  |  |  |  |  |

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Table 7. Legal Form of Organization: 1997-Con.
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| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | 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 $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4212101 | Household \& lawn furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 938 | 4824140 | 114108 | 28070 | 2552 | 241168 | 4067 | 2937 |
|  | Corporations <br> Individual proprietorships <br> Partnerships. <br> Cooperative associations. <br> Other legal forms of organization | 784 142 10 1 1 | $\begin{aligned} & \text { D } \\ & \text { D } \\ & \text { D } \\ & \text { D } \\ & \text { D } \end{aligned}$ | $\begin{aligned} & D \\ & D \\ & D \\ & D \\ & D \\ & D \end{aligned}$ | D D D D D | g c a a a | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D D | D D D D |
| 4212102 | Office \& business furniture whsle |  |  |  |  |  |  |  |  |
|  | All establishments .............. | 632 | 2573292 | 102798 | 24009 | 2399 | 193284 | 3477 | 4756 |
|  | Corporations ............................ Individual proprietorships .............. | $\begin{array}{r}521 \\ 92 \\ \hline\end{array}$ | 2274312 232871 | 94790 5862 | 22248 1253 | 2138 186 | 177667 11254 | $\begin{array}{r}3199 \\ \\ \hline 278\end{array}$ | 4407 |
|  | Partnerships................................ | 19 | - 66109 | 2146 | 508 | 75 | 4363 | - | 7 |
|  | Cooperative associations. Other legal forms of organization ................ | - | - | - | - | - | - | - | - |
| 42122 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1279 | 6881557 | 181238 | 39945 | 4302 | 372601 | 7596 | 8901 |
|  | Corporations . | 1044 | 6098223 | 165267 | 36366 | 3717 | 330415 | 7016 | 8284 |
|  | Individual proprietorships.. | 189 | 579647 | 12448 | 2791 | 454 | 32191 | 386 | 297 |
|  | Partnerships............ | 46 | 203687 | 3523 | 788 | 131 | 9995 | 194 | 320 |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
| 421220 | Home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1279 | 6881557 | 181238 | 39945 | 4302 | 372601 | 7596 | 8901 |
|  | Corporations ... | 1044 | 6098223 | 165267 | 36366 | 3717 | 330415 | 7016 | 8284 |
|  | Individual proprietorships. | 189 | 579647 | 12448 | 2791 | 454 | 32191 | 386 | 297 |
|  | Partnerships ........... | 46 | 203687 | 3523 | 788 | 131 | 9995 | 194 | 320 |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
| 4212201 | Household china, glassware, \& crockery whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 279 | 2350666 | 55000 | 12226 | 1167 | 108301 | 3369 | 4958 |
|  | Corporations . | 224 | 2153290 | 51828 | 11497 | 1046 | 99036 | 3341 | 4858 |
|  | Individual proprietorships. | 40 | 131799 | 2482 | 555 | 89 | 6481 | 28 | 27 |
|  | Partnerships............. | 15 | 65577 | 690 | 174 | 32 | 2784 | - |  |
|  | Cooperative associations Other legal forms of organization ................ | - | - | - | - | - | - | - | - |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 242 | 1461021 | 35906 | 7567 | 742 | 70901 | 403 | 394 |
|  | Corporations | 209 | 1342993 | 33776 | 7150 | 652 | 65490 | 403 | 394 |
|  | Individual proprietorships. | 25 | 93477 | 1264 | 215 | 61 | 2882 | - | - |
|  | Partnerships ............ | 8 | 24551 | 866 | 202 | 29 | 2529 | - |  |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | - |  | - | - | - | - | - | - |
| 4212203 | Floor coverings whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 225 | 660505 | 20246 | 4414 | 574 | 43448 | 768 | 615 |
|  | Corporations ......... | 191 | 569731 | 18549 | 4038 | 489 | 38652 | 755 | 605 |
|  | Individual proprietorships... | 29 | 84070 | 1498 | 319 | 78 | 4130 | 13 | 10 |
|  | Partnerships........................... | 5 | 6704 |  | 57 | 7 | 666 | - | - |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . | - |  | - | - | - | - | - | - |
| 4212204 | Other home furnishings whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 533 | 2409365 | 70086 | 15738 | 1819 | 149951 | 3056 | 2934 |
|  | Corporations | 420 | 2032209 | 61114 | 13681 |  | 127237 | 2517 | 2427 |
|  | Individual proprietorships...................... | 95 | 270301 | 7204 | 1702 | 226 | 18698 | 345 | 260 |
|  | Partnerships............................ | 18 | 106855 | 1768 |  | 63 | 4016 | 194 | 247 |
|  | Cooperative associations Other legal forms of organization ................ | - |  | - | - | - | - | - | - |
| 4213 | Lumber \& other construction materials whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1397 | 6492752 | 169286 | 35851 | 3765 | 312694 | 13645 | 16535 |
|  | Corporations ............................. | 1192 | 5826408 | 155088 | 33006 | 3324 | 283319 | 13334 | 16367 |
|  | Individual proprietorships. $\qquad$ | $\begin{array}{r}167 \\ 37 \\ \hline\end{array}$ | D |  | D | e c c |  | D | D |
|  | Partnerships............................... Cooperative associations........ | 37 |  | - | - | ${ }^{\text {c }}$ | - | - | D |
|  | Other legal forms of organization ................ |  |  | D |  | a | D | D | D |

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| NAICS code | Legal form of organization by type of operation and kind of business | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | First- quarter payyorll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4214302 | Computer software (packaged) whsleCon. |  |  |  |  |  |  |  |  |
|  | All establishments | 148 | 675478 | 28772 | 6444 | 480 | 48918 | 713 | 664 |
|  | Corporations | 134 | 654983 | 27873 | 6252 | 451 | 46762 | 666 |  |
|  | Individual proprietorships. | 14 | 20495 | 2789 | - 192 | 29 | 2156 | 66 47 | 51 |
|  | Partnerships ............ | - |  |  | - | - | - | - |  |
|  | Cooperative associations. Other legal forms of organization | - | - | - | - | - | - | - | - |
| 42144 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Corporations | 502 | 2376723 | 96432 | 22505 | 2241 | 179593 | 4206 | 4536 |
|  | Individual proprietorships. | 73 | 207915 | 5015 | 1026 | 166 | 10373 | 79 | 78 |
|  | Partnerships........... | 19 | 102127 | 4018 | 895 | 67 | 6471 | 140 | 144 |
|  | Cooperative associations <br> Other legal forms of organization ................ | - | - | - | - | - | - | - |  |
| 421440 | Other commercial equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 594 | 2686765 | 105465 | 24426 | 2474 | 196437 | 4425 | 4758 |
|  | Corporations .. | 502 | 2376723 | 96432 | 22505 | 2241 | 179593 | 4206 | 4536 |
|  | Individual proprietorships.................... | 73 | 207915 |  | 1026 | 166 | 10373 | 79 |  |
|  | Partnerships ........................... | 19 | 102127 | 4018 | 895 | 67 | 6471 | 140 | 144 |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 438 | 2172270 | 77586 | 18041 | 1723 | 145614 | 2804 | 3090 |
|  | Corporations ........... | 371 | 1905374 | 69748 | 16413 | 1541 | 131047 | 2624 | 2905 |
|  | Individual proprietorships. | 52 | 179518 | 4406 | 888 | 128 | 8982 | 40 | 41 |
|  | Partnerships .......................... | 15 | 87378 | 3432 | 740 | 54 | 5585 | 140 | 144 |
|  | Cooperat associations | - | - | - | - | - | - | - |  |
| 4214402 | Store machines \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 156 | 514495 | 27879 | 6385 | 751 | 50823 | 1621 | 1668 |
|  | Corporations . | 131 | 471349 | 26684 | 6092 | 700 | 48546 | 1582 | 1631 |
|  | Individual proprietorships. | 21 | 28397 |  | 138 | 38 | 1391 | 39 | 37 |
|  | Partnerships ........... | 4 | 14749 | 586 | 155 | 13 | 886 |  |  |
|  | Cooperative associations. Other legal forms of organization................. | - | - | - | - | - | - | - |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Corporations .......... | 1261 | 4011121 | 297288 | 69181 | 4610 | 541791 | 11927 | 20145 |
|  | Individual proprietorships. | 168 | 328438 | 16325 | 4362 | 332 | 38774 | 252 | 217 |
|  | Partnerships............. | 41 | 134757 | 8524 | 1888 | 128 | 19342 | 338 | 519 |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . | 1 2 |  |  |  | a | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1473 | 4492032 | 322532 | 75514 | 5076 | 601004 | 12517 | 20881 |
|  | Corporations ........... | 1261 | 4011121 | 297288 | 69181 | 4610 | 541791 | 11927 | 20145 |
|  | Individual proprietorships... | 168 | 328438 | 16325 | 4362 | 332 | 38774 | 252 | 217 |
|  | Partnerships ............................. | 41 | 134757 | 8524 | 1888 | 128 | 19342 | 338 | 519 |
|  | Cooperative associations................... Other legal forms of organization ........ |  |  |  |  | a | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1423 | 4284750 | 303636 | 70445 | 4751 | 559942 | 11508 | 19973 |
|  | Corporations ............................. | 1217 | 3810788 | 278777 | 64198 | 4299 | 501741 | 11033 | 19427 |
|  | Individual proprietorships .................... |  |  |  |  |  |  |  | D |
|  | Partnerships .............................. | 40 | D |  |  | c | D | D | D |
|  | Cooperative associations.................. |  |  | D |  | a | D | D | D |
|  | Other legal forms of organization............ |  |  |  | D | a |  |  |  |
| 4214502 | Dental equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments .......... | 50 | 207282 | 18896 | 5069 | 325 | 41062 | 1009 | 908 |
|  | Corporations | 44 | 200333 | 18511 | 4983 | 311 | 40050 | 894 |  |
|  | Individual proprietorships................... | 5 | D | D |  | a | D | D | D |
|  | Partnerships .......................... Cooperative associations................ | 1 |  | D | D | a | D | D | D |
|  | Other legal forms of organization | - |  | - |  | - | - | - | - |
| 42146 | Ophthalmic goods whsle |  |  |  |  |  |  |  |  |

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\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Legal form of organization by type of operation and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& First-
quarter
payroll
\((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including (number)
\end{tabular} \& Operating expenses \({ }^{1}\) \((\$ 1,000)\) \& End-of-1996
inventories
\((\$ 1,000)\) \& End-of-1997
inventories
\((\$ 1,000)\) \\
\hline \& AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goodsCon. \& \& \& \& \& \& \& \& \\
\hline 42183 \& Industrial machinery \& equipment whsle All establishments \& 5021 \& 17593135 \& 850632 \& 187382 \& 17116 \& 1498706 \& 81132 \& 93384 \\
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization .................. \& 4493
418
96
8
6 \& D
827804
46751
D
D \& D
30310
D
1593

D \& D
6517
$D$
294
$D$ \& j
891
e
59
a \& D
D 201
D
2388
D \& D
1069
D
1801

D \& $$
\begin{array}{r}
D \\
1420 \\
D \\
1944 \\
D
\end{array}
$$ <br>

\hline 421830 \& Industrial machinery \& equipment whsle All establishments \& 5021 \& 17593135 \& 850632 \& 187382 \& 17116 \& 1498706 \& 81132 \& 93384 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 4493
418
96
8
6 \& D
827804
46751
D
D \& P
30
310
D
1593
D \& D
6517
D
294
D \& r
j
e
e
59
a \& D
D7 201
D
2388
D \& r
1069
D
1801
D \& D
1420
1944

D <br>
\hline 4218301 \& Food-processing machinery \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 244 \& 977042 \& 54490 \& 12039 \& 1054 \& 95597 \& 5387 \& 5036 <br>
\hline \& Corporations Individual proprietorships . . . . . . . . . . . . . . . . . . Partnerships Cooperative associations. Other legal forms of organization ............... \& 213
16
15 \& 841145
32725
103172

- \& 49721
1202
3567
- 
- \& $$
\begin{array}{r}
10942 \\
281 \\
816 \\
- \\
-
\end{array}
$$ \& $\begin{array}{r}938 \\ 37 \\ 79 \\ - \\ \hline\end{array}$ \& $\begin{array}{r}85977 \\ 2537 \\ 7083 \\ \hline\end{array}$ \& $\begin{array}{r}5375 \\ 3 \\ 9 \\ - \\ \hline\end{array}$ \& 5023

3
10 <br>
\hline 4218302 \& Hydraulic \& pneumatic (fluid-power) machinery \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 308 \& 1007357 \& 54300 \& 11892 \& 1150 \& 94743 \& 7983 \& 7513 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& 285

20
3
-

- \& P
37085
D
- \& D
1107
D
- 
- \& $\begin{array}{r}\text { D } \\ 249 \\ \mathrm{D} \\ \hline-\end{array}$ \& g
51
a
- 
- \& D
2724
D
- \& D
98
D
- 
- \& D
105
D
- <br>
\hline 42183021 \& Hydraulic \& pneumatic pumps \& motors whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments ............... \& 157 \& 531948 \& 28432 \& 6507 \& 633 \& 49175 \& 3426 \& 3575 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships |
| Partnerships |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
143 \\
12 \\
2 \\
- \\
-
\end{array}
$$

\] \& \[

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

D
D
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- \& $$
\begin{aligned}
& \text { D } \\
& \text { D } \\
& \text { D } \\
& - \\
& \hline
\end{aligned}
$$ \& f

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D
D
- 
- \& D
D
D
- 
- \& | D |
| :--- |
| D |
| D | <br>

\hline 42183022 \& Hydraulic \& pneumatic parts, accessories, \& supplies whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments \& 151 \& 475409 \& 25868 \& 5385 \& 517 \& 45568 \& 4557 \& 3938 <br>
\hline \& Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization \& 142
8
1
-

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\begin{aligned}
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D} \\
& -
\end{aligned}
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| :--- |
| D |
| D |
| - |
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D
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- \& D <br>
\hline 4218303 \& General-purpose industrial machinery \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 1962 \& 6670352 \& 333989 \& 75475 \& 6726 \& 582533 \& 19974 \& 22076 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships. |
| Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& \[

$$
\begin{array}{r}
1776 \\
146 \\
33 \\
4 \\
3
\end{array}
$$

\] \& \[

$$
\begin{array}{rr}
6109032 \\
359 & 313 \\
192 & 130 \\
& \\
& D \\
& D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
311598 \\
13364 \\
8517 \\
\\
\\
\\
\\
D
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
70934 \\
2820 \\
1623 \\
D \\
D
\end{array}
$$
\] \& 6185

367
150

a \& $$
\begin{array}{r}
539298 \\
23513 \\
18748 \\
\\
\\
\\
D \\
D
\end{array}
$$ \& \[

$$
\begin{array}{r}
18417 \\
1492 \\
1064 \\
\\
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\\
D
\end{array}
$$
\] \& 20320

639
1115
D
D <br>
\hline 4218304 \& Metalworking machinery \& equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 727 \& 2696380 \& 119589 \& 26645 \& 2500 \& 211159 \& 10994 \& 14783 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships . . . . . . . . . . . . . . . . . . . . |
| Partnerships. |
| Cooperative ............. |
| Other legal forms of organization | \& \[

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\begin{array}{r}
645 \\
71 \\
10 \\
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\begin{array}{r}
133633 \\
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6040 \\
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D \\
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\end{array}
$$

\] \& \[

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1346 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$
\] \& g

164
b
a

- \& $$
\begin{array}{r}
\mathrm{D} \\
10987 \\
\mathrm{D} \\
\mathrm{D}
\end{array}
$$ \& D

271
D
D \& D
252
D
D <br>
\hline 4218305 \& Materials handling equipment whsle \& \& \& \& \& \& \& \& <br>
\hline \& All establishments .............. \& 412 \& 982086 \& 57984 \& 13292 \& 1305 \& 99437 \& 5211 \& 5280 <br>

\hline \& | Corporations |
| :--- |
| Individual proprietorships. |
| Partnerships. |
| Cooperative associations. |
| Other legal forms of organization | \& 360

44
7
1

- \& $$
\begin{array}{r}
856339 \\
68748 \\
\mathrm{D} \\
\mathrm{D} \\
\\
\hline
\end{array}
$$ \& \[

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\begin{array}{r}
54710 \\
1827 \\
\\
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D \\
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$$

\] \& \[

$$
\begin{array}{r}
12624 \\
391 \\
\mathrm{D} \\
\mathrm{D} \\
-
\end{array}
$$
\] \& 1198

63
a
b

- \& $$
\begin{array}{r}
\left.94 \begin{array}{r}
273 \\
3374 \\
D \\
\\
\\
\\
\hline
\end{array}\right] .
\end{array}
$$ \& 3405

5
D
D

- \& $\begin{array}{r}3323 \\ 13 \\ \text { D } \\ \text { D } \\ \hline\end{array}$ <br>
\hline
\end{tabular}

See footnotes at end of table

Table 7. Legal Form of Organization: 1997-Con.
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| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4218306 | Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 249 | 1070405 | 41706 | 7785 | 793 | 75723 | 3341 | 3601 |
|  | Corporations ......... | 215 | D | D | D | f | D | D | D |
|  | Individual proprietorships. | 28 | 40205 | 1701 | 334 | 56 | 3593 | 184 | 255 |
|  | Partnerships ............. | 6 |  |  | D | a | D | D | D |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | - |  | - | - | - | - | - |  |
| 4218307 | Other industrial machinery \& equipment whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1119 | 4189513 | 188574 | 40254 | 3588 | 339514 | 28242 | 35095 |
|  | Corporations | 999 | 3938864 | 179697 | 38304 | 3346 | 323065 | 27090 | 33308 |
|  | Individual proprietorships. | 93 | 156095 | 5069 | + 1096 | -153 | 10473 | 2716 | 3153 |
|  | Partnerships ............ | 22 |  | D | D | b | D | D | D |
|  | Cooperative associations. Other legal forms of organization.................. | ${ }_{3}^{2}$ | D | D | D | a | D | D | D |
| 42184 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1090 | 4126000 | 177181 | 41969 | 3872 | 321647 | 17208 | 22568 |
|  | Corporations | 956 | 3819143 | 168756 | 39975 | 3599 | 305749 | 15377 | 20677 |
|  | Individual proprietorships... Partnerships ............. | 118 14 | $\begin{array}{r} \text { D } \\ 626 \end{array}$ | 27 274 | 49 | c 80 | D 4 | 1722 | 1760 |
|  | Cooperative associations. | 2 |  | D | D | a | D | D | D |
|  |  |  |  |  |  |  |  |  |  |
| 421840 | Industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 1090 | 4126000 | 177181 | 41969 | 3872 | 321647 | 17208 | 22568 |
|  | Corporations .. | 956 | 3819143 | 168756 | 39975 | 3599 | 305749 | 15377 | 20677 |
|  | Individual proprietorships. | 118 | D | D | D | c | D | D | D |
|  | Partnerships .............................. Cooperative associations................ | $\begin{array}{r}14 \\ 2 \\ \hline\end{array}$ | 66826 | 2274 | 494 | 80 $a$ | 4237 | 1722 | 1760 |
|  | Cooperative associations. Other legal forms of organization ................ |  |  | D | D | a | D | D | D |
| 4218401 | General-line industrial supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 151 | 427104 | 19556 | 5063 | 465 | 34097 | 1688 | 1824 |
|  | Corporations ............................. | 132 | 404529 | 18698 | 4866 | 428 | 32296 | 1641 | 1781 |
|  | Individual proprietorships................... | 18 1 |  | D |  | b | D |  | D |
|  | Partnerships ................................................ Cooperative associations....... | 1 | D | D | D | $\stackrel{\mathrm{a}}{-}$ | D | D | D |
|  | Other legal forms of organization............... | - | - | - | - | - | - | - | - |
| 4218402 | Mechanical power transmission supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 159 | 700311 | 26760 | 6403 | 607 | 47494 | 591 | 608 |
|  | Corporations ............................ | 144 |  | D | D | f ${ }^{\text {b }}$ | $\stackrel{D}{\mathrm{D}}$ | D | D |
|  |  | 3 | 7461 | 679 | 153 | 18 | 1164 | - |  |
|  | Cooperative associations. Other legal forms of organization | - |  | D | D | a | D | D | D |
| 4218403 | Welding supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 24 | 60895 | 1610 | 435 | 45 | 3762 | 154 | 137 |
|  | Corporations ............................. | 21 | 52686 | 1453 | 345 | 41 | 3404 | 154 | 137 |
|  | Individual proprietorships...... | $\stackrel{2}{1}$ |  |  | D | a | D | D | D |
|  | Partnerships ............................ | - | D | $\overline{\text { D }}$ | D | a | $\overline{\text { D }}$ | D | $\overline{\text { D }}$ |
|  | Other legal forms of organization............. | - |  | - | - | - | - | - | - |
| 4218404 | Industrial containers \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 226 | 817235 | 29852 | 6790 | 573 | 53204 | 304 | 289 |
|  | Corporations ............................ | 189 | 756067 | 27434 | 6239 | 511 | 49532 | 304 | 289 |
|  | Individual proprietorships...................... | 33 | 58798 | 2098 | 485 | 52 | 3183 | - | - |
|  | Partnerships ........................... | 4 | 2370 |  | 66 | 10 |  | - | - |
|  | Cooperative associations. Other legal forms of organization | - |  | - | - | - | - | - | - |
| 4218405 | Industrial valves \& fittings (except fluidpower) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 175 | 873594 | 52884 | 12139 | 1080 | 99155 | 6563 | 7804 |
|  | Corporations . ........................... | 164 | 850459 | 52407 | 12038 | 1065 | 97992 | 6530 | 7775 |
|  | Individual proprietorships....................... | 10 |  | D |  | a | D | D | D |
|  | Partnerships ............................. | 1 |  | D | D | a | D | D | D |
|  | Cooperative associations.................... Other legal forms of organization ......... |  |  |  |  | - | - | - | - |

See footnotes at end of table.

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]

| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goodsCon. |  |  |  |  |  |  |  |  |
| 4218406 | Other industrial supplies whsle <br> All establishments | 355 | 1246861 | 46519 | 11139 | 1102 | 83935 | 7908 | 11906 |
|  | Corporations Individual proprietorships Partnerships Cooperative associations. Other legal forms of organization.............. | 306 44 5 - | 102 D <br> D <br> D <br> - | D 2073 D - | $\begin{array}{r}\text { D } \\ 519 \\ \text { D } \\ \hline-\end{array}$ | f 63 b - - | D 3942 D - - | D 29 D - - | D 5 D - |
| 42185 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Corporations ........................... Individual proprietorships .............. | $\begin{array}{r}333 \\ 50 \\ \hline\end{array}$ | 1341803 161759 | 55592 3848 | $\begin{array}{r}12330 \\ 760 \\ \hline\end{array}$ | 1257 125 | 104203 10918 | $\begin{array}{r}3302 \\ 195 \\ \\ \hline\end{array}$ | $\begin{array}{r}3384 \\ \hline 289\end{array}$ |
|  | Partnerships ............................... | 10 | 24276 | 560 | 129 | 25 | 1566 | 60 | 80 |
|  | Cooperative associations. Other legal forms of organization | - |  | - | - | - | - | - | - |
| 421850 | Service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 393 | 1527838 | 60000 | 13219 | 1407 | 116687 | 3557 | 3753 |
|  | Corporations .. | 333 | 1341803 | 55592 | 12330 | 1257 | 104203 | 3302 | 3384 |
|  | Individual proprietorships..................... | 50 | 161759 | 3848 | 760 | 125 | 10918 | 195 | 289 |
|  | Partnerships ............................. Cooperative associations............... ${ }^{\text {a }}$. | 10 | 24276 | 560 | 129 | 25 | 1566 | 60 | 80 |
|  | Other legal forms of organization .................. | - | - | - | - | - | - | - |  |
| 4218501 | Beauty \& barber shop equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments . | 53 | D | D | D | c | D | D | D |
|  | Corporations Individual proprietorships. | 46 5 | D | D | D | c | D | D | D |
|  | Partnerships ................................... | 2 | D | D | D | a | D | D | D |
|  | Coopera Other legal forms of organization . . . . . . . . . . . . . . | - | - | - | - | - | - | - | - |
| 4218502 | Custodial, janitors' equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 155 | 645361 | 23339 | 5232 | 540 | 42849 | 919 | 832 |
|  | Corporations ........... | 134 | 587190 | 21432 | 4804 | 479 | 38794 | 719 | 512 |
|  | Individual proprietorships..... | 18 | 54313 3 | 1683 | 369 | 51 | 3590 | 140 | 240 |
|  | Partnerships.............. | 3 | 3858 | 224 | 59 | 10 | 465 | 60 | 80 |
|  | Other legal forms of organization .................. | - | - | - | - | - | - | - | - |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 17 | 26904 | 1064 | 239 | 34 | 2604 | 211 | 216 |
|  | Corporations ........... | 12 | 20843 | 920 | 203 | 24 | 2331 | 211 | 216 |
|  | Individual proprietorships....................... | 5 | 6061 | 144 | 36 | 10 | 273 | - | - |
|  | Partnerships ........................... | - |  | - | - | - | - | - | - |
|  | Other legal forms of organization .................. | - | - | - | - | - | - | - | - |
| 4218504 | Other service establishment equipment \& supplies whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 168 | D | D | D | f | D | D | D |
|  | Corporations ............................ | 141 | D | D | D | f | D | D |  |
|  | Individual proprietorships.................. | 22 | D | D | D | b | D | D | D |
|  | Cooperative associations....................... |  |  | - | - | - | - | - | D |
|  | Other legal forms of organization............... | - | - | - | - | - | - | - | - |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 453 | 3576194 | 75903 | 15004 | 1276 | 143945 | 12152 | 11903 |
|  | Corporations ............................. | 412 | 3370464 | 71549 | 14244 | 1194 | 135446 | 12152 | 11903 |
|  | Individual proprietorships..................... | 34 | 192736 | 2599 | 618 | 64 | 5372 | - | - |
|  | Partnerships ............................ | 7 | 12994 | 1755 | 142 | 18 | 3127 | - | - |
|  | Cooperative associations. Other legal forms of organization | - |  | - | - | - | - | - | - |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 453 | 3576194 | 75903 | 15004 | 1276 | 143945 | 12152 | 11903 |
|  | Corporations ............................. | 412 | 3370464 | 71549 | 14244 | 1194 | 135446 | 12152 | 11903 |
|  | Individual proprietorships.................... | 34 | 192736 | 2599 | 618 | 64 | $5372$ | - | - |
|  | Partnerships ................................. | 7 | 12994 | 1755 | 142 | 18 | 3127 | - | - |
|  | Cooperative associations.................... Other legal forms of organization ......... | - |  | - | - | - | - | - | - |

See footnotes at end of table

Table 7. Legal Form of Organization: 1997-Con.
 table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


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Table 7. Legal Form of Organization: 1997-Con.
[Includes only establishments with payroll. Excludes data for central administrative offices, auxiliary operations, or establishments of firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C]


Table 7. Legal Form of Organization: 1997-Con.
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| NAICS code | Legal form of organization by type of operation and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | AGENTS, BROKERS, AND COMMISSION MERCHANTS-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4225904 | Cotton whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 53 | 695960 | 3493 | 535 | 98 | 6343 | 32 | 95 |
|  | Corporations | 36 |  | D | D | b | D | D | D |
|  | Individual proprietorships. | 11 | 79894 | 244 | 55 | 30 | 647 | - | 7 |
|  | Partnerships ............ | 4 | 20956 | 313 | 27 | ${ }^{6}$ | 425 | - | - |
|  | Cooperative associations. Other legal forms of organization ............... . | $\stackrel{2}{-}$ | D | D | D | a | D | D | D |
| 4225905 | Other farm-product raw material whsle |  |  |  |  |  |  |  |  |
|  | All establishments ................ | 94 | 887015 | 12266 | 2834 | 491 | 29598 | 132 | 138 |
|  | Corporations . | 73 | D | D | D | e | D | D | D |
|  | Individual proprietorships..................... | 14 | 54390 | 743 | 172 | 100 | 1821 | 92 | 54 |
|  | Partnerships .............................. Cooperative associations................. | 6 1 | 9028 D | 374 D | 85 D | 37 $a$ | 1424 | - | $\overline{\text { D }}$ |
|  | Other legal forms of organization............... |  |  |  |  |  |  |  |  |
| 4226 | Chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 1390 | 6509052 | 194592 | 41323 | 3687 | 354566 | 22043 | 26585 |
|  | Corporations Individual proprietorships Partnerships. Cooperative associations. Other legal forms of organization | $\begin{array}{r} 1207 \\ 150 \\ 31 \\ 1 \\ 1 \end{array}$ |  | $\begin{array}{r} 180426 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 38352 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 3303 \\ e \\ \text { b } \\ \\ \\ \\ \\ a \end{array}$ | 324741 D D D D | 20877 D D D D | 25149 D D D D |
| 42261 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 654 | 3770919 | 99796 | 21450 | 1741 | 180912 | 3978 | 6095 |
|  | Corporations . | 565 | D | D | D |  |  |  |  |
|  | Individual proprietorships...................... | 74 | D | D | D | c | D | D | D |
|  | Partnerships ............................. Cooperative associations................ | 15 | D | D | D | b | D | D | D |
|  | Other legal forms of organization ............... | - | - | - | - |  | - | - | - |
| 422610 | Plastics materials \& basic forms \& shapes whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 654 | 3770919 | 99796 | 21450 | 1741 | 180912 | 3978 | 6095 |
|  | Corporations ... | 565 | D | D | D |  | D | D |  |
|  | Individual proprietorships........................ | 74 | D | D | D | c | D | D | D |
|  | Partnerships ........................... | 15 | D | D | D | b | D | D | D |
|  | Other legal forms of organization................... | - | - | - | - | - | - | - | - |
| 42269 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 736 | 2738133 | 94796 | 19873 | 1946 | 173654 | 18065 | 20490 |
|  | Corporations ........... | 642 | D | D | D |  | D | D | D |
|  | Individual proprietorships..................... | 76 | 115397 | 3587 | 855 | 130 | 7973 | 649 | 704 |
|  | Partnerships ........................... | 16 | 13012 |  | 213 | 35 | 2245 |  |  |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | 1 1 | D | D |  | a | D | D | D |
| 422690 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments | 736 | 2738133 | 94796 | 19873 | 1946 | 173654 | 18065 | 20490 |
|  | Corporations ............................. | 642 |  |  | D | g | D | D | D |
|  | Individual proprietorships...................... |  |  | 3587 | 855 | 130 | 7973 |  |  |
|  | Partnerships ............................. | 16 1 | 13012 | 1166 | 213 | 35 | 2245 | 2 | 2 |
|  | Cooperative associations. Other legal forms of organization . . . . . . . . . . . . . . | 1 1 |  |  |  | a | D | D | D |
| 4226901 | Industrial gases (except LP) whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 11 | 71241 | 2852 | 489 | 48 | 4830 | - | - |
|  | Corporations ............................ | 10 | D | D | D | b | D | D | D |
|  | Individual proprietorships.................. | 1 | - | - | - | - | - | - | - |
|  | Partnerships <br> Cooperative associations | 1 <br> - | D | D | D | a | D | D | D |
|  | Other legal forms of organization.............. | - | - | - | - | - | - | - | - |
| 4226902 | Other chemical \& allied products whsle |  |  |  |  |  |  |  |  |
|  | All establishments ............... | 725 | 2666892 | 91944 | 19384 | 1898 | 168824 | 18065 | 20490 |
|  | Corporations ............................. | 632 | D |  | D |  | D | D | D |
|  | Individual proprietorships.................... | 76 15 | 115397 | 3587 | 855 | 130 | 7973 | 649 | 704 |
|  | Partnerships ............................ Cooperative associations................ | 15 1 | D | D | D | $\stackrel{a}{a}$ | D | D | D |
|  | Cooperative associations.................... Other legal forms of organization ........ |  |  | D | D | a | D | D | D |

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## 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 (\$1,000)

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

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

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

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

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

## LEGAL FORM OF ORGANIZATION OF ESTABLISHMENTS

The legal form of organization of establishments in the mail universe was based on the response to the organizational status inquiry on the various census forms. The legal form of organization of nonmail establishments was generally based on information from administrative records of other Federal agencies.

This report presents data for establishments by the following legal forms of organization:

1. Corporations.
2. Individual proprietorships.
3. Partnerships.
4. Cooperative associations (Sector 42, Wholesale Trade, only).
5. Other.

## 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.

## NUMBER OF FIRMS

A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic census, the terms "firm" and "company" are synonymous.

## OPERATING EXPENSES (\$1,000)

Includes payroll, employee benefits, 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 expenses; 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 (\$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 employer universe. Data presented for industry-specific inquiries based on a December 31 reference date were expanded in direct relationship to total sales of only those establishments in business at the end of the year. Unless otherwise noted in specific reports, data for other industry-specific inquiries were expanded in direct relationship to total sales of all establishments included in the category. In a few cases, expansion on the basis of sales was not appropriate, and another basic data item was used as the basis for expansion.

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

## ESTABLISHMENT AND FIRM SIZE

A recompilation of data collected in the 1997 Economic Census, Wholesale Trade sector, is divided into three categories: size of establishment, size of firm, and legal form of organization.

Only establishments which operated the entire year have been classified into the various size groups used in the establishment size tables. An establishment is classified as "operated entire year" if it operated 10 months or more during the year. Data for establishments which reported that they were in operation less than 10 months,
while not included in the size groups, are included in the totals for the kind of business and are separately summarized as "not operated entire year."

A firm may be either a single-establishment (single unit) firm or a multiestablishment (multiunit) firm. Firm size groups are based on aggregate data for all establishments operated by the same firm in the kind-of-business classification, group, or total for which data are presented. For example, a firm operated three wholesale establishments: a hardware store (NAICS 42171), a plumbing supply store (NAICS 42172), and an electrical appliance and television store (NAICS 42162). At the most detailed level of classification, each establishment is a single unit operated by a multiestablishment firm. At the hardware, plumbing, and heating equipment and supply group level (NAICS 4217); it is a two-establishment multiunit. At the wholesale trade total level, it is a three-establishment multiunit. Data are
presented based on sales size of firms, and for single units and multiunits (by number of establishments operated). Additional data are presented separately for the 4, 8,20 , and 50 largest firms based on total sales.

The legal form of organization for firms receiving the detailed census forms was based on the response to the organization status inquiry. The legal form of organization of firms receiving the classification form was generally based on administrative records of other Federal agencies. The recognized legal form of organization include:

1. Corporation,
2. Individual proprietorships,
3. Partnerships,
4. Cooperative associations.
5. Other.

## Appendix D. Geographic Notes

Not applicable for this report.

# Appendix E. Metropolitan Areas 

Not applicable for this report.


[^0]:    See footnotes at end of table.

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[^363]:    ${ }^{1}$ Based on the number of paid employees for the pay period including March 12. ${ }^{2}$ Includes payroll.

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[^380]:    ${ }^{1}$ Includes payroll.

