

## Wholesale and Retail Trade

This section presents statistics relating to the distributive trades, specifically wholesale trade and retail trade. Data shown for the trades are classified by kind of business and cover sales, establishments, employees, payrolls, and other items. The principal sources of these data are from the Census Bureau and include the *2002 Economic Census*, annual and monthly surveys, and the *County Business Patterns* program. These data are supplemented by several tables from trade associations, such as the National Automobile Dealers Association (Table 1018). Several notable research groups are also represented, such as Claritas, Inc. (Table 1020), Jupiter Research, Inc. (Table 1016), and Forrester Research, Inc. (Table 1015).

Data on wholesale and retail trade also appear in several other sections. For instance, labor force employment and earnings data appear in Section 12, Labor Force, Employment, and Earnings; gross domestic product of the industry (Table 646) appears in Section 13, Income, Expenditures, Poverty, and Wealth; financial data (several tables) from the quarterly *Statistics of Income Bulletin*, published by the Internal Revenue Service, appear in Section 15, Business Enterprise.

**Censuses**—Censuses of wholesale trade and retail trade have been taken at various intervals since 1929. Beginning with the 1967 census, legislation provides for a census of each area to be conducted every 5 years (for years ending in “2” and “7”). For more information on the most recent census, see the *Guide to the 2002 Economic Census* found at <http://www.census.gov/econ/census02/guide/>. The industries covered in the censuses and surveys of business are defined in the *North American Industry Classification System*, (NAICS). *Retail trade* refers to places of business primarily engaged in retailing merchandise to the general public; and *wholesale trade*, to establishments primarily engaged in selling goods

to other businesses and normally operating from a warehouse or office that have little or no display of merchandise. Most Census Bureau tables in this section utilize the 2002 NAICS codes, which replaced the Standard Industrial Classification (SIC) system. NAICS made substantial structural improvements and identifies over 350 new industries. At the same time, it causes breaks in time series far more profound than any prior revision of the previously used SIC system. For information on this system and how it affects the comparability of wholesale and retail statistics historically, see text, Section 15, Business Enterprise, and especially the Census Bureau Web site at <http://www.census.gov/epcd/www/naics.html>. In general, the 2002 Economic Census has three series of publications for these two sectors: 1) subject series with reports such as product lines and establishment and firm sizes, 2) geographic reports with individual reports for each state, and 3) industry series with individual reports for industry groups. For information on these series, see the Census Bureau Web site at <http://www.census.gov/econ/census02/>.

**Current surveys**—Current sample surveys conducted by the Census Bureau cover various aspects of wholesale and retail trade. Its *Monthly Retail Trade and Food Services* release <http://www.census.gov/mrts/www/mrts.html> contains monthly estimates of sales, inventories, and inventory/sales ratios for the United States, by kind of business. Annual figures on retail sales, year-end inventories, purchases, accounts receivable, and gross margins by kind of business are located on the Census Bureau Web site at <http://www.census.gov/svsd/www/artstbl.html>. Additionally, annual data for accommodation and food services are located at the same site.

Statistics from the Bureau’s monthly wholesale trade survey include national estimates of sales, inventories, and inventory/sales ratios for merchant

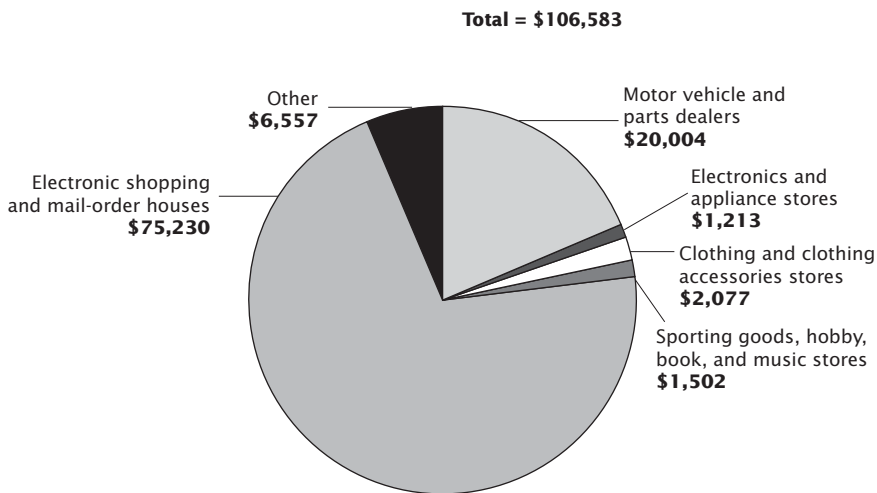
wholesalers excluding manufacturers' sales branches and offices. Data are presented by major summary groups "durable and nondurable," and 4-digit NAICS industry groups. Merchant wholesalers excluding manufacturers' sales branches and offices are those wholesalers who take title to the goods they sell (e.g., jobbers, exporters, importers, industrial distributors). These data, based on reports submitted by a sample of firms, appear in the *Monthly Wholesale Trade Report* <<http://www.census.gov/Wholesale/index.htm>>. This report, along with monthly sales, inventories, and inventories/sales ratios, also provides data on annual sales, inventories, and year-end inventories/sales ratios. The Annual Wholesale Trade Survey provides data on merchant wholesalers excluding manufacturer sales branches and offices as well as summary data for all merchant wholesalers. This report also provides separate data for manufacturer sales branches and offices, and electronic markets, agents, brokers, and commission merchants. This report provides data on annual sales, year-end inventories, inventories/sales ratios, operating expenses, purchases, and gross margins. Data are presented by major summary groups "durable and nondurable" and 4-digit NAICS industry groups for sales, end-of-year inventories, and operating expenses. The reports are available as documents on the Census Bureau Web site

at <<http://www.census.gov/econ/www/retmenu.html>>.

**E-commerce**—Electronic commerce (or e-commerce) is sales of goods and services over the Internet and extranet, electronic data interchange (EDI), or other online systems. Payment may or may not be made online. This edition has several tables on e-commerce sales, such as Tables 1013 to 1016 in this section, 969 in Section 21, Manufactures, and 1238 in Section 27, Accommodation, Food Services, and Other Services. Also, there are several private sources for similar data such as Forrester Research Inc., Cambridge MA; and Jupiter Research, Inc., New York, NY. These sources show estimated and projected online retail sales by key categories from business to consumers or to other businesses. Their methods of collecting the data vary widely between the sources and consequently these estimates of this activity vary also. Users of these estimates may want to contact the sources for descriptions of their methodology. Methodology for Census Bureau estimates can be found at <[www.census.gov/eos/www/ebusiness614.htm](http://www.census.gov/eos/www/ebusiness614.htm)>.

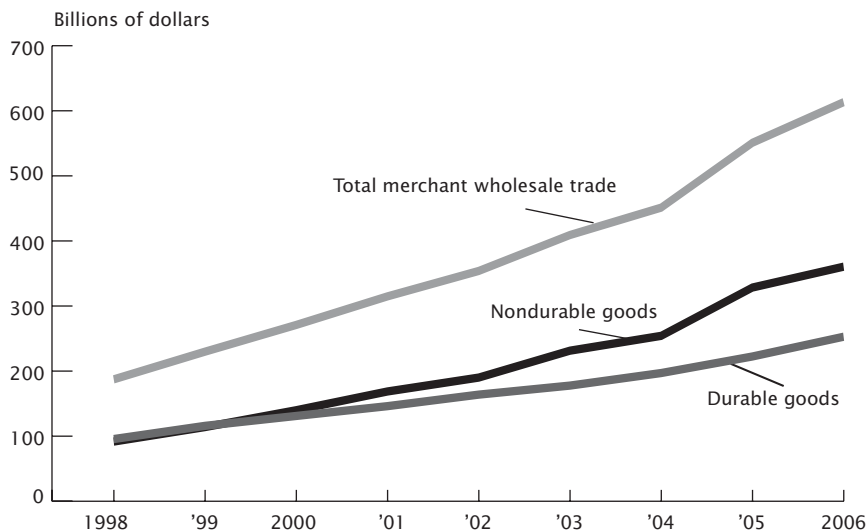
**Statistical reliability**—For a discussion of statistical collection and estimation, sampling procedures, and measures of statistical reliability applicable to Census Bureau data, see Appendix III.

Figure 22.1  
**E-Commerce Retail Sales by Kind of Business: 2006**  
 (millions of dollars)



Source: Chart prepared by U.S. Census Bureau. For data, see Table 1013.

Figure 22.2  
**Merchant Wholesale Trade<sup>1</sup> E-Commerce Sales: 1998 to 2006**



<sup>1</sup>Excludes manufacturers' sales branches and offices.

Source: Chart prepared by U.S. Census Bureau. For data, see Table 1005.

**Table 1004. Wholesale Trade—Establishments, Employees, and Payroll: 2004 and 2005**

[429.5 represents 429,500. Covers establishments with payroll. Employees are for the week including March 12. Excludes most government employees, railroad employees, and self-employed persons. Kind-of-business classification based on North American Industry Classification System (NAICS), 2002; see text, Section 15, Business Enterprise. For statement on methodology, see Appendix III]

Kind of business	2002 NAICS code	Establishments (1,000)		Employees (1,000)		Payroll (bil. dol.)	
		2004	2005	2004	2005	2004	2005
<b>Wholesale trade</b> . . . . .	<b>42</b>	<b>429.5</b>	<b>429.8</b>	<b>5,907</b>	<b>5,969</b>	<b>290.6</b>	<b>308.9</b>
Merchant wholesalers, durable goods . . . . .	423	248.5	245.9	3,319	3,365	173.4	185.3
Motor vehicles and motor vehicle parts & supplies . . . . .	4231	25.1	24.8	358	366	14.6	15.7
Furniture & home furnishing . . . . .	4232	13.2	12.8	157	155	6.7	6.9
Lumber & other construction materials . . . . .	4233	18.1	18.5	248	263	11.1	12.3
Professional & commercial equipment & supplies . . . . .	4234	37.4	37.0	718	724	45.8	48.7
Metal & mineral (except petroleum) . . . . .	4235	10.5	10.3	146	151	7.6	8.3
Electrical goods . . . . .	4236	30.0	29.5	461	466	31.6	33.4
Hardware, & plumbing & heating equipment & supplies . . . . .	4237	19.0	19.1	217	222	9.9	10.7
Machinery, equipment, & supplies . . . . .	4238	60.4	59.4	688	689	32.7	34.9
Miscellaneous durable goods . . . . .	4239	34.8	34.6	326	330	13.4	14.4
Merchant wholesalers, nondurable goods . . . . .	424	134.6	132.9	2,294	2,289	104.8	109.5
Paper & paper product . . . . .	4241	12.5	12.2	201	201	9.5	9.8
Drugs & druggists' sundries . . . . .	4242	7.7	7.7	268	263	18.1	19.0
Apparel, piece goods & notions . . . . .	4243	16.4	16.0	190	200	9.3	10.0
Grocery & related product . . . . .	4244	34.3	33.9	764	764	31.0	32.2
Farm product raw material . . . . .	4245	7.0	6.8	64	64	2.3	2.3
Chemical & allied products . . . . .	4246	12.7	12.6	141	143	7.6	8.1
Petroleum & petroleum products . . . . .	4247	7.4	7.3	105	103	5.0	5.3
Beer, wine, and distilled alcoholic beverages . . . . .	4248	4.2	4.2	170	172	8.1	8.3
Miscellaneous nondurable goods . . . . .	4249	32.3	32.3	389	380	14.0	14.4
Wholesale electronic markets and agents and brokers . . . . .	425	46.5	51.0	294	314	12.4	14.1

Source: U.S. Census Bureau, "County Business Patterns." See <<http://www.census.gov/epcd/cbp/view/cbpview.html>>.

**Table 1005. Merchant Wholesale Trade Sales—Total and E-Commerce: 2006**

[3,908,987 represents \$3,908,987,000,000. Covers only businesses with paid employees. Excludes manufacturers' sales branches and offices. Based on the Annual Trade Survey, see Appendix III]

Kind of business	2002 NAICS code <sup>1</sup>	Value of sales (mil. dol.)		E-commerce as percent of total sales	Percent distribution of e-commerce sales
		Total	E-commerce		
<b>Merchant wholesalers, total</b> . . . . .	<b>42</b>	<b>3,908,987</b>	<b>613,245</b>	<b>15.7</b>	<b>100.0</b>
<b>Durable goods</b> . . . . .	<b>423</b>	<b>1,932,088</b>	<b>252,804</b>	<b>13.1</b>	<b>41.2</b>
Motor vehicles and motor vehicle parts and supplies . . . . .	4231	319,455	97,596	30.6	15.9
Furniture and home furnishings . . . . .	4232	65,765	6,757	10.3	1.1
Lumber and other construction materials . . . . .	4233	145,693	5,753	3.9	0.9
Professional & commercial equipment & supplies . . . . .	4234	323,555	64,076	19.8	10.4
Computer, peripheral equipment, and software . . . . .	42343	163,094	39,222	24.0	6.4
Metal and mineral (except petroleum) . . . . .	4235	157,749	2,277	1.4	0.4
Electrical goods . . . . .	4236	298,647	34,167	11.1	5.6
Hardware, and plumbing and heating equipment and supplies . . . . .	4237	91,724	(S)	(S)	(S)
Machinery, equipment and supplies . . . . .	4238	313,878	12,261	3.9	2.0
Miscellaneous durable goods . . . . .	4239	215,622	18,218	8.4	3.0
<b>Nondurable goods</b> . . . . .	<b>424</b>	<b>1,976,899</b>	<b>360,441</b>	<b>18.2</b>	<b>58.8</b>
Paper and paper products . . . . .	4241	92,399	12,727	13.8	2.1
Drugs and druggists' sundries . . . . .	4242	349,973	235,070	67.2	38.3
Apparel, piece goods and notions . . . . .	4243	122,449	26,749	21.8	4.4
Grocery and related products . . . . .	4244	450,754	40,435	9.0	6.6
Farm product raw materials . . . . .	4245	130,482	4,987	3.8	0.8
Chemical and allied products . . . . .	4246	92,760	4,479	4.8	0.7
Petroleum and petroleum products . . . . .	4247	436,216	9,840	2.3	1.6
Beer, wine, and distilled alcoholic beverages . . . . .	4248	96,403	4,108	4.3	0.7
Miscellaneous nondurable goods . . . . .	4249	205,463	22,046	10.7	3.6

S Figure does not meet publication standards. <sup>1</sup> North American Industry Classification System, 2002; see text, Section 15.

Source: U.S. Census Bureau, "E-Stats, 2006 E-commerce Multi-sector Report"; published 16 May 2008. See <<http://www.census.gov/eos/www/ebusiness614.htm>>.

**Table 1006. Merchant Wholesalers—Summary: 2000 to 2007**

[In billions of dollars (2,814.6 represents \$2,814,600,000,000), except ratios. Inventories and inventories/sales ratios, as of December, seasonally adjusted. Excludes manufacturers' sales branches and offices. Data reflect latest revision. Based on data from the Annual Wholesale Trade Survey and the Monthly Wholesale Trade Survey; see Appendix III]

Kind of business	2002 NAICS code <sup>1</sup>	2000	2002	2003	2004	2005	2006	2007
<b>SALES</b>								
<b>Merchant wholesalers</b> . . . . .	<b>42</b>	<b>2,814.6</b>	<b>2,835.5</b>	<b>2,962.3</b>	<b>3,296.5</b>	<b>3,585.6</b>	<b>3,909.0</b>	<b>4,244.0</b>
<b>Durable goods</b> . . . . .	<b>423</b>	<b>1,486.7</b>	<b>1,421.5</b>	<b>1,448.9</b>	<b>1,654.6</b>	<b>1,775.6</b>	<b>1,932.1</b>	<b>2,029.5</b>
Motor vehicles, parts and supplies . . . . .	4231	222.2	251.9	257.3	277.8	293.1	319.5	324.1
Furniture and home furnishings . . . . .	4232	52.7	53.5	54.8	58.3	60.9	65.8	69.3
Lumber and construction materials . . . . .	4233	87.2	95.1	105.7	128.6	140.9	145.7	127.0
Professional and commercial equipment . . . . .	4234	282.2	272.5	272.6	296.3	309.6	323.6	349.6
Computer, peripheral equipment and software . . . . .	42343	174.8	150.6	144.3	157.5	163.0	163.1	179.9
Metal and mineral (except petroleum) . . . . .	4235	93.8	81.7	81.4	121.2	136.9	157.7	164.7
Electrical and electronic goods . . . . .	4236	260.0	223.0	227.1	253.8	267.2	298.6	323.3
Hardware, plumbing and heating equipment . . . . .	4237	72.1	70.4	71.2	77.5	83.7	91.7	95.0
Machinery, equipment and supplies . . . . .	4238	256.1	227.8	230.8	260.2	288.6	313.9	338.3
Miscellaneous durable goods . . . . .	4239	160.3	145.6	148.0	181.0	194.7	215.6	238.4
<b>Nondurable goods</b> . . . . .	<b>424</b>	<b>1,327.9</b>	<b>1,414.0</b>	<b>1,513.3</b>	<b>1,641.9</b>	<b>1,810.0</b>	<b>1,976.9</b>	<b>2,214.5</b>
Paper and paper products . . . . .	4241	77.8	72.6	73.9	81.6	87.5	92.4	93.5
Drugs and druggists' sundries . . . . .	4242	176.0	245.6	273.5	296.6	329.0	350.0	362.8
Apparel, piece goods, and notions . . . . .	4243	96.5	105.8	104.4	108.4	112.8	122.4	128.3
Grocery and related products . . . . .	4244	374.7	385.9	405.3	409.7	428.6	450.8	510.3
Farm-product raw materials . . . . .	4245	102.7	103.4	115.1	123.0	118.3	130.5	182.8
Chemical and allied products . . . . .	4246	62.3	67.7	69.7	76.4	88.2	98.0	100.0
Petroleum and petroleum products . . . . .	4247	195.8	192.7	225.7	274.9	357.2	436.2	509.8
Beer, wine, and distilled beverages . . . . .	4248	71.3	79.2	82.2	85.6	90.4	96.4	104.0
Miscellaneous nondurable goods . . . . .	4249	170.9	161.1	163.4	185.7	198.1	205.5	222.9
<b>INVENTORIES</b>								
<b>Merchant wholesalers</b> . . . . .	<b>42</b>	<b>309.6</b>	<b>302.2</b>	<b>308.0</b>	<b>337.5</b>	<b>362.2</b>	<b>392.8</b>	<b>416.1</b>
<b>Durable goods</b> . . . . .	<b>423</b>	<b>199.2</b>	<b>183.3</b>	<b>186.1</b>	<b>211.4</b>	<b>227.5</b>	<b>247.5</b>	<b>250.5</b>
Motor vehicles, parts and supplies . . . . .	4231	28.8	29.9	31.3	33.0	36.4	38.3	39.7
Furniture and home furnishings . . . . .	4232	6.3	6.2	6.6	6.8	7.3	7.8	7.8
Lumber and construction materials . . . . .	4233	8.3	8.7	10.2	13.1	14.1	14.6	13.9
Professional and commercial equipment . . . . .	4234	27.7	24.6	24.6	26.5	27.4	29.6	30.2
Computer, peripheral equipment and software . . . . .	42343	12.1	9.0	9.5	10.2	10.3	10.6	10.6
Metal and mineral (except petroleum) . . . . .	4235	13.5	12.3	12.5	19.6	20.1	25.4	23.1
Electrical and electronic goods . . . . .	4236	31.1	25.2	24.5	26.8	28.3	31.7	32.7
Hardware, plumbing and heating equipment . . . . .	4237	11.6	11.3	11.4	12.7	13.6	14.7	15.3
Machinery, equipment and supplies . . . . .	4238	51.5	47.2	45.6	51.1	56.8	62.0	65.3
Miscellaneous durable goods . . . . .	4239	20.3	18.0	19.4	21.8	23.6	23.4	22.6
<b>Nondurable goods</b> . . . . .	<b>424</b>	<b>110.4</b>	<b>118.8</b>	<b>121.9</b>	<b>126.1</b>	<b>134.7</b>	<b>145.2</b>	<b>165.5</b>
Paper and paper products . . . . .	4241	6.6	5.3	5.3	6.0	6.5	6.7	6.9
Drugs and druggists' sundries . . . . .	4242	23.7	31.6	31.7	31.3	30.5	31.4	32.2
Apparel, piece goods, and notions . . . . .	4243	13.9	14.5	13.8	14.1	14.6	15.9	16.0
Grocery and related products . . . . .	4244	20.4	20.3	20.2	20.9	22.8	24.6	27.1
Farm-product raw materials . . . . .	4245	11.8	12.2	15.1	11.9	13.3	18.6	27.7
Chemical and allied products . . . . .	4246	6.1	6.8	6.8	7.5	8.3	8.5	9.4
Petroleum and petroleum products . . . . .	4247	5.2	6.1	6.6	9.5	11.9	12.5	15.9
Beer, wine, and distilled beverages . . . . .	4248	6.5	7.0	7.2	7.6	8.2	8.7	9.6
Miscellaneous nondurable goods . . . . .	4249	16.2	15.1	15.2	17.3	18.5	18.3	20.9
<b>INVENTORIES/SALES RATIO</b>								
<b>Merchant wholesalers</b> . . . . .	<b>42</b>	<b>1.32</b>	<b>1.28</b>	<b>1.25</b>	<b>1.23</b>	<b>1.21</b>	<b>1.21</b>	<b>1.18</b>
<b>Durable goods</b> . . . . .	<b>423</b>	<b>1.61</b>	<b>1.55</b>	<b>1.54</b>	<b>1.53</b>	<b>1.54</b>	<b>1.54</b>	<b>1.48</b>
Motor vehicles, parts and supplies . . . . .	4231	1.55	1.42	1.46	1.43	1.49	1.44	1.47
Furniture and home furnishings . . . . .	4232	1.44	1.40	1.44	1.41	1.44	1.41	1.35
Lumber and construction materials . . . . .	4233	1.15	1.10	1.16	1.22	1.20	1.20	1.31
Professional and commercial equipment . . . . .	4234	1.18	1.08	1.08	1.07	1.06	1.10	1.04
Computer, peripheral equipment and software . . . . .	42343	0.83	0.72	0.79	0.78	0.76	0.78	0.71
Metal and mineral (except petroleum) . . . . .	4235	1.73	1.81	1.84	1.94	1.76	1.94	1.68
Electrical and electronic goods . . . . .	4236	1.44	1.35	1.29	1.27	1.27	1.28	1.21
Hardware, plumbing and heating equipment . . . . .	4237	1.93	1.92	1.92	1.97	1.95	1.93	1.93
Machinery, equipment and supplies . . . . .	4238	2.41	2.48	2.37	2.36	2.36	2.37	2.32
Miscellaneous durable goods . . . . .	4239	1.52	1.48	1.58	1.45	1.46	1.30	1.14
<b>Nondurable goods</b> . . . . .	<b>424</b>	<b>1.00</b>	<b>1.01</b>	<b>0.97</b>	<b>0.92</b>	<b>0.89</b>	<b>0.88</b>	<b>0.90</b>
Paper and paper products . . . . .	4241	1.01	0.87	0.85	0.88	0.88	0.87	0.89
Drugs and druggists' sundries . . . . .	4242	1.62	1.54	1.39	1.27	1.11	1.08	1.07
Apparel, piece goods, and notions . . . . .	4243	1.73	1.64	1.58	1.56	1.56	1.56	1.50
Grocery and related products . . . . .	4244	0.65	0.63	0.60	0.61	0.64	0.66	0.64
Farm-product raw materials . . . . .	4245	1.37	1.42	1.58	1.16	1.35	1.71	1.82
Chemical and allied products . . . . .	4246	1.18	1.21	1.17	1.18	1.13	1.10	1.13
Petroleum and petroleum products . . . . .	4247	0.32	0.38	0.35	0.41	0.40	0.34	0.37
Beer, wine, and distilled beverages . . . . .	4248	1.09	1.05	1.05	1.07	1.09	1.08	1.11
Miscellaneous nondurable goods . . . . .	4249	1.13	1.13	1.11	1.12	1.12	1.07	1.13

<sup>1</sup> North American Industry Classification System, 2002; see text, Section 15.

Source: U.S. Census Bureau, "Annual Revision of Monthly Wholesale Distributors: Sales and Inventories: January 1992 Through January 2008" published 21 February 2008. See <<http://www.census.gov/mwts/www/mwtshist.html>>.

# Table 1007. Wholesale and Retail Trade—Establishments, Employees, and Payroll by State: 2000 and 2005

[6,112 represents 6,112,000. Covers establishments with payroll. Employees are for the week including March 12. Excludes most government employees, railroad employees, and self-employed persons. Kind-of-business classification for 2000 based on North American Industry Classification System (NAICS) 1997; data for 2005 based on NAICS 2002. See text, Section 15. For statement on methodology, see Appendix III]

State	Wholesale trade (NAICS 42)						Retail trade (NAICS 44, 45)					
	Number of establishments		Number of employees (1,000)		Annual payroll (mil. dol.)		Number of establishments		Number of employees (1,000)		Annual payroll (mil. dol.)	
	2000	2005	2000	2005	2000	2005	2000	2005	2000	2005	2000	2005
<b>U.S. . . . .</b>	<b>446,237</b>	<b>429,823</b>	<b>6,112</b>	<b>5,969</b>	<b>270,122</b>	<b>308,918</b>	<b>1,113,573</b>	<b>1,123,207</b>	<b>14,841</b>	<b>15,339</b>	<b>302,553</b>	<b>348,047</b>
AL . . . . .	6,132	5,533	82	78	2,892	3,259	19,723	19,451	230	238	4,074	4,846
AK . . . . .	752	736	7	8	2,811	386	2,733	2,675	33	35	790	912
AZ . . . . .	6,731	6,646	86	95	3,627	4,437	16,911	18,228	255	306	5,694	7,312
AR . . . . .	3,505	3,473	45	49	1,402	1,905	12,211	11,880	135	140	2,268	2,725
CA . . . . .	58,326	59,252	808	816	40,011	47,832	107,987	112,382	1,491	1,652	36,073	43,416
CO . . . . .	7,452	7,269	97	99	4,906	5,635	18,748	19,208	252	249	5,883	6,047
CT . . . . .	5,076	4,671	77	80	4,481	4,874	14,111	13,928	191	198	4,540	5,084
DE . . . . .	1,009	999	19	20	1,117	1,399	3,742	3,842	52	55	1,048	1,298
DC . . . . .	372	448	5	6	282	358	1,945	1,913	19	20	431	482
FL . . . . .	30,671	31,709	315	311	12,536	13,996	67,396	72,469	903	987	18,044	23,452
GA . . . . .	13,892	13,973	199	201	9,064	10,511	33,788	35,023	464	474	9,365	10,226
HI . . . . .	1,809	1,861	19	20	627	764	4,924	4,924	63	69	1,313	1,646
ID . . . . .	2,012	1,983	24	24	845	908	5,871	6,064	70	76	1,347	1,673
IL . . . . .	21,509	20,001	344	322	16,683	17,771	43,800	43,169	637	629	12,992	14,365
IN . . . . .	8,642	8,153	120	117	4,607	5,206	24,261	23,494	354	346	6,332	6,912
IA . . . . .	5,155	4,815	65	63	2,173	2,559	14,382	13,643	184	178	3,169	3,494
KS . . . . .	4,876	4,541	62	54	2,333	2,346	12,261	11,562	153	149	2,747	2,952
KY . . . . .	4,939	4,560	74	70	2,536	2,993	16,988	16,566	221	224	3,804	4,341
LA . . . . .	6,192	5,604	79	73	2,723	2,990	17,755	17,426	232	228	4,032	4,572
ME . . . . .	1,740	1,669	22	19	744	810	7,015	6,980	77	85	1,436	1,850
MD . . . . .	6,098	6,043	95	97	4,526	5,216	19,539	19,561	285	300	6,062	7,226
MA . . . . .	9,735	8,818	156	149	9,114	9,592	25,813	25,839	353	369	7,729	8,909
MI . . . . .	13,576	11,981	191	173	8,887	9,278	38,862	38,675	545	499	10,667	10,365
MN . . . . .	9,294	8,743	137	141	6,399	8,263	20,862	20,950	304	308	5,980	7,064
MS . . . . .	3,116	2,853	40	35	1,222	1,308	12,794	12,429	141	140	2,384	2,693
MO . . . . .	9,072	8,276	146	130	5,458	5,291	23,911	23,507	318	322	6,258	6,781
MT . . . . .	1,537	1,491	15	14	433	488	5,101	5,192	52	56	920	1,165
NE . . . . .	3,061	2,905	41	38	1,346	1,626	8,248	8,080	110	107	1,895	2,134
NV . . . . .	2,556	2,812	31	36	1,238	1,727	6,940	8,006	108	136	2,533	3,583
NH . . . . .	2,105	2,018	25	25	1,184	1,383	6,545	6,687	93	100	1,930	2,359
NJ . . . . .	17,157	16,347	279	274	14,724	17,376	34,841	35,263	439	455	9,897	11,303
NM . . . . .	2,162	1,960	22	21	753	824	7,249	7,232	91	95	1,745	2,132
NY . . . . .	36,606	35,437	422	409	20,941	22,825	75,500	78,134	844	878	18,116	21,140
NC . . . . .	12,364	11,866	173	164	7,153	7,795	35,785	35,875	450	450	8,739	9,707
ND . . . . .	1,543	1,452	18	17	532	668	3,435	3,435	42	44	719	854
OH . . . . .	16,646	15,545	261	238	10,437	11,276	42,708	40,949	644	621	11,903	12,466
OK . . . . .	5,005	4,616	62	56	2,126	2,312	14,147	13,727	168	169	2,913	3,350
OR . . . . .	5,836	5,637	79	76	3,266	3,630	14,256	14,488	193	199	4,126	4,709
PA . . . . .	16,796	15,890	243	239	10,287	11,945	48,518	47,223	668	669	12,556	14,205
RI . . . . .	1,530	1,419	21	18	768	857	4,342	4,201	53	55	1,149	1,284
SC . . . . .	5,091	4,795	65	64	2,353	2,823	18,619	18,590	224	221	4,083	4,511
SD . . . . .	1,390	1,278	16	14	472	521	4,181	4,282	50	50	879	982
TN . . . . .	8,006	7,336	127	116	4,848	5,574	24,624	23,798	311	320	5,908	6,875
TX . . . . .	32,631	31,133	458	450	20,176	23,894	74,758	76,335	1,021	1,081	21,846	24,318
UT . . . . .	3,294	3,434	44	46	1,583	2,010	7,952	8,454	124	130	2,455	2,840
VT . . . . .	889	875	11	10	401	445	3,974	3,905	38	41	750	930
VA . . . . .	7,893	7,790	110	111	4,651	5,583	28,794	29,335	399	424	7,949	9,552
WA . . . . .	9,869	9,494	125	128	5,412	6,385	22,700	22,791	313	321	7,181	8,064
WV . . . . .	1,869	1,641	22	21	698	786	7,788	7,243	92	92	1,493	1,659
WI . . . . .	7,928	7,272	119	124	4,636	5,991	21,354	21,219	322	317	5,891	6,626
WY . . . . .	790	770	7	7	229	289	2,881	2,975	28	30	515	655

Source: U.S. Census Bureau, "County Business Patterns." See <<http://www.census.gov/epcd/cbp/view/cbpview.html>>.

# Table 1008. Retail Trade—Establishments, Employees, and Payroll: 2000 and 2005

[1,113.6 represents 1,113,600. Covers establishments with payroll. Employees are for the week including March 12. Most government employees are excluded. For statement on methodology, see Appendix III]

Kind of business	NAICS code <sup>1</sup>	Establishments (1,000)		Employees (1,000)		Payroll (bil. dol.)	
		2000	2005	2000	2005	2000	2005
<b>Retail trade, total</b> . . . . .	<b>44–45</b>	<b>1,113.6</b>	<b>1,123.2</b>	<b>14,841</b>	<b>15,339</b>	<b>302.6</b>	<b>348.0</b>
Motor vehicle & parts dealers . . . . .	441	124.5	128.6	1,866	1,948	63.9	73.3
Automobile dealers . . . . .	4411	50.9	52.4	1,222	1,290	47.8	54.7
New car dealers . . . . .	44111	26.2	26.2	1,112	1,167	44.8	50.8
Used car dealers . . . . .	44112	24.7	26.2	110	123	3.1	3.9
Other motor vehicle dealers . . . . .	4412	14.5	16.8	127	164	3.8	5.7
Automotive parts, accessories, & tire stores . . . . .	4413	59.1	59.4	517	494	12.2	13.0
Furniture & home furnishings stores . . . . .	442	64.8	66.4	549	576	13.4	15.3
Furniture stores . . . . .	4421	29.7	29.3	284	280	7.5	8.3
Home furnishings stores . . . . .	4422	35.1	37.1	265	296	5.9	7.0
Floor covering stores . . . . .	44221	15.8	14.9	103	98	3.2	3.4
Electronics & appliance stores <sup>2</sup> . . . . .	443	45.6	50.2	407	469	11.2	12.1
Appliance, TV, & other electronics stores . . . . .	44311	29.6	36.8	279	362	6.6	9.2
Household appliance stores . . . . .	443111	9.8	9.5	62	69	1.5	2.0
Radio, television, and other electronics stores . . . . .	443112	19.8	27.2	217	293	5.1	7.2
Computer & software stores . . . . .	44312	12.9	11.0	106	91	4.2	2.6
Bldg. material & garden equip. & supp. dealers . . . . .	444	91.9	87.1	1,235	1,263	32.5	35.8
Building material & supplies dealers <sup>2</sup> . . . . .	4441	70.9	66.4	1,055	1,089	28.4	31.4
Home centers . . . . .	44411	4.4	5.9	351	492	7.6	11.1
Hardware stores . . . . .	44413	15.0	14.3	146	142	2.5	2.9
Lawn & garden equip. & supplies stores . . . . .	4442	21.0	20.7	180	173	4.0	4.3
Nursery and garden centers . . . . .	44422	16.5	16.5	152	147	3.4	3.6
Food & beverage stores . . . . .	445	154.5	153.4	3,004	2,938	48.4	53.0
Grocery stores . . . . .	4451	98.3	95.9	2,717	2,643	44.0	47.9
Supermarkets & other grocery (except convenience) stores . . . . .	44511	68.8	67.3	2,544	2,495	41.8	45.7
Convenience stores . . . . .	44512	29.5	28.7	173	147	2.2	2.1
Specialty food stores . . . . .	4452	27.8	27.5	154	158	2.4	2.6
Beer, wine, & liquor stores <sup>3</sup> . . . . .	4453	28.5	29.9	134	138	2.1	2.5
Health & personal care stores <sup>2</sup> . . . . .	446	81.2	84.9	914	1,037	19.3	25.5
Pharmacies & drug stores . . . . .	44611	40.6	40.5	680	777	14.5	19.4
Cosmetics, beauty supplies, & perfume stores . . . . .	44612	9.6	12.9	61	89	0.8	1.4
Optical goods stores . . . . .	44613	14.3	12.2	74	64	1.7	1.6
Gasoline stations . . . . .	447	119.6	117.2	937	909	13.3	14.6
Gasoline stations with convenience stores . . . . .	44711	80.5	92.5	653	717	8.9	10.9
Other gasoline stations . . . . .	44719	39.1	24.7	284	191	4.4	3.7
Clothing & clothing accessories stores . . . . .	448	150.9	150.6	1,369	1,556	20.2	25.0
Clothing stores <sup>2</sup> . . . . .	4481	90.0	93.1	1,015	1,201	13.7	17.5
Men's clothing stores . . . . .	44811	10.7	8.7	85	65	1.6	1.4
Women's clothing stores . . . . .	44812	35.6	33.7	302	328	3.9	4.7
Children's & infants' clothing stores . . . . .	44813	5.6	6.3	59	73	0.7	0.9
Family clothing stores . . . . .	44814	20.6	24.7	453	612	5.9	8.5
Shoe stores . . . . .	4482	29.7	26.4	185	184	2.6	3.1
Jewelry, luggage, & leather goods stores . . . . .	4483	31.3	31.1	168	171	3.9	4.4
Jewelry stores . . . . .	44831	29.3	29.6	156	163	3.6	4.1
Sporting goods, hobby, book, & music stores . . . . .	451	65.0	61.4	616	631	8.8	9.7
Sporting goods/hobby/musical instrument stores <sup>2</sup> . . . . .	4511	43.6	43.1	389	429	6.0	7.1
Sporting goods stores . . . . .	45111	22.6	23.2	185	210	2.9	3.8
Hobby, toy, and game stores . . . . .	45112	10.9	9.6	131	133	1.8	2.0
Book, periodical, & music stores <sup>2</sup> . . . . .	4512	21.4	18.2	228	202	2.8	2.6
Book stores . . . . .	451211	11.7	11.1	142	136	1.7	1.8
Prerecorded tape, CD, & record stores . . . . .	45122	7.7	5.5	76	57	0.9	0.7
General merchandise stores . . . . .	452	39.6	45.9	2,526	2,671	39.8	50.2
Department stores . . . . .	4521	10.4	9.6	1,766	1,444	27.2	26.4
Other general merchandise stores . . . . .	4529	29.2	36.3	760	1,227	12.6	23.8
Warehouse clubs & superstores . . . . .	45291	2.0	3.1	478	925	8.7	19.6
All other general merchandise stores . . . . .	45299	27.2	33.2	283	302	3.8	4.2
Miscellaneous store retailers <sup>2</sup> . . . . .	453	131.0	128.0	850	820	13.8	14.6
Florists . . . . .	4531	24.2	21.1	122	102	1.6	1.5
Office supplies, stationery, and gift stores . . . . .	4532	43.0	42.7	350	323	5.2	5.3
Office supplies and stationery stores . . . . .	45321	8.6	9.5	135	123	2.7	2.7
Gift, novelty, and souvenir stores . . . . .	45322	34.4	33.2	215	201	2.5	2.6
Used merchandise stores . . . . .	4533	17.5	18.1	114	128	1.6	2.0
Other miscellaneous store retailers . . . . .	4539	46.4	46.0	264	266	5.4	5.9
Pet and pet supplies stores . . . . .	45391	8.1	8.3	68	90	0.9	1.3
Nonstore retailers <sup>2</sup> . . . . .	454	44.8	49.7	567	521	18.1	18.9
Electronic shopping & mail-order houses . . . . .	4541	11.8	15.9	277	254	10.4	10.4
Direct selling establishments . . . . .	4543	26.8	28.3	223	214	6.1	7.1
Fuel dealers . . . . .	45431	11.8	10.6	106	99	3.1	3.4

<sup>1</sup> Data for 2000 based on North American Industry Classification System 1997; 2005 data based on NAICS 2002. See text, Section 15. <sup>2</sup> Includes other kinds of business not shown separately. <sup>3</sup> Includes government employees.

Source: U.S. Census Bureau, "County Business Patterns." See <<http://www.census.gov/epcd/cbp/view/cbpview.html>>.



**Table 1009. Retail Trade and Food Services—Sales by Kind of Business: 2000 to 2007**

[In billions of dollars (3,294.2 represents \$3,294,200,000,000)]

Kind of business	2002 NAICS code <sup>1</sup>	2000	2001	2002	2003	2004	2005	2006	2007
		<b>Retail &amp; food services sales, total</b> . . . . .	<b>44, 45, 722</b>	<b>3,294.2</b>	<b>3,385.6</b>	<b>3,466.1</b>	<b>3,615.2</b>	<b>3,846.3</b>	<b>4,081.7</b>
<b>Retail sales, total</b> . . . . .	<b>44, 45</b>	<b>2,988.8</b>	<b>3,067.7</b>	<b>3,134.3</b>	<b>3,265.5</b>	<b>3,474.3</b>	<b>3,688.1</b>	<b>3,887.4</b>	<b>4,040.4</b>
GAFO, total . . . . .		863.9	883.9	913.9	948.2	1,007.2	1,062.4	1,120.1	1,162.7
Motor vehicle and parts dealers . . . . .	441	797.6	816.9	820.3	841.2	864.5	886.0	898.6	919.3
Automobile and other motor vehicle dealers . . . . .	4411, 4412	733.9	755.6	757.4	776.6	797.3	814.8	824.5	843.2
Automobile dealers . . . . .	4411	688.7	708.6	707.7	721.0	734.7	748.1	755.7	771.3
New car dealers . . . . .	44111	630.1	649.4	645.8	656.9	665.9	675.4	675.4	681.5
Used car dealers . . . . .	44112	58.6	59.2	61.9	64.1	68.8	72.7	80.2	89.8
Automotive parts, accessories, and tire stores . . . . .	4413	63.7	61.3	62.9	64.6	67.2	71.2	74.1	76.1
Furniture, home furnishings, electronics and appliance stores . . . . .	442, 443	173.7	172.0	178.5	184.5	200.1	213.4	226.0	230.0
Furniture and home furnishings stores . . . . .	442	91.3	91.6	94.6	97.5	105.3	111.8	117.7	118.7
Furniture stores . . . . .	4421	50.7	50.6	51.3	52.1	56.5	59.8	61.9	62.7
Home furnishings stores . . . . .	4422	40.6	41.0	43.3	45.5	48.8	51.9	55.7	55.9
Electronics and appliance stores <sup>3</sup> . . . . .	443	82.4	80.4	83.9	87.0	94.8	101.6	108.4	111.4
Appliance, television, and other electronics stores . . . . .	44311	58.3	60.2	63.3	66.1	72.2	77.6	83.1	85.4
Household appliance stores . . . . .	443111	12.6	13.5	14.2	14.5	15.7	17.0	18.1	18.1
Radio, television, and other electronics stores . . . . .	443112	45.6	46.8	49.1	51.6	56.5	60.5	65.1	67.3
Computer and software stores . . . . .	44312	20.7	16.9	17.3	17.5	19.1	20.5	21.7	22.4
Building materials, garden equipment & supply stores . . . . .	444	229.3	239.7	248.9	265.1	298.8	327.2	344.7	337.2
Building materials & supply dealers . . . . .	4441	197.9	207.3	217.4	232.0	263.6	290.4	306.9	295.8
Hardware stores . . . . .	44413	16.2	16.6	17.0	17.6	18.1	18.6	19.4	20.9
Food and beverage stores <sup>3</sup> . . . . .	445	445.7	463.3	465.8	477.1	495.0	515.0	533.8	560.6
Grocery stores . . . . .	4451	403.0	418.6	420.3	430.0	444.6	462.6	477.7	501.1
Beer, wine, and liquor stores . . . . .	4453	28.7	29.8	30.1	30.7	32.4	33.9	36.7	39.6
Health and personal care stores . . . . .	446	155.4	166.7	180.1	192.2	198.9	209.0	224.8	237.4
Pharmacies and drug stores . . . . .	44611	130.9	141.8	153.9	164.6	167.2	175.8	189.1	198.4
Gasoline stations . . . . .	447	250.0	251.5	250.8	273.6	320.4	373.9	416.2	445.2
Clothing and clothing accessories stores <sup>3</sup> . . . . .	448	168.0	167.6	172.6	178.8	190.1	201.5	214.9	224.7
Clothing stores . . . . .	4481	118.2	119.3	123.0	128.3	137.1	146.1	156.2	165.1
Women's clothing stores . . . . .	44812	31.5	31.5	31.3	32.5	34.7	36.8	39.1	40.4
Family clothing stores . . . . .	44814	58.9	60.2	64.3	67.3	72.0	77.4	82.0	85.3
Shoe stores . . . . .	4482	22.9	22.9	23.2	23.2	23.7	25.3	26.7	26.5
Jewelry stores . . . . .	44831	25.0	23.7	24.8	25.5	27.5	28.2	29.9	30.7
Sporting goods, hobby, book, & music stores . . . . .	451	76.1	77.1	77.0	77.3	80.1	81.8	84.8	87.3
Sporting goods stores . . . . .	45111	25.4	26.3	26.3	27.2	28.9	30.9	34.3	37.1
Book stores . . . . .	451211	14.9	15.1	15.5	16.2	16.8	16.9	16.7	17.0
General merchandise stores . . . . .	452	404.3	427.6	446.6	468.7	497.2	525.2	552.1	576.4
Department stores (excl. L.D.) <sup>4</sup> . . . . .	4521	232.5	228.4	220.7	214.4	215.7	214.3	212.7	209.9
Department stores (incl. L.D.) <sup>4</sup> . . . . .	4521	239.9	235.6	227.8	214.0	222.0	220.7	219.0	215.7
Other general merchandise stores . . . . .	4529	171.9	199.2	225.9	254.3	281.5	310.9	339.4	366.5
Warehouse clubs and superstores . . . . .	45291	139.6	164.7	191.3	216.3	242.4	270.2	296.7	323.3
Miscellaneous store retailers . . . . .	453	108.1	104.4	104.2	103.1	105.3	108.4	115.8	118.8
Nonstore retailers <sup>3</sup> . . . . .	454	180.7	180.8	189.5	203.9	224.0	246.7	275.7	303.4
Electronic shopping & mail order houses . . . . .	4541	113.9	114.8	122.3	131.2	147.2	164.3	190.9	210.4
Fuel dealers . . . . .	45431	26.7	26.1	24.0	29.0	31.9	37.0	39.3	46.2
<b>Food services and drinking places<sup>5</sup></b> . . . . .	<b>722</b>	<b>305.5</b>	<b>317.9</b>	<b>331.8</b>	<b>349.7</b>	<b>372.0</b>	<b>393.6</b>	<b>420.4</b>	<b>442.3</b>

<sup>1</sup> North American Industry Classification System, 2002; see text, Section 15. <sup>2</sup> GAFO (General Merchandise, Apparel, Furniture, and Office Supplies) represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. <sup>3</sup> Includes other kinds of business not shown separately. <sup>4</sup> L.D. represents leased departments. <sup>5</sup> See also Table 1241.

Source: U.S. Census Bureau, *Current Business Reports, Annual Revision of Monthly Retail and Food Services: Sales and Inventories—January 1992 Through March 2008*, Series BR/06-A.

**Table 1010. Retail Trade Corporations—Sales, Net Profit, and Profit Per Dollar of Sales: 2006 and 2007**

[Represents North American Industry Classification System, 2007 (NAICS) groups 44 and 45. Profit rates are averages of quarterly figures at annual rates. Covers corporations with assets of \$50,000,000 or more]

Item	Unit	Total retail trade		Food & beverage stores (NAICS 445)		Clothing & general merchandise stores (NAICS 448 and 452)		All other retail stores	
		2006	2007	2006	2007	2006	2007	2006	2007
		Sales . . . . .	Bil. dol. . .	1,972	2,059	373	380	711	740
Net profit:									
Before income taxes . . . . .	Bil. dol. . .	93.7	93.0	8.9	12.4	44.3	43.4	40.5	37.1
After income taxes . . . . .	Bil. dol. . .	62.9	61.6	6.0	9.2	29.3	28.2	27.6	24.2
Profits per dollar of sales:									
Before income taxes . . . . .	Cents . . .	10.2	9.5	6.3	9.1	11.3	10.5	10.6	8.6
After income taxes . . . . .	Cents . . .	6.8	6.3	4.3	6.7	7.4	6.8	7.2	5.6
Profits on stockholders' equity:									
Before income taxes . . . . .	Percent. . .	24.1	22.5	19.3	26.8	24.7	24.0	24.8	20.0
After income taxes . . . . .	Percent. . .	16.2	14.9	13.0	19.8	16.3	15.6	16.9	13.1

Source: U.S. Census Bureau, *Quarterly Financial Report for Manufacturing, Mining and Trade Corporations*, annual. See <<http://www.census.gov/csd/qfr/>>.



**Table 1011. Retail Trade and Food Services—Estimated Per Capita Sales by Selected Kinds of Business: 2000 to 2007**

[In dollars. As of Dec. 31. Based on estimated resident population estimates as of July. For statement on methodology, see Appendix III]

Kind of business	2002 NAICS code <sup>1</sup>	2000	2001	2002	2003	2004	2005	2006	2007
		<b>Retail and food service sales . . . . .</b>	<b>44–45,722</b>	<b>11,674</b>	<b>11,875</b>	<b>12,040</b>	<b>12,447</b>	<b>13,119</b>	<b>13,794</b>
<b>Retail sales, total . . . . .</b>	<b>44–45</b>	<b>10,591</b>	<b>10,760</b>	<b>10,887</b>	<b>11,243</b>	<b>11,850</b>	<b>12,464</b>	<b>13,012</b>	<b>13,396</b>
<i>Total (excluding motor vehicle and parts dealers) . . . . .</i>	<i>44–45, ex 441</i>	<i>7,765</i>	<i>7,894</i>	<i>8,038</i>	<i>8,347</i>	<i>8,901</i>	<i>9,470</i>	<i>10,004</i>	<i>10,348</i>
Motor vehicle and parts dealers . . . . .	441	2,826	2,865	2,849	2,896	2,949	2,994	3,008	3,048
Furniture and home furnishings stores . . . . .	442	324	321	329	336	359	378	394	393
Electronics and appliance stores . . . . .	443	292	282	291	299	323	343	363	369
Building material and garden equipment and supplies dealers . . . . .	444	813	841	865	913	1,019	1,106	1,154	1,118
Food and beverage stores . . . . .	445	1,579	1,625	1,618	1,643	1,688	1,740	1,787	1,859
Health and personal care stores . . . . .	446	551	585	626	662	679	706	752	787
Gasoline stations . . . . .	447	886	882	871	942	1,093	1,263	1,393	1,476
Clothing and clothing accessories stores . . . . .	448	595	588	600	616	648	681	719	745
Sporting goods, hobby, book, and music stores . . . . .	451	270	271	267	266	273	276	284	290
General merchandise stores . . . . .	452	1,433	1,500	1,551	1,614	1,696	1,775	1,848	1,911
Miscellaneous store retailers . . . . .	453	383	366	362	355	359	366	388	394
Nonstore retailers . . . . .	454	640	634	658	702	764	834	923	1,006
<b>Food services and drinking places . . .</b>	<b>722</b>	<b>1,082</b>	<b>1,115</b>	<b>1,153</b>	<b>1,204</b>	<b>1,269</b>	<b>1,330</b>	<b>1,407</b>	<b>1,466</b>

<sup>1</sup> North American Industry Classification System, 2002; see text, Section 15.

Source: U.S. Census Bureau, unpublished data.

**Table 1012. Retail Trade—Merchandise Inventories and Inventory/Sales Ratio by Kind of Business: 2000 to 2007**

[Inventories in billions of dollars (401.3 represents \$401,300,000,000). As of Dec. 31. Estimates exclude food services. Includes warehouses. Adjusted for seasonal variations. Sales data also adjusted for holiday and trading-day differences. Based on data from the Monthly Retail Trade Survey, Annual Retail Trade Survey, and administrative records; see Appendix III. Data have been adjusted using results of the 2002 Economic Census]

Kind of business	2002 NAICS code <sup>1</sup>	Inventories				Inventory/sales ratio			
		2000	2005	2006	2007	2000	2005	2006	2007
<b>Total<sup>2</sup> . . . . .</b>	<b>44–45</b>	<b>401.3</b>	<b>465.9</b>	<b>482.2</b>	<b>501.2</b>	<b>1.62</b>	<b>1.51</b>	<b>1.49</b>	<b>1.47</b>
<i>Excluding motor vehicle and parts dealers . . . . .</i>	<i>44–45, ex 441</i>	<i>269.7</i>	<i>310.4</i>	<i>325.7</i>	<i>343.6</i>	<i>1.49</i>	<i>1.33</i>	<i>1.33</i>	<i>1.30</i>
Motor vehicle and parts dealers . . . . .	441	131.7	155.5	156.5	157.6	2.01	2.08	2.00	2.09
Furniture, home furnishings, electronics, and appliance stores . . . . .	442,443	25.4	30.8	31.6	33.1	1.85	1.72	1.67	1.75
Building material and garden equipment and supplies dealers . . . . .	444	33.4	44.6	46.3	49.4	1.76	1.65	1.71	1.82
Food and beverage stores . . . . .	445	32.9	34.9	35.8	36.6	0.85	0.78	0.77	0.76
Clothing and clothing accessories stores . . . . .	448	34.0	40.1	44.3	47.3	2.61	2.52	2.58	2.56
General merchandise stores . . . . .	452	60.4	69.6	72.0	76.2	1.87	1.64	1.61	1.57
Department stores . . . . .	4521	39.5	35.0	35.1	37.0	2.17	2.11	2.11	2.14

<sup>1</sup> North American Industry Classification System, 2002; see text, Section 15. <sup>2</sup> Includes kind of business not shown separately.

Source: U.S. Census Bureau, "Annual Revision of Monthly Retail and Food Services: Sales and Inventories—January 1992 Through March 2008"; published 30 April 2008. See <<http://www.census.gov/mrts/www/annrev08.html>>.

**Table 1013. Retail Trade Sales—Total and E-Commerce by Kind of Business: 2006**

[3,887,363 represents \$3,887,363,000,000. Covers retailers with and without payroll. Based on the Annual Retail Trade Survey; see Appendix III]

Kind of business	2002 NAICS code <sup>1</sup>	Value of sales (mil. dol.)		E-commerce as percent of total sales	Percent distribution of E-commerce sales
		Total	E-commerce		
<b>Retail trade, total<sup>2</sup> . . . . .</b>	<b>44–45</b>	<b>3,887,363</b>	<b>106,583</b>	<b>2.7</b>	<b>100.0</b>
Motor vehicle and parts dealers . . . . .	441	898,624	20,004	2.2	18.8
Furniture and home furnishings stores . . . . .	442	117,659	642	0.5	0.6
Electronics and appliance stores . . . . .	443	108,362	1,213	1.1	1.1
Food and beverage stores . . . . .	445	533,779	752	0.1	0.7
Clothing and clothing accessories stores . . . . .	448	214,876	2,077	1.0	1.9
Sporting goods, hobby, book, and music stores . . . . .	451	84,772	1,502	1.8	1.4
Miscellaneous store retailers . . . . .	453	115,802	1,691	1.5	1.6
Nonstore retailers . . . . .	454	275,654	77,641	28.2	72.8
Electronic shopping and mail-order houses . . . . .	45411	190,865	75,230	39.4	70.6

<sup>1</sup> North American Industry Classification System, 2002; see text, Section 15. <sup>2</sup> Includes other kinds of business not shown separately.

Source: U.S. Census Bureau, "E-Stats, 2006 E-commerce Multi-sector Report"; published 16 May 2008. See <<http://www.census.gov/eos/www/ebusiness614.htm>>.

**Table 1014. Electronic Shopping and Mail-Order Houses—Total and E-Commerce Sales by Merchandise Line: 2005 and 2006**

[164,345 represents \$164,345,000,000. Represents NAICS code 454110, which comprises establishments primarily engaged in retailing all types of merchandise using nonstore means, such as catalogs, toll-free telephone numbers, or electronic media, such as interactive television or computer. Covers businesses with and without paid employees. Based on the Annual Retail Survey; see Appendix III]

Merchandise line	Value of sales, total, 2005 (mil. dol.)	2006				
		Value of sales (mil. dol.)		E-commerce as percent of total sales	Percent distribution	
		Total	E-commerce		Total	E-commerce
<b>Total</b> . . . . .	<b>164,345</b>	<b>190,865</b>	<b>75,230</b>	<b>39.4</b>	<b>100.0</b>	<b>100.0</b>
Books and magazines . . . . .	5,729	6,306	(S)	(S)	3.3	(S)
Clothing and clothing accessories (includes footwear) . . . . .	17,109	19,290	11,752	60.9	10.1	15.6
Computer hardware . . . . .	19,998	20,664	8,915	43.1	10.8	11.9
Computer software . . . . .	3,931	4,265	2,218	52.0	2.2	2.9
Drugs, health aids, beauty aids . . . . .	45,734	59,641	4,238	7.1	31.2	5.6
Electronics and appliances . . . . .	8,749	10,074	6,987	69.4	5.3	9.3
Food, beer, and wine . . . . .	2,944	3,448	1,729	50.1	1.8	2.3
Furniture and home furnishings . . . . .	9,838	11,407	7,028	61.6	6.0	9.3
Music and videos . . . . .	3,824	4,436	3,141	70.8	2.3	4.2
Office equipment and supplies . . . . .	6,858	7,860	4,869	61.9	4.1	6.5
Sporting goods . . . . .	3,872	4,201	2,422	57.7	2.2	3.2
Toys, hobby goods, and games . . . . .	3,724	3,697	1,891	51.1	1.9	2.5
Other merchandise <sup>1</sup> . . . . .	24,451	26,476	11,123	42.0	13.9	14.8
Nonmerchandise receipts <sup>2</sup> . . . . .	7,584	9,100	5,392	59.3	4.8	7.2

S Figure does not meet publication standards. <sup>1</sup> Includes other merchandise such as jewelry, collectibles, souvenirs, auto parts and accessories, hardware, and lawn and garden equipment and supplies. <sup>2</sup> Includes nonmerchandise receipts such as auction commissions, shipping and handling, customer training, customer support, and advertising.

Source: U.S. Census Bureau, "E-Stats, 2006 E-commerce Multi-sector Report"; published 16 May 2008. See <<http://www.census.gov/eos/www/ebusiness614.htm>>.

**Table 1015. Projected Online Retail Sales: 2007 to 2012**

[In billions of dollars (174.5 represents \$174,500,000,000)]

Online product or service	2007	2008	2009	2010	2011	2012
<b>Retail trade, total</b> <sup>1</sup> . . . . .	<b>174.5</b>	<b>204.0</b>	<b>235.4</b>	<b>267.8</b>	<b>301.0</b>	<b>334.7</b>
Apparel/accessories/footwear . . . . .	22.7	26.6	30.5	34.4	38.2	41.8
Appliances/tools . . . . .	7.5	9.0	10.7	12.6	14.6	16.9
Auto/auto parts . . . . .	16.8	19.3	21.9	24.8	27.8	30.9
Computer hardware/software . . . . .	20.7	23.9	27.1	30.4	33.7	37.1
Consumer electronics . . . . .	13.5	16.3	19.4	22.6	26.0	29.5
Food/beverages/groceries . . . . .	6.2	7.3	8.7	10.2	11.9	13.7
Home furnishings . . . . .	12.3	14.8	17.6	20.5	23.6	26.7
Music/videos . . . . .	8.2	8.9	9.8	10.5	11.1	11.7

<sup>1</sup> Excludes travel. Includes other products/services not shown separately.

Source: Forrester Research, Inc., Cambridge, MA, *US eCommerce Forecast: 2008 To 2012*, January 18, 2008 (copyright).

**Table 1016. Online Retail Spending, 2001 to 2007, and Projections, 2008**

[31.0 represents \$31,000,000,000]

Category	Online retail spending (bil. dol.)					Percentage of total retail spending by category				
	2001	2005	2006	2007	2008, proj.	2001	2005	2006	2007	2008, proj.
<b>Total</b> . . . . .	<b>31.0</b>	<b>83.6</b>	<b>108.1</b>	<b>128.1</b>	<b>147.6</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>
Computer hardware and software . . . . .	11.0	18.1	21.2	24.1	26.7	26.4	36.1	40.0	43.2	45.8
Consumer electronics . . . . .	1.5	4.7	6.8	8.4	10.0	3.3	7.8	10.0	11.3	12.8
Books, music, and videos . . . . .	3.8	7.5	9.0	9.8	11.1	7.7	13.3	15.3	16.3	17.8
Tickets . . . . .	1.8	4.6	5.5	6.3	6.8	6.9	15.4	17.5	19.1	19.6
Consumer health . . . . .	0.4	2.6	3.4	4.2	5.3	0.5	2.4	3.1	3.8	4.5
Apparel, accessories, footwear and jewelry . . . . .	4.7	14.0	19.1	23.2	27.1	1.6	4.2	5.4	6.3	7.1
Grocery and pet food . . . . .	0.8	4.1	5.6	7.4	9.1	0.1	0.6	0.8	1.1	1.2
Toys and video games . . . . .	1.0	2.9	4.1	5.2	5.9	3.2	8.4	11.1	12.7	14.5
Sporting goods . . . . .	0.7	2.0	2.3	2.5	2.8	2.9	7.9	9.0	9.5	10.2
Flowers and specialty gifts . . . . .	1.2	3.1	3.9	4.3	4.9	2.3	5.6	6.8	7.5	8.3
Home . . . . .	1.8	10.0	15.0	18.8	22.7	0.5	2.0	2.9	3.6	4.1
Office products . . . . .	0.6	3.2	4.1	4.7	5.1	2.0	9.0	10.8	11.7	12.8
Other . . . . .	1.8	6.7	8.1	9.1	10.1	(NA)	(NA)	(NA)	(NA)	(NA)

NA Not available.

Source: Jupiter Research, Inc., New York, NY, unpublished data (copyright).

**Table 1017. Retail Trade—Nonemployer Establishments and Receipts by Kind of Business: 2000 to 2005**

[1,743 represents 1,743,000. Includes only firms subject to federal income tax. Nonemployers are businesses with no paid employees. Data for 2000 based on the North American Industry Classification System (NAICS), 1997; beginning 2004, based on NAICS 2002, see text, Section 15]

Kind of business	NAICS code	Establishments (1,000)			Receipts (mil. dol.)		
		2000	2004	2005	2000	2004	2005
<b>Retail trade, total</b> <sup>1</sup>	<b>44-45</b>	<b>1,743</b>	<b>1,893</b>	<b>1,881</b>	<b>73,810</b>	<b>82,916</b>	<b>83,599</b>
Motor vehicle & parts dealers	441	122	145	147	17,355	20,097	20,072
Used car dealers	44112	74	85	85	13,255	14,739	14,574
Motorcycle & boat & other MV dealers	44122	21	28	28	1,969	2,644	2,691
Automotive parts, accessories, & tire stores	4413	25	29	30	1,872	2,353	2,402
Furniture & home furnishings stores	442	37	43	41	2,574	3,049	3,088
Bldg. material & garden equip. & supp. dealers	444	28	32	31	2,182	2,603	2,710
Building material & supplies dealers	4441	20	24	23	1,677	2,044	2,141
Food & beverage stores	445	82	89	89	8,493	8,951	9,027
Grocery stores	4451	39	40	39	4,609	4,567	4,518
Specialty food stores	4452	33	39	39	2,135	2,522	2,584
Health & personal care stores	446	92	118	114	1,915	2,487	2,510
Clothing & clothing accessories stores	448	89	106	109	4,464	5,023	5,231
Clothing stores	4481	60	70	73	2,718	3,067	3,239
Sporting goods, hobby, book, & music stores	451	96	95	93	3,761	3,873	3,882
Miscellaneous store retailers	453	339	325	313	12,963	13,719	13,625
Gift, novelty, & souvenir stores	45322	73	72	68	2,104	2,172	2,095
Nonstore retailers	454	792	867	873	15,401	18,218	18,608
Electronic shopping & mail-order houses	4541	49	67	73	1,391	2,310	2,587
Direct selling establishments	4543	708	769	771	13,047	15,002	15,144

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

Source: U.S. Census Bureau, "Nonemployer Statistics." See <<http://www.census.gov/epcd/nonemployer/>>.

**Table 1018. Franchised New Car Dealerships—Summary: 1990 to 2007**

[316 represents \$316,000,000,000]

Item	Unit	1990	1995	2000	2001	2002	2003	2004	2005	2006	2007
Dealerships <sup>1</sup>	Number	24,825	22,800	22,250	21,800	21,725	21,650	21,640	21,495	21,200	20,770
Sales	Bil. dol.	316	456	650	690	680	699	714	699	675	693
New cars sold	Millions	9.3	8.6	8.8	8.4	8.1	7.6	7.5	7.7	7.8	7.6
Used vehicles sold	Millions	14.2	18.5	20.5	21.4	19.4	19.5	19.7	19.7	19.2	18.5
Employment	1,000	924	996	1,114	1,130	1,130	1,130	1,130	1,138	1,120	1,115
Dealer pretax profits as a percentage of sales	Percent	1.0	1.4	1.6	2.0	1.9	1.7	1.7	1.6	1.5	1.5
Inventory: <sup>3</sup>											
Domestic: <sup>4</sup>											
Total	1,000	2,537	2,974	3,183	2,824	2,727	3,085	3,267	2,991	2,943	2,712
Days' supply	Days	73	71	68	63	63	63	75	70	71	67
Imported: <sup>4</sup>											
Total	1,000	707	445	468	508	521	618	646	566	605	619
Days' supply	Days	72	72	50	51	49	49	59	52	51	51

<sup>1</sup> At beginning of year. <sup>2</sup> Data provided by "Ward's Automotive Reports." <sup>3</sup> Annual average. Includes light trucks.

<sup>4</sup> Classification based on where automobiles are produced (i.e., automobiles manufactured by foreign companies but produced in the U.S. are classified as domestic).

Source: National Automobile Dealers Association, McLean, VA, *NADA Data*, annual. See <<http://www.nada.org/Publications/NADADATA/>>.

**Table 1019. Retail Sales and Leases of New and Used Vehicles: 1990 to 2007**

[In thousands, except as noted (51,390 represents 51,390,000)]

Item	1990	2000	2001	2002	2003	2004	2005	2006	2007
<b>Vehicle sales and leases, total</b>	<b>51,390</b>	<b>58,964</b>	<b>59,742</b>	<b>59,835</b>	<b>60,215</b>	<b>59,411</b>	<b>61,086</b>	<b>59,070</b>	<b>58,547</b>
New vehicle sales and leases	13,860	17,344	17,118	16,810	16,643	16,866	16,948	16,504	17,129
New vehicle sales <sup>1</sup>	13,285	13,181	13,510	13,639	13,594	13,609	13,551	13,271	13,671
Passenger cars	8,766	6,580	6,407	6,370	5,932	5,737	5,806	6,088	6,342
Light trucks	4,519	6,601	7,103	7,269	7,663	7,872	7,745	7,184	7,329
New vehicle leases <sup>2</sup>	575	4,163	3,608	3,171	3,049	3,257	3,397	3,233	3,458
Passenger cars	534	2,272	2,015	1,732	1,683	1,768	1,861	1,693	1,743
Light trucks	41	1,891	1,593	1,439	1,366	1,489	1,536	1,540	1,715
Used vehicle sales <sup>3</sup>	37,530	41,620	42,624	43,025	43,572	42,545	44,138	42,566	41,418
<b>New and used vehicle sales, total value (bil. dol.)<sup>4</sup></b>	<b>446</b>	<b>737</b>	<b>737</b>	<b>721</b>	<b>738</b>	<b>765</b>	<b>776</b>	<b>786</b>	<b>774</b>
New vehicle sales (bil. dol.)	227	380	369	371	382	407	421	445	435
Used vehicle sales (bil. dol.)	219	356	367	350	356	358	355	341	339

<sup>1</sup> New vehicle sales data is calculated by subtracting CNW Marketing's vehicle leasing data from Bureau of Economic Analysis' data which combines sales and leases. <sup>2</sup> Consumer leases only. <sup>3</sup> Used car sales include sales from franchised dealers, independent dealers, and casual sales. <sup>4</sup> Includes leased vehicles.

Source: U.S. Bureau of Transportation Statistics, *National Transportation Statistics*, annual. See <[http://www.bts.gov/publications/national\\_transportation\\_statistics/](http://www.bts.gov/publications/national_transportation_statistics/)>. Data supplied by following sources: New vehicle sales and leases—U.S. Department of Commerce, Bureau of Economic Analysis; New vehicle leases—<<http://bea.doc.gov/>>; CNW Marketing/Research, personal communication, Mar. 18, 2007; Used vehicle sales and value: Manheim, Used Car Market Report, Atlanta, GA.

**Table 1020. Retail Trade and Food Services—Sales by Type of Store and State: 2007**

[In millions of dollars (4,506,804 represents \$4,506,804,000,000). Kind-of-business classification based on North American Industry Classification System (NAICS), 1997; see text, Section 15. Data are estimates]

State	Total retail sales plus services and drinking places (NAICS 44–45, 722)	All retail stores <sup>1</sup> (NAICS 44–45)	Motor vehicle and parts dealers (NAICS 441)	Furniture and home furnishings (NAICS 442)	Electronics and appliances (NAICS 443)	Building material & garden equip. & supplies dealers (NAICS 444)	Food and beverage stores (NAICS 445)	Health and personal care (NAICS 446)
<b>U.S. . . .</b>	<b>4,506,804</b>	<b>4,980,407</b>	<b>946,504</b>	<b>124,956</b>	<b>115,531</b>	<b>540,746</b>	<b>604,554</b>	<b>249,860</b>
AL . . . . .	70,748	76,624	15,502	1,871	1,056	9,528	7,521	4,285
AK . . . . .	11,329	12,645	2,110	262	225	1,259	1,873	202
AZ . . . . .	109,696	119,671	23,769	4,025	3,364	11,957	13,000	4,567
AR . . . . .	40,461	43,821	9,002	830	559	5,888	3,625	2,036
CA . . . . .	546,260	606,946	122,764	16,892	20,434	63,533	80,414	25,963
CO . . . . .	76,404	84,923	16,063	2,480	2,413	9,538	12,723	2,525
CT . . . . .	54,381	59,842	10,565	1,573	1,272	6,512	8,156	3,348
DC . . . . .	17,194	18,743	3,671	765	489	2,545	2,418	973
DE . . . . .	4,490	7,047	87	229	100	281	1,228	826
FL . . . . .	333,077	367,518	83,851	11,689	8,500	40,167	41,440	19,375
GA . . . . .	137,519	152,968	30,217	4,043	3,149	17,207	16,907	7,374
HI . . . . .	20,984	24,817	3,799	561	420	1,799	3,446	1,378
ID . . . . .	25,662	27,557	6,262	854	486	4,179	2,859	754
IL . . . . .	176,456	198,095	33,906	4,772	4,423	19,815	22,789	8,996
IN . . . . .	88,559	97,570	18,246	2,029	2,146	10,973	9,408	4,855
IA . . . . .	40,406	43,915	7,984	920	737	5,433	5,166	1,913
KS . . . . .	34,890	38,424	7,246	750	783	4,133	4,442	1,656
KY . . . . .	56,296	62,067	10,296	1,395	932	7,326	6,922	3,678
LA . . . . .	60,341	66,779	13,836	1,450	1,432	7,327	6,378	3,495
ME . . . . .	22,419	24,298	3,856	405	288	2,914	3,291	783
MD . . . . .	88,120	97,410	19,447	2,732	2,304	11,995	13,280	4,137
MA . . . . .	101,919	114,094	19,798	3,202	2,815	13,210	17,576	7,812
MI . . . . .	134,774	147,456	28,785	3,026	3,616	17,769	15,960	9,338
MN . . . . .	77,411	85,292	14,140	1,683	2,055	9,980	10,751	3,690
MS . . . . .	14,287	44,814	8,222	839	697	5,406	3,781	2,595
MO . . . . .	87,936	96,816	17,609	1,985	2,033	10,163	8,457	4,939
MT . . . . .	16,031	17,642	3,005	526	359	2,525	1,860	444
NE . . . . .	28,302	30,733	5,270	745	610	3,757	2,673	1,201
NV . . . . .	51,104	57,426	11,120	1,626	1,613	4,839	5,516	1,917
NH . . . . .	30,785	32,925	5,974	584	1,034	4,490	4,894	1,114
NJ . . . . .	137,366	151,409	27,630	4,198	3,274	15,772	27,514	9,401
NM . . . . .	28,046	31,042	6,011	577	529	2,961	2,558	1,111
NY . . . . .	264,959	296,085	42,654	6,988	7,931	28,424	44,931	25,886
NC . . . . .	133,867	147,298	29,725	4,582	2,185	18,327	15,273	8,973
ND . . . . .	11,801	12,617	2,395	248	275	1,772	1,226	571
OH . . . . .	144,877	161,451	29,778	3,115	3,170	16,019	22,471	7,541
OK . . . . .	45,138	49,806	10,488	932	656	5,485	3,890	2,244
OR . . . . .	57,778	64,230	13,003	1,702	1,555	6,674	8,506	2,215
PA . . . . .	181,216	197,695	34,753	3,954	3,659	19,922	24,697	12,473
RI . . . . .	14,432	16,340	2,980	385	328	1,721	2,244	1,653
SC . . . . .	61,219	67,974	12,058	1,669	1,193	8,149	7,978	4,094
SD . . . . .	14,578	15,654	2,659	295	299	2,103	1,314	522
TN . . . . .	97,759	107,244	20,429	2,426	1,842	12,999	10,523	7,902
TX . . . . .	330,570	367,021	75,511	8,500	8,587	33,474	40,489	12,209
UT . . . . .	39,668	42,905	9,043	1,314	813	4,965	4,484	878
VT . . . . .	11,419	12,269	2,070	245	201	1,730	1,819	622
VA . . . . .	129,841	142,899	26,546	4,010	3,677	17,427	17,334	5,824
WA . . . . .	104,264	114,121	20,387	2,687	2,650	11,730	15,385	3,615
WV . . . . .	24,260	26,495	4,456	423	390	3,033	2,654	1,827
WI . . . . .	79,097	86,668	15,438	1,800	1,844	10,560	9,595	3,940
WY . . . . .	9,410	10,306	2,087	160	128	1,049	918	191

See footnotes at end of table.

Table 1020. **Retail Trade and Food Services—Sales by Type of Store and State: 2007—Con.**

[See headnote, page 648]

State	Gasoline stations (NAICS 447)	Clothing and clothing accessories (NAICS 448)	Sporting goods, hobby, book & music stores (NAICS 451)	General merchandise (NAICS 452)	Miscellaneous stores (NAICS 453)	Nonstore retailers (NAICS 454)	Food services & drinking places (NAICS 722)
<b>U.S. . . .</b>	<b>545,781</b>	<b>235,056</b>	<b>92,116</b>	<b>602,516</b>	<b>126,231</b>	<b>322,953</b>	<b>473,603</b>
AL . . . . .	10,129	3,003	975	11,789	1,724	3,363	5,876
AK . . . . .	1,258	439	339	2,387	438	536	1,316
AZ . . . . .	13,350	4,146	2,326	16,133	2,720	10,338	9,975
AR . . . . .	6,234	1,324	584	8,176	1,160	1,044	3,360
CA . . . . .	49,634	32,322	11,887	72,051	14,443	35,922	60,686
CO . . . . .	7,241	3,477	2,446	11,539	2,339	3,620	8,519
CT . . . . .	5,090	3,632	1,262	5,510	1,365	6,095	5,461
DE . . . . .	1,541	817	370	2,101	826	677	1,549
DC . . . . .	320	587	216	298	106	210	2,558
FL . . . . .	32,250	18,336	5,104	41,626	9,221	21,517	34,441
GA . . . . .	22,550	7,245	2,123	18,464	3,254	4,987	15,449
HI . . . . .	1,684	2,873	482	3,277	873	394	3,833
ID . . . . .	3,404	636	580	3,622	950	1,077	1,895
IL . . . . .	17,847	9,918	3,881	24,697	4,241	21,170	21,639
IN . . . . .	14,206	3,765	1,589	13,129	2,637	5,576	9,010
IA . . . . .	6,966	1,238	730	5,936	821	2,562	3,508
KS . . . . .	5,294	1,323	686	5,798	919	1,859	3,535
KY . . . . .	9,172	1,990	980	9,821	2,016	1,768	5,771
LA . . . . .	9,086	2,643	1,059	10,358	1,944	1,333	6,438
ME . . . . .	3,312	937	340	2,649	586	3,060	1,878
MD . . . . .	7,906	5,907	2,089	10,700	1,964	5,661	9,290
MA . . . . .	8,805	6,543	2,487	8,384	2,544	8,744	12,175
MI . . . . .	15,909	6,381	2,781	19,456	4,736	7,016	12,682
MN . . . . .	9,897	3,292	1,964	11,319	1,804	6,836	7,881
MS . . . . .	7,515	1,740	602	7,982	1,142	766	3,527
MO . . . . .	14,397	3,412	1,466	13,066	2,213	8,196	8,880
MT . . . . .	3,124	432	464	2,319	548	425	1,610
NE . . . . .	4,270	914	618	3,816	527	3,900	2,431
NV . . . . .	5,792	4,236	791	6,355	1,670	5,629	6,322
NH . . . . .	3,002	1,348	637	3,381	824	3,503	2,140
NJ . . . . .	11,307	8,801	3,046	11,480	3,131	11,812	14,043
NM . . . . .	5,245	1,106	473	4,769	997	1,709	2,996
NY . . . . .	20,882	24,298	6,534	23,701	10,838	21,892	31,126
NC . . . . .	18,853	5,654	2,046	18,194	3,490	6,564	13,431
ND . . . . .	2,369	328	205	1,363	271	777	816
OH . . . . .	19,512	6,066	2,705	17,551	3,698	13,251	16,575
OK . . . . .	8,142	1,607	875	8,339	1,665	814	4,668
OR . . . . .	5,624	2,648	1,485	8,708	1,934	3,725	6,452
PA . . . . .	22,370	8,014	3,489	20,767	5,197	21,921	16,479
RI . . . . .	1,624	752	240	1,088	387	1,032	1,908
SC . . . . .	10,111	3,276	1,113	8,625	1,703	1,250	6,755
SD . . . . .	2,353	327	254	1,946	289	2,218	1,076
TN . . . . .	13,589	4,671	1,774	13,955	2,712	4,937	9,486
TX . . . . .	48,776	15,255	7,220	49,971	8,438	22,142	36,451
UT . . . . .	4,878	1,368	1,056	5,601	882	4,386	3,237
VT . . . . .	1,760	421	308	592	434	1,216	851
VA . . . . .	18,486	6,706	2,870	18,189	3,256	5,515	13,058
WA . . . . .	9,710	5,243	2,323	15,281	3,543	11,708	9,857
WV . . . . .	4,424	714	325	4,144	680	1,189	2,235
WI . . . . .	12,259	2,745	1,740	10,781	1,822	6,573	7,572
WY . . . . .	2,319	199	180	1,331	311	536	896

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

Source: Market Statistics, a division of Claritas Inc., Arlington, VA, *The 2008 Survey of Buying Power* (copyright). See <<http://claritas.com>>.

**Table 1021. New Motor Vehicle Sales and Car Production: 1990 to 2007**

[In thousands (14,137 represents 14,137,000). Includes leases]

Type of vehicle	1990	2000	2002	2003	2004	2005	2006	2007
<b>New motor vehicle sales . . .</b>	<b>14,137</b>	<b>17,806</b>	<b>17,137</b>	<b>16,971</b>	<b>17,297</b>	<b>17,445</b>	<b>17,048</b>	<b>16,462</b>
New-car sales and leases . . .	9,300	8,852	8,102	7,615	7,505	7,667	7,781	7,588
Domestic . . . . .	6,897	6,833	5,871	5,527	5,350	5,480	5,436	5,221
Import . . . . .	2,403	2,019	2,231	2,087	2,155	2,187	2,345	2,367
New-truck sales and leases . . .	4,838	8,954	9,035	9,356	9,792	9,777	9,268	8,874
Light . . . . .	4,560	8,492	8,713	9,028	9,361	9,281	8,723	8,501
Domestic . . . . .	3,957	7,651	7,647	7,801	8,115	8,065	7,377	7,113
Import . . . . .	603	841	1,066	1,227	1,246	1,216	1,347	1,389
Other . . . . .	278	462	322	328	432	497	544	373
Domestic-car production . . . . .	6,231	5,542	5,019	4,510	4,230	4,321	4,367	3,925

Source: U.S. Bureau of Economic Analysis, "Auto and Truck Seasonal Adjustment." See &lt;http://www.bea.gov/national/xls/gaphist.xls&gt;; accessed May 2008. Data are mainly from "Ward's Automotive Reports" published by Ward's Communications, Southfield, MI.

**Table 1022. Retail Foodstores—Number and Sales by Type: 2000 to 2006**

[119.6 represents 119,600. Based on North American Industry Classification System (NAICS), 2002; see text, Section 15]

Type of foodstore	Number <sup>1</sup> (1,000)				Sales <sup>2</sup>							
					Amount (bil.dol.)				Percent distribution			
	2000	2004	2005	2006	2000	2004	2005	2006	2000	2005	2006	
<b>Total . . . . .</b>	<b>119.6</b>	<b>120.5</b>	<b>(NA)</b>	<b>(NA)</b>	<b>417.3</b>	<b>463.1</b>	<b>484.3</b>	<b>504.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	
Grocery stores . . . . .	95.9	95.1	(NA)	(NA)	403.1	445.1	463.6	482.8	96.6	95.7	95.8	
Supermarkets <sup>3</sup> . . . . .	21.9	21.0	20.2	18.6	310.3	318.0	321.8	317.8	74.4	66.4	63.1	
Conventional <sup>4</sup> . . . . .	7.2	3.6	3.0	(NA)	58.3	70.5	67.0	(NA)	14.0	13.8	(NA)	
Superstore <sup>4</sup> . . . . .	7.9	8.2	8.0	(NA)	131.0	126.0	130.9	(NA)	31.4	27.0	(NA)	
Warehouse <sup>5</sup> . . . . .	2.4	3.2	2.7	(NA)	20.2	10.4	12.3	(NA)	4.8	2.5	(NA)	
Combination food and drug <sup>6</sup> . . . . .	3.7	5.2	5.6	(NA)	75.3	88.3	89.1	(NA)	18.0	18.4	(NA)	
Super warehouse <sup>7</sup> . . . . .	0.5	0.5	0.5	(NA)	16.0	10.9	11.5	(NA)	3.8	2.4	(NA)	
Hypermarket <sup>8</sup> . . . . .	0.2	0.3	0.3	(NA)	9.5	11.9	10.9	(NA)	2.3	2.3	(NA)	
Convenience stores <sup>9</sup> . . . . .	28.2	30.4	26.1	(NA)	19.2	22.6	19.9	20.5	4.6	4.1	4.1	
Superette <sup>10</sup> . . . . .	45.8	43.8	(NA)	(NA)	73.6	104.5	121.9	144.5	17.6	25.2	28.7	
Specialized food stores <sup>11</sup> . . . . .	23.7	25.4	(NA)	(NA)	14.2	18.0	20.4	21.2	3.4	4.2	4.2	

NA Not available. <sup>1</sup> Estimated. <sup>2</sup> Includes nonfood items. <sup>3</sup> A grocery store, primarily self-service in operation, providing a full range of departments, and having at least \$2.5 million in annual sales in 1985 dollars. <sup>4</sup> Contains greater variety of products than conventional supermarkets, including specialty and service departments, and considerable nonfood (general merchandise) products. <sup>5</sup> Contains limited product variety and fewer services provided, incorporating case lot stocking and shelving practices. <sup>6</sup> Contains a pharmacy, a nonprescription drug department, and a greater variety of health and beauty aids than that carried by conventional supermarkets. <sup>7</sup> A larger warehouse store that offers expanded product variety and often service meat, deli, or seafood departments. <sup>8</sup> A very large store offering a greater variety of general merchandise—like clothes, hardware, and seasonal goods—and personal care products than other grocery stores. <sup>9</sup> A small grocery store selling a limited variety of food and nonfood products, typically open extended hours. <sup>10</sup> A grocery store, primarily self-service in operation, selling a wide variety of food and nonfood products with annual sales below \$2.5 million (1985 dollars). <sup>11</sup> Primarily engaged in the retail sale of a single food category such as meat and seafood stores and retail bakeries.

 Source: U.S. Department of Agriculture, Economic Research Service, *The U.S. Food Marketing System, 2002*, Agricultural Economic Report 811, August 2002; and unpublished data.

**Table 1023. Food and Alcoholic Beverage Sales by Sales Outlet: 1990 to 2006**

[In billions of dollars (552.7 represents \$552,700,000,000)]

Sales outlet	1990	1995	2000	2001	2002	2003	2004	2005	2006
<b>Food sales, total <sup>1</sup> . . . . .</b>	<b>552.7</b>	<b>652.8</b>	<b>814.0</b>	<b>848.8</b>	<b>878.1</b>	<b>917.0</b>	<b>961.3</b>	<b>1,015.1</b>	<b>1082.5</b>
Food at home <sup>2</sup> . . . . .	304.5	349.2	422.5	444.1	456.6	475.4	494.6	521.6	553.4
Food stores <sup>3</sup> . . . . .	256.4	275.3	303.5	313.1	312.0	323.9	335.2	349.4	364.4
Other stores <sup>3</sup> . . . . .	32.3	54.7	89.4	103.0	116.4	122.6	129.4	142.4	157.1
Home-delivered, mail order . . . . .	5.3	8.6	19.2	18.0	17.9	18.2	18.8	19.2	21.0
Farmers, manufacturers, wholesalers . . . . .	2.8	3.5	3.9	3.8	3.7	3.9	4.0	4.2	4.4
Home production and donations . . . . .	7.7	7.0	6.5	6.2	6.6	6.8	7.2	6.5	6.5
Food away from home <sup>4</sup> . . . . .	248.1	303.6	391.4	404.7	421.5	441.6	466.7	493.5	529.1
<b>Alcoholic beverage sales, total . . . . .</b>	<b>72.6</b>	<b>80.3</b>	<b>111.6</b>	<b>119.7</b>	<b>128.0</b>	<b>126.2</b>	<b>137.0</b>	<b>142.9</b>	<b>154.8</b>
Packaged alcoholic beverages . . . . .	38.0	41.5	52.7	55.1	57.0	57.5	59.8	62.2	69.4
Liquor stores . . . . .	18.6	19.0	24.5	25.3	25.5	26.0	27.7	29.4	32.2
Food stores . . . . .	10.8	12.3	15.9	16.9	17.4	17.8	18.5	19.4	20.2
All other . . . . .	8.6	10.3	12.3	12.9	14.2	13.7	13.5	13.5	17.1
Alcoholic drinks . . . . .	34.5	38.8	58.9	64.7	70.9	68.7	77.2	80.6	85.3
Eating and drinking places <sup>5</sup> . . . . .	26.5	30.3	41.6	44.3	47.3	44.6	52.5	55.3	59.6
Hotels and motels <sup>5</sup> . . . . .	3.8	3.9	11.3	14.4	17.5	17.7	18.0	18.3	18.5
All other . . . . .	4.2	4.6	6.0	6.0	6.2	6.4	6.7	7.0	7.3

<sup>1</sup> Includes taxes and tips. <sup>2</sup> Excludes sales to restaurants and institutions. <sup>3</sup> Includes eating and drinking establishments, trailer parks, commissary stores, and military exchanges. <sup>4</sup> Includes food furnished and donations. <sup>5</sup> Includes tips.

Source: U.S. Department of Agriculture, Economic Research Service, "Food CPI, Prices, and Expenditures: Food Expenditure Tables"; published 2 July 2007. See &lt;http://www.ers.usda.gov/briefing/CPIFoodAndExpenditures/Data/&gt;.