

# Miscellaneous Subjects

# 1997

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## 1997 Economic Census

*Retail Trade*

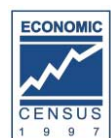
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## 1997 Economic Census

*Retail Trade*

Subject Series



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-- Not applicable for this report.



# Introduction to the Economic Census

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## 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

52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Foodservices
81	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

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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](http://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 301-457-4673  
Service Sector Statistics Division 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 long-term 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.

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## 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](http://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](http://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.
N	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.

V	Represents less than 50 vehicles or .05 percent.
X	Not applicable.
Y	Disclosure withheld because of insufficient coverage of merchandise lines.
Z	Less than half the unit shown.
a	0 to 19 employees.
b	20 to 99 employees.
c	100 to 249 employees.
e	250 to 499 employees.
f	500 to 999 employees.
g	1,000 to 2,499 employees.
h	2,500 to 4,999 employees.
i	5,000 to 9,999 employees.
j	10,000 to 24,999 employees.
k	25,000 to 49,999 employees.
l	50,000 to 99,999 employees.
m	100,000 employees or more.
p	10 to 19 percent estimated.
q	20 to 29 percent estimated.
r	Revised.
s	Sampling error exceeds 40 percent.
nec	Not elsewhere classified.
nsk	Not specified by kind.
–	Represents zero (page image/print only).
(CC)	Consolidated city.
(IC)	Independent city.



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# Retail Trade

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## SCOPE

The Retail Trade sector (sector 44-45) comprises establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The retailing process is the final step in the distribution of merchandise; retailers are, therefore, organized to sell merchandise in small quantities to the general public. This sector comprises two main types of retailers: store and nonstore retailers.

Store retailers operate fixed point-of-sale locations, located and designed to attract a high volume of walk-in customers. In general, retail stores have extensive displays of merchandise and use mass-media advertising to attract customers. They typically sell merchandise to the general public for personal or household consumption, but some also serve business and institutional clients. In addition to retailing merchandise, some types of store retailers are also engaged in the provision of after-sales services, such as repair and installation. As a general rule, establishments engaged in retailing merchandise and providing after-sales services are classified here.

Nonstore retailers, like store retailers, are organized to serve the general public, but their retailing methods differ. The establishments of this subsector reach customers and market merchandise with methods such as the broadcasting of "infomercials," the broadcasting and publishing of direct-response advertising, the publishing of paper and electronic catalogs, door-to-door solicitation, in-home demonstration, selling from portable stalls (street vendors, except food), and distribution through vending machines. Establishments engaged in the direct sale (nonstore) of products, such as home heating oil dealers and home delivery newspaper routes, are classified here.

Excluded from this sector are governmental organizations classified in the covered industries except for liquor stores operated by state and local governments. Data for direct sellers with no paid employees and post exchanges, ship stores, and similar establishments operated on military posts by agencies of the Federal Government are not included. The basic tabulations in this report do not include data for establishments which are auxiliary (primary function is providing a service, such as warehouses) to retail establishments within the same organization.

## GENERAL

A list of publications that provide statistics on sector 44-45 follows.

**Geographic area reports.** There is a separate report for each state, the District of Columbia, and the United States.

Each state report presents general statistics for establishments with payroll including number of establishments, sales, payroll, and employment by kind of business for the state, metropolitan areas (MAs), counties, and places with 2,500 inhabitants or more. Greater kind-of-business detail is shown for larger areas.

The United States report presents data for the United States as a whole for establishments with payroll for detailed kind-of-business classifications.

**Merchandise line sales report.** This report presents data on major categories of merchandise sold for establishments with payroll by kind of business. Data are presented for the United States, states, and MAs.

**Establishment and firm size (including legal form of organization) report.** This report presents sales, payroll, and employment data for the United States by sales size, by employment size, and by legal form of organization for establishments; and by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits) for firms.

**Miscellaneous subjects report.** This report presents data for establishments with payroll for a variety of industry-specific questions. Presentation of data varies by kind of business.

**ZIP Code report.** This report presents data for establishments with payroll by United States ZIP Code.

## 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

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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 cities, boroughs, villages, or towns 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 according to 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 and monthly surveys on retail 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. Floor Space by Selected Kind of Business for the United States and States: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	Establishments in business—		Sales (\$1,000)	Under-roof floor space <sup>1</sup>		Sales per square foot of selling space <sup>2</sup> (dollars)	Selling space as percent of total floor space <sup>1</sup>	Sales of establishments reporting total floor space as percent of total sales <sup>2</sup>	Sales of establishments reporting selling floor space as percent of total sales <sup>2</sup>
		Any time during year (number)	At end of year (number)		Total (1,000 sq ft)	Selling (1,000 sq ft)				
<b>UNITED STATES</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	69 461	67 335	351 402 705	969 342	718 490	482	74.1	91.9	89.0
445120	Convenience stores .....	27 081	26 273	16 847 766	48 548	37 053	446	76.3	88.1	83.9
452110	Department stores (excl leased depts) .....	10 366	10 151	220 108 157	1 086 552	856 377	255	78.8	93.2	92.7
4521101	Conventional department stores (excl leased depts) .....	2 100	2 029	52 453 180	301 602	242 644	215	80.5	83.4	83.1
4521102	Discount or mass merchandising dept stores (excl leased depts) .....	6 378	6 297	126 122 830	572 742	465 316	270	81.2	97.7	97.1
4521103	National chain department stores (excl leased depts) .....	1 888	1 825	41 532 147	212 208	148 417	274	69.9	91.7	91.7
452910	Warehouse clubs & superstores .....	1 530	1 509	81 918 756	227 029	190 705	429	84.0	90.1	90.0
<b>ALABAMA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 228	1 197	5 213 644	18 779	14 267	361	76.0	86.8	75.2
445120	Convenience stores .....	337	326	1 188 245	570	446	416	78.2	73.0	68.1
452110	Department stores (excl leased depts) .....	160	159	3 180 563	15 658	12 896	246	82.4	99.5	99.5
452910	Warehouse clubs & superstores .....	35	34	D	D	D	D	D	D	D
<b>ALASKA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	223	216	1 066 230	2 578	1 785	587	69.2	95.8	94.9
445120	Convenience stores .....	31	30	15 940	59	46	338	78.0	100.0	100.0
452110	Department stores (excl leased depts) .....	12	12	402 906	1 705	1 203	335	70.6	100.0	100.0
452910	Warehouse clubs & superstores .....	14	14	727 445	1 851	1 409	516	76.1	69.7	69.7
<b>ARIZONA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	802	776	6 568 751	20 485	14 813	440	72.3	93.8	85.7
445120	Convenience stores .....	307	294	239 335	664	507	461	76.4	83.6	80.5
452110	Department stores (excl leased depts) .....	168	165	4 147 113	17 917	14 449	282	80.6	95.3	95.3
452910	Warehouse clubs & superstores .....	20	20	1 330 782	2 581	2 105	632	81.6	82.0	82.0
<b>ARKANSAS</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	853	809	2 561 121	9 557	7 328	338	76.7	91.1	84.9
445120	Convenience stores .....	150	146	82 252	254	187	437	73.6	52.5	51.0
452110	Department stores (excl leased depts) .....	96	96	2 002 970	8 190	6 943	288	84.8	97.2	97.2
452910	Warehouse clubs & superstores .....	32	30	D	D	D	D	D	D	D
<b>CALIFORNIA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	7 281	7 092	43 613 488	105 089	77 802	555	74.0	91.5	88.9
445120	Convenience stores .....	2 457	2 370	1 689 670	4 758	3 684	444	77.4	82.9	76.7
452110	Department stores (excl leased depts) .....	917	901	23 463 885	111 162	83 614	279	75.2	90.1	88.5
452910	Warehouse clubs & superstores .....	120	119	D	D	D	D	D	D	D
<b>COLORADO</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	683	662	6 074 154	14 588	10 973	550	75.2	91.2	90.5
445120	Convenience stores .....	169	164	109 708	315	252	426	80.0	86.8	86.8
452110	Department stores (excl leased depts) .....	162	160	3 553 261	16 869	13 236	267	78.5	93.7	93.5
452910	Warehouse clubs & superstores .....	23	23	D	D	D	D	D	D	D
<b>CONNECTICUT</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	783	763	5 307 289	11 881	8 286	624	69.7	95.3	91.6
445120	Convenience stores .....	350	337	190 592	570	447	416	78.4	76.7	73.0
452110	Department stores (excl leased depts) .....	130	129	2 450 481	13 283	10 485	234	78.9	94.7	94.2
452910	Warehouse clubs & superstores .....	14	13	636 733	1 702	1 380	459	81.1	85.1	85.1
<b>DELAWARE</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	182	180	1 005 291	2 458	1 799	549	73.2	97.1	95.4
445120	Convenience stores .....	104	104	104 560	233	161	649	69.1	92.0	90.8
452110	Department stores (excl leased depts) .....	38	37	821 837	3 961	3 040	270	76.7	94.0	94.0
452910	Warehouse clubs & superstores .....	3	3	D	D	D	D	D	D	D
<b>DISTRICT OF COLUMBIA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	214	210	558 319	1 154	840	650	72.8	89.9	87.2
445120	Convenience stores .....	65	64	34 455	86	67	510	77.9	100.0	100.0
452110	Department stores (excl leased depts) .....	4	4	148 701	624	452	329	72.4	80.9	80.9
<b>FLORIDA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	3 601	3 472	21 662 786	59 874	43 429	491	72.5	92.0	90.0
445120	Convenience stores .....	1 620	1 569	824 936	2 328	1 854	434	79.6	89.3	84.0
452110	Department stores (excl leased depts) .....	614	587	13 566 905	65 848	53 767	249	81.7	89.8	88.8
452910	Warehouse clubs & superstores .....	84	81	D	D	D	D	D	D	D
<b>GEORGIA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 976	1 910	10 019 707	34 537	25 291	391	73.2	89.7	85.6
445120	Convenience stores .....	513	499	274 436	818	614	439	75.1	85.0	83.2
452110	Department stores (excl leased depts) .....	297	286	6 140 515	30 250	24 391	249	80.6	94.3	93.9
452910	Warehouse clubs & superstores .....	46	45	D	D	D	D	D	D	D

See footnotes at end of table.

**Table 1. Floor Space by Selected Kind of Business for the United States and States: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	Establishments in business—		Sales (\$1,000)	Under-roof floor space <sup>1</sup>		Sales per square foot of selling space <sup>2</sup> (dollars)	Selling space as percent of total floor space <sup>1</sup>	Sales of establishments reporting total floor space as percent of total sales <sup>2</sup>	Sales of establishments reporting selling floor space as percent of total sales <sup>2</sup>
		Any time during year (number)	At end of year (number)		Total (1,000 sq ft)	Selling (1,000 sq ft)				
<b>HAWAII</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	299	296	1 607 877	3 723	2 661	604	71.5	94.1	91.2
445120	Convenience stores .....	172	169	266 202	541	436	610	80.6	97.9	96.6
452110	Department stores (excl leased depts) .....	33	33	976 378	3 558	2 792	350	78.5	100.0	98.1
452910	Warehouse clubs & superstores .....	5	5	D	D	D	D	D	D	D
<b>IDAHO</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	320	311	1 686 495	4 972	3 826	434	77.0	94.6	91.7
445120	Convenience stores .....	61	59	45 739	109	83	541	76.1	84.4	71.0
452110	Department stores (excl leased depts) .....	58	57	989 154	5 103	4 033	243	79.0	94.7	94.7
452910	Warehouse clubs & superstores .....	10	10	D	D	D	D	D	D	D
<b>ILLINOIS</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	2 748	2 676	14 234 546	36 095	26 635	528	73.8	84.5	82.8
445120	Convenience stores .....	1 013	955	608 743	1 845	1 421	413	77.0	89.7	71.4
452110	Department stores (excl leased depts) .....	501	492	10 656 506	54 223	41 636	254	76.8	87.4	88.5
452910	Warehouse clubs & superstores .....	44	44	D	D	D	D	D	D	D
<b>INDIANA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 215	1 167	6 842 301	20 232	14 863	448	73.5	93.4	92.2
445120	Convenience stores .....	367	351	216 019	754	545	391	72.3	97.9	95.2
452110	Department stores (excl leased depts) .....	292	288	5 635 608	29 203	22 837	246	78.2	92.0	91.7
452910	Warehouse clubs & superstores .....	49	49	2 453 838	8 607	6 889	356	80.0	100.0	100.0
<b>IOWA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	760	733	3 869 303	10 675	7 517	510	70.4	95.2	93.9
445120	Convenience stores .....	124	116	58 061	164	123	452	75.0	67.5	66.7
452110	Department stores (excl leased depts) .....	157	155	2 711 858	13 411	10 657	253	79.5	97.7	96.5
452910	Warehouse clubs & superstores .....	10	10	D	D	D	D	D	D	D
<b>KANSAS</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	628	600	3 281 674	9 801	7 272	437	74.2	94.3	92.1
445120	Convenience stores .....	81	81	43 079	126	96	449	76.2	90.3	89.7
452110	Department stores (excl leased depts) .....	120	119	2 515 980	11 689	9 686	259	82.9	92.3	92.0
452910	Warehouse clubs & superstores .....	14	13	D	D	D	D	D	D	D
<b>KENTUCKY</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 274	1 236	4 452 086	14 444	11 049	398	76.5	88.3	87.6
445120	Convenience stores .....	315	305	183 217	604	469	387	77.6	64.2	63.2
452110	Department stores (excl leased depts) .....	162	162	3 261 010	15 288	12 439	262	81.4	90.9	90.9
452910	Warehouse clubs & superstores .....	29	29	D	D	D	D	D	D	D
<b>LOUISIANA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 559	1 521	5 262 126	16 681	12 456	412	74.7	92.2	88.9
445120	Convenience stores .....	396	385	200 002	611	471	419	77.1	78.1	76.7
452110	Department stores (excl leased depts) .....	168	164	3 492 866	15 967	13 111	266	82.1	95.3	94.9
452910	Warehouse clubs & superstores .....	32	31	D	D	D	D	D	D	D
<b>MAINE</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	445	438	2 067 342	4 461	3 190	646	71.5	97.4	96.2
445120	Convenience stores .....	328	323	144 602	475	359	397	75.6	97.2	86.8
452110	Department stores (excl leased depts) .....	69	68	1 029 907	5 205	4 320	238	83.0	99.1	98.4
452910	Warehouse clubs & superstores .....	5	5	D	D	D	D	D	D	D
<b>MARYLAND</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 180	1 139	7 556 783	18 282	13 219	565	72.3	91.0	88.3
445120	Convenience stores .....	686	670	545 513	1 668	1 342	402	80.5	88.4	82.7
452110	Department stores (excl leased depts) .....	214	210	4 472 685	23 849	18 281	243	76.7	90.8	90.6
452910	Warehouse clubs & superstores .....	22	22	993 484	2 555	2 216	448	86.7	68.2	68.2
<b>MASSACHUSETTS</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 193	1 154	8 861 548	20 238	14 115	621	69.7	100.0	98.2
445120	Convenience stores .....	1 181	1 151	762 140	2 139	1 635	460	76.4	89.2	84.3
452110	Department stores (excl leased depts) .....	222	217	4 388 370	23 294	18 580	234	79.8	94.0	91.5
452910	Warehouse clubs & superstores .....	21	20	935 458	2 212	1 787	514	80.8	80.8	80.8
<b>MICHIGAN</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	2 492	2 415	10 091 458	28 991	21 295	465	73.5	96.7	94.5
445120	Convenience stores .....	1 933	1 892	1 151 450	3 518	2 674	426	76.0	74.3	69.6
452110	Department stores (excl leased depts) .....	359	351	7 975 481	39 284	29 284	271	74.5	96.8	96.4
452910	Warehouse clubs & superstores .....	85	85	D	D	D	D	D	D	D

See footnotes at end of table.



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[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	Establishments in business—		Sales (\$1,000)	Under-roof floor space <sup>1</sup>		Sales per square foot of selling space <sup>2</sup> (dollars)	Selling space as percent of total floor space <sup>1</sup>	Sales of establishments reporting total floor space as percent of total sales <sup>2</sup>	Sales of establishments reporting selling floor space as percent of total sales <sup>2</sup>
		Any time during year (number)	At end of year (number)		Total (1,000 sq ft)	Selling (1,000 sq ft)				
<b>MINNESOTA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	976	946	5 920 093	14 899	11 023	531	74.0	95.1	94.6
445120	Convenience stores .....	253	241	140 135	457	356	372	77.9	70.5	70.2
452110	Department stores (excl leased depts) .....	226	225	5 218 162	24 265	18 379	284	75.7	95.9	95.7
452910	Warehouse clubs & superstores .....	9	9	D	D	D	D	D	D	D
<b>MISSISSIPPI</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	963	934	2 765 375	9 414	7 143	382	75.9	96.2	91.8
445120	Convenience stores .....	255	253	125 594	381	300	418	78.7	81.9	81.3
452110	Department stores (excl leased depts) .....	102	100	1 970 315	8 796	7 406	263	84.2	94.9	94.9
452910	Warehouse clubs & superstores .....	20	20	D	D	D	D	D	D	D
<b>MISSOURI</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 234	1 189	6 363 383	19 583	14 740	427	75.3	93.0	85.2
445120	Convenience stores .....	330	321	198 229	546	418	461	76.6	75.0	74.4
452110	Department stores (excl leased depts) .....	243	241	4 876 891	24 838	19 816	245	79.8	89.7	89.4
452910	Warehouse clubs & superstores .....	42	42	D	D	D	D	D	D	D
<b>MONTANA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	317	310	1 239 404	3 835	2 846	428	74.2	87.6	85.2
445120	Convenience stores .....	38	37	22 834	68	51	443	75.0	100.0	100.0
452110	Department stores (excl leased depts) .....	49	49	814 219	4 069	3 231	252	79.4	98.1	98.1
452910	Warehouse clubs & superstores .....	6	6	D	D	D	D	D	D	D
<b>NEBRASKA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	529	522	2 118 443	6 383	4 813	438	75.4	94.5	91.7
445120	Convenience stores .....	64	59	46 320	109	83	439	76.1	98.8	92.2
452110	Department stores (excl leased depts) .....	71	71	1 321 297	6 934	5 556	238	80.1	98.9	98.9
452910	Warehouse clubs & superstores .....	13	13	559 359	1 874	1 582	354	84.4	100.0	100.0
<b>NEVADA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	320	311	2 747 732	7 292	5 466	499	75.0	91.5	82.3
445120	Convenience stores .....	169	164	169 882	395	300	558	75.9	83.1	82.8
452110	Department stores (excl leased depts) .....	66	66	1 867 723	7 763	6 206	301	79.9	95.2	95.2
452910	Warehouse clubs & superstores .....	7	7	D	D	D	D	D	D	D
<b>NEW HAMPSHIRE</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	302	293	2 348 936	4 526	3 262	720	72.1	97.5	94.8
445120	Convenience stores .....	274	260	189 961	588	435	424	74.0	95.3	84.6
452110	Department stores (excl leased depts) .....	81	79	1 508 352	7 030	5 707	262	81.2	96.3	96.3
452910	Warehouse clubs & superstores .....	9	9	367 790	1 022	859	428	84.1	87.0	87.0
<b>NEW JERSEY</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	2 402	2 318	12 015 313	25 920	19 293	611	74.4	95.7	90.7
445120	Convenience stores .....	1 443	1 412	1 168 901	2 661	1 762	653	66.2	87.9	86.3
452110	Department stores (excl leased depts) .....	232	229	6 201 632	29 844	22 564	274	75.6	92.3	91.8
452910	Warehouse clubs & superstores .....	25	25	1 421 168	3 053	2 578	551	84.4	77.6	77.6
<b>NEW MEXICO</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	315	308	1 934 821	6 199	4 676	413	75.4	92.7	89.5
445120	Convenience stores .....	145	143	95 569	324	268	355	82.7	77.2	75.7
452110	Department stores (excl leased depts) .....	70	69	1 683 595	6 722	5 595	296	83.2	97.3	97.3
452910	Warehouse clubs & superstores .....	4	4	D	D	D	D	D	D	D
<b>NEW YORK</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	6 948	6 814	21 153 348	52 654	38 930	539	73.9	98.0	94.0
445120	Convenience stores .....	1 960	1 923	1 143 948	3 206	2 395	471	74.7	87.4	85.2
452110	Department stores (excl leased depts) .....	476	463	11 501 594	54 493	41 396	274	76.0	90.2	90.0
452910	Warehouse clubs & superstores .....	60	60	2 706 592	7 863	6 673	406	84.9	96.2	96.8
<b>NORTH CAROLINA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	2 088	2 015	10 375 701	34 756	25 455	401	73.2	86.5	89.4
445120	Convenience stores .....	609	588	296 118	925	714	404	77.2	96.2	91.3
452110	Department stores (excl leased depts) .....	354	342	6 559 551	32 168	26 871	241	83.5	99.6	99.6
452910	Warehouse clubs & superstores .....	28	28	D	D	D	D	D	D	D
<b>NORTH DAKOTA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	241	228	722 372	2 064	1 531	433	74.2	81.6	83.1
445120	Convenience stores .....	7	6	4 029	12	10	400	83.3	56.1	56.1
452110	Department stores (excl leased depts) .....	37	37	764 609	3 496	2 731	280	78.1	90.7	93.1
452910	Warehouse clubs & superstores .....	2	2	D	D	D	D	D	D	D

See footnotes at end of table.

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		Any time during year (number)	At end of year (number)		Total (1,000 sq ft)	Selling (1,000 sq ft)				
<b>OHIO</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	2 404	2 319	13 501 350	38 084	28 457	466	74.7	84.1	78.7
445120	Convenience stores .....	1 862	1 806	1 084 712	3 529	2 744	386	77.8	100.0	100.0
452110	Department stores (excl leased depts) .....	505	491	9 547 533	54 741	42 968	220	78.5	89.0	88.6
452910	Warehouse clubs & superstores .....	93	93	4 120 676	13 480	10 255	402	76.1	99.6	99.7
<b>OKLAHOMA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	917	882	3 459 047	12 286	9 681	342	78.8	89.1	87.1
445120	Convenience stores .....	220	214	118 054	357	275	423	77.0	64.0	62.4
452110	Department stores (excl leased depts) .....	141	140	2 680 692	12 780	10 511	255	82.2	96.4	96.4
452910	Warehouse clubs & superstores .....	26	25	D	D	D	D	D	D	D
<b>OREGON</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	862	831	4 353 283	12 206	9 324	456	76.4	85.1	83.2
445120	Convenience stores .....	632	613	368 803	1 258	917	396	72.9	85.7	84.1
452110	Department stores (excl leased depts) .....	103	102	2 224 849	11 056	8 153	272	73.7	95.1	95.1
452910	Warehouse clubs & superstores .....	55	54	D	D	D	D	D	D	D
<b>PENNSYLVANIA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	2 957	2 864	15 958 765	44 980	33 302	471	74.0	95.2	91.8
445120	Convenience stores .....	1 309	1 275	1 019 476	2 533	1 885	533	74.4	88.4	83.4
452110	Department stores (excl leased depts) .....	519	509	9 988 185	52 803	41 048	241	77.7	89.8	90.0
452910	Warehouse clubs & superstores .....	45	44	D	D	D	D	D	D	D
<b>RHODE ISLAND</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	207	202	1 247 168	3 026	2 099	593	69.4	91.0	92.2
445120	Convenience stores .....	144	137	94 617	245	180	519	73.5	76.2	74.0
452110	Department stores (excl leased depts) .....	33	30	594 052	3 247	2 593	222	79.9	95.8	95.8
452910	Warehouse clubs & superstores .....	2	2	D	D	D	D	D	D	D
<b>SOUTH CAROLINA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 116	1 079	5 081 356	18 042	13 215	379	73.2	84.8	79.3
445120	Convenience stores .....	368	356	168 206	499	385	432	77.2	76.9	72.8
452110	Department stores (excl leased depts) .....	154	151	3 041 629	15 416	13 072	232	84.8	99.7	99.7
452910	Warehouse clubs & superstores .....	20	20	D	D	D	D	D	D	D
<b>SOUTH DAKOTA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	275	266	868 660	2 863	2 167	391	75.7	85.8	85.4
445120	Convenience stores .....	39	36	23 415	64	47	476	73.4	82.4	81.3
452110	Department stores (excl leased depts) .....	42	42	765 400	3 845	3 058	250	79.5	98.3	98.3
452910	Warehouse clubs & superstores .....	2	2	D	D	D	D	D	D	D
<b>TENNESSEE</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 670	1 627	6 487 310	21 108	15 981	402	75.7	75.0	71.9
445120	Convenience stores .....	447	433	221 095	652	507	424	77.8	60.9	59.4
452110	Department stores (excl leased depts) .....	223	222	4 584 834	22 624	18 550	247	82.0	92.3	92.5
452910	Warehouse clubs & superstores .....	43	41	D	D	D	D	D	D	D
<b>TEXAS</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	4 716	4 520	25 738 554	68 335	52 897	475	77.4	90.0	88.4
445120	Convenience stores .....	1 517	1 472	819 524	2 582	2 023	399	78.4	100.0	100.0
452110	Department stores (excl leased depts) .....	721	698	16 104 491	79 116	64 460	246	81.5	97.1	96.4
452910	Warehouse clubs & superstores .....	142	140	D	D	D	D	D	D	D
<b>UTAH</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	349	345	2 938 419	8 335	6 562	447	78.7	93.8	88.1
445120	Convenience stores .....	83	81	61 387	162	130	472	80.2	92.0	87.6
452110	Department stores (excl leased depts) .....	88	85	1 662 104	9 049	7 047	232	77.9	100.0	100.0
452910	Warehouse clubs & superstores .....	21	21	764 014	3 069	2 404	318	78.3	90.9	90.9
<b>VERMONT</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	303	298	938 617	2 717	1 983	468	73.0	98.1	97.3
445120	Convenience stores .....	157	149	72 447	252	184	374	73.0	100.0	94.5
452110	Department stores (excl leased depts) .....	26	25	275 856	1 590	1 309	208	82.3	98.4	98.4
452910	Warehouse clubs & superstores .....	1	1	D	D	D	D	D	D	D
<b>VIRGINIA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 690	1 644	9 192 410	27 560	19 893	458	72.2	94.0	93.1
445120	Convenience stores .....	990	970	642 973	1 760	1 415	450	80.4	88.2	87.8
452110	Department stores (excl leased depts) .....	286	274	5 250 231	28 557	22 248	233	77.9	92.1	91.4
452910	Warehouse clubs & superstores .....	50	49	D	D	D	D	D	D	D

See footnotes at end of table.

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		Any time during year (number)	At end of year (number)		Total (1,000 sq ft)	Selling (1,000 sq ft)				
<b>WASHINGTON</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 482	1 434	8 445 950	23 449	17 508	476	74.7	98.5	97.5
445120	Convenience stores .....	567	541	322 515	985	743	410	75.4	88.4	85.9
452110	Department stores (excl leased depts) .....	170	166	3 752 834	18 500	14 656	251	79.2	94.7	94.1
452910	Warehouse clubs & superstores .....	61	60	D	D	D	D	D	D	D
<b>WEST VIRGINIA</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	606	587	2 181 774	6 436	4 835	443	75.1	97.1	93.9
445120	Convenience stores .....	224	217	117 485	376	295	392	78.5	100.0	100.0
452110	Department stores (excl leased depts) .....	94	93	1 538 229	8 168	6 368	240	78.0	85.2	84.7
452910	Warehouse clubs & superstores .....	13	13	D	D	D	D	D	D	D
<b>WISCONSIN</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	1 209	1 155	7 163 345	20 430	14 924	461	73.0	91.1	88.3
445120	Convenience stores .....	201	193	125 130	389	296	416	76.1	66.2	65.8
452110	Department stores (excl leased depts) .....	272	271	5 308 110	26 761	20 828	254	77.8	98.9	98.9
452910	Warehouse clubs & superstores .....	12	12	D	D	D	D	D	D	D
<b>WYOMING</b>										
445110	Supermarkets & other grocery (except convenience) stores .....	124	121	677 457	2 385	1 773	376	74.3	90.4	85.4
445120	Convenience stores .....	14	13	7 511	24	16	469	66.7	100.0	100.0
452110	Department stores (excl leased depts) .....	29	29	516 248	2 340	1 918	269	82.0	99.0	99.0
452910	Warehouse clubs & superstores .....	2	2	D	D	D	D	D	D	D

<sup>1</sup>Includes only floor space of establishments in business December 31, 1997.

<sup>2</sup>These data were computed after excluding sales of establishments not in business December 31, 1997.

**Table 2. Class of Customer by Kind of Business for the United States: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Kind of business	Establishments (number)	Sales (\$1,000)	Percent distribution of sales—				
				To general public (household consumers and individuals)	To builders and contractors <sup>1</sup>	To retailers and wholesalers for resale <sup>1</sup>	To retailers; wholesalers; institutional, commercial, and farm users (for use in farm production); and government	Sales of establishments responding to class of customer inquiry as percent of total sales
<b>UNITED STATES</b>								
<b>44-45</b>	<b>Retail trade</b>	<b>'1 118 447</b>	<b>'2 460 886 012</b>	<b>84.2</b>	<b>4.1</b>	<b>.3</b>	<b>11.4</b>	<b>83.0</b>
441	Motor vehicle & parts dealers	122 633	645 367 776	80.5	—	—	19.5	82.1
4411	Automobile dealers	49 237	553 652 292	83.8	—	—	16.2	83.0
44111	New car dealers	25 897	518 971 824	84.2	—	—	15.8	83.7
441110	New car dealers	25 897	518 971 824	84.2	—	—	15.8	83.7
44112	Used car dealers	23 340	34 680 468	77.1	—	—	22.9	71.9
441120	Used car dealers	23 340	34 680 468	77.1	—	—	22.9	71.9
4412	Other motor vehicle dealers	13 589	28 890 506	91.3	—	—	8.7	79.7
44121	Recreational vehicle dealers	3 014	10 069 749	94.8	—	—	5.2	81.3
441210	Recreational vehicle dealers	3 014	10 069 749	94.8	—	—	5.2	81.3
44122	Motorcycle, boat, & other motor vehicle dealers	10 575	18 820 757	89.5	—	—	10.5	78.8
441221	Motorcycle dealers	3 635	7 369 260	91.1	—	—	8.9	79.2
441222	Boat dealers	5 262	8 934 230	93.2	—	—	6.8	78.6
441229	All other motor vehicle dealers	1 678	2 517 267	71.4	—	—	28.6	78.7
4413	Automotive parts, accessories, & tire stores	59 807	62 824 978	42.8	—	—	57.2	74.9
44131	Automotive parts & accessories stores	42 519	43 165 668	33.2	—	—	66.8	70.6
441310	Automotive parts & accessories stores	42 519	43 165 668	33.2	—	—	66.8	70.6
44132	Tire dealers	17 288	19 659 310	60.4	—	—	39.6	84.4
441320	Tire dealers	17 288	19 659 310	60.4	—	—	39.6	84.4
442	Furniture & home furnishings stores	64 725	71 690 813	85.2	—	—	14.8	81.1
4421	Furniture stores	29 461	40 968 335	91.1	—	—	8.9	82.1
44211	Furniture stores	29 461	40 968 335	91.1	—	—	8.9	82.1
442110	Furniture stores	29 461	40 968 335	91.1	—	—	8.9	82.1
4422	Home furnishings stores	35 264	30 722 478	77.0	—	—	23.0	79.8
44221	Floor covering stores	16 603	16 471 814	59.9	—	—	40.1	78.6
442210	Floor covering stores	16 603	16 471 814	59.9	—	—	40.1	78.6
44229	Other home furnishings stores	18 661	14 250 664	96.2	—	—	3.8	81.1
442291	Window treatment stores	2 126	915 301	89.5	—	—	10.5	66.6
442299	All other home furnishings stores	16 535	13 335 363	96.5	—	—	3.5	82.1
443	Electronics & appliance stores	43 373	68 561 331	82.8	—	—	17.2	78.6
4431	Electronics & appliance stores	43 373	68 561 331	82.8	—	—	17.2	78.6
44311	Appliance, television, & other electronics stores	28 789	42 250 978	93.9	—	—	6.1	84.4
443111	Household appliance stores	10 484	10 082 894	90.8	—	—	9.2	82.2
443112	Radio, television, & other electronics stores	18 305	32 168 084	94.8	—	—	5.2	85.1
44312	Computer & software stores	11 741	24 058 663	58.7	—	—	41.3	68.2
443120	Computer & software stores	11 741	24 058 663	58.7	—	—	41.3	68.2
4431201	Computer stores (custom assembly)	3 801	3 983 465	46.5	—	—	53.5	46.9
4431202	Other computer stores	5 670	17 230 438	60.2	—	—	39.8	78.1
4431203	Prepackaged software stores	2 270	2 844 760	61.1	—	—	38.9	38.0
44313	Camera & photographic supplies stores	2 843	2 251 690	83.0	—	—	17.0	80.0
443130	Camera & photographic supplies stores	2 843	2 251 690	83.0	—	—	17.0	80.0
444	Building material & garden equipment & supplies dealers	93 117	227 566 101	37.1	42.1	2.2	18.6	87.3
4441	Building material & supplies dealers	71 916	195 888 196	38.2	48.7	2.6	10.5	87.5
44411	Home centers	3 997	51 627 926	86.2	13.0	.4	.4	91.3
444110	Home centers	3 997	51 627 926	86.2	13.0	.4	.4	91.3
44412	Paint & wallpaper stores	8 429	7 943 420	25.9	55.9	6.5	11.7	84.6
444120	Paint & wallpaper stores	8 429	7 943 420	25.9	55.9	6.5	11.7	84.6
44413	Hardware stores	15 748	13 605 263	69.7	18.2	2.9	9.2	81.9
444130	Hardware stores	15 748	13 605 263	69.7	18.2	2.9	9.2	81.9
44419	Other building material dealers	43 742	122 711 587	14.4	67.3	3.3	15.0	86.7
444190	Other building material dealers	43 742	122 711 587	14.4	67.3	3.3	15.0	86.7
4441901	Retail lumber yards	11 046	41 846 016	23.5	69.0	2.2	5.3	84.1
4441902	All other building material dealers	32 696	80 865 571	9.9	66.5	3.8	19.8	88.0
4442	Lawn & garden equipment & supplies stores	21 201	31 677 905	30.5	—	—	69.5	86.3
44421	Outdoor power equipment stores	4 769	4 069 193	52.6	—	—	47.4	77.9
444210	Outdoor power equipment stores	4 769	4 069 193	52.6	—	—	47.4	77.9
44422	Nursery & garden centers	16 432	27 608 712	27.6	—	—	72.4	87.5
444220	Nursery & garden centers	16 432	27 608 712	27.6	—	—	72.4	87.5
445	Food & beverage stores	148 528	401 764 499	98.7	—	—	1.3	87.4
4451	Grocery stores	96 542	368 250 471	99.2	—	—	.8	88.7
44511	Supermarkets & other grocery (except convenience) stores	69 461	351 402 705	99.2	—	—	.8	89.9
445110	Supermarkets & other grocery (except convenience) stores	69 461	351 402 705	99.2	—	—	.8	89.9
44512	Convenience stores	27 081	16 847 766	99.4	—	—	.6	63.3
445120	Convenience stores	27 081	16 847 766	99.4	—	—	.6	63.3

See footnotes at end of table.

**Table 2. Class of Customer by Kind of Business for the United States: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Kind of business	Establishments (number)	Sales (\$1,000)	Percent distribution of sales—				
				To general public (household consumers and individuals)	To builders and contractors <sup>1</sup>	To retailers and wholesalers for resale <sup>1</sup>	To retailers; wholesalers; institutional, industrial, commercial, and farm users (for use in farm production); and government	Sales of establishments responding to class of customer inquiry as percent of total sales
<b>UNITED STATES—Con.</b>								
<b>44-45</b>	<b>Retail trade—Con.</b>							
445	Food & beverage stores—Con.							
4452	Specialty food stores .....	22 373	10 829 908	87.3	—	—	12.7	66.1
44521	Meat markets .....	7 214	4 347 021	87.1	—	—	12.9	67.3
445210	Meat markets .....	7 214	4 347 021	87.1	—	—	12.9	67.3
44522	Fish & seafood markets .....	1 634	1 037 553	78.8	—	—	21.2	72.9
445220	Fish & seafood markets .....	1 634	1 037 553	78.8	—	—	21.2	72.9
44523	Fruit & vegetable markets .....	3 179	2 106 828	89.9	—	—	10.1	63.6
445230	Fruit & vegetable markets .....	3 179	2 106 828	89.9	—	—	10.1	63.6
44529	Other specialty food stores .....	10 346	3 338 506	89.1	—	—	10.9	64.0
445291	Baked goods stores .....	2 790	890 310	91.7	—	—	8.3	46.8
445292	Confectionery & nut stores .....	3 684	1 227 942	92.8	—	—	7.2	78.5
445299	All other specialty food stores .....	3 872	1 220 254	82.8	—	—	17.2	61.8
4453	Beer, wine, & liquor stores .....	29 613	22 684 120	94.2	—	—	5.8	76.2
44531	Beer, wine, & liquor stores .....	29 613	22 684 120	94.2	—	—	5.8	76.2
445310	Beer, wine, & liquor stores .....	29 613	22 684 120	94.2	—	—	5.8	76.2
446	Health & personal care stores .....							
4461	Health & personal care stores .....	82 941	117 700 863	96.8	—	—	3.2	83.9
44611	Pharmacies & drug stores .....	43 615	98 630 857	98.5	—	—	1.5	86.8
446110	Pharmacies & drug stores .....	43 615	98 630 857	98.5	—	—	1.5	86.8
4461101	Pharmacies & drug stores .....	41 743	96 989 832	98.5	—	—	1.5	86.8
4461102	Proprietary stores .....	1 872	1 641 025	96.7	—	—	3.3	83.3
44612	Cosmetics, beauty supplies, & perfume stores .....	9 014	4 418 998	83.7	—	—	16.3	85.2
446120	Cosmetics, beauty supplies, & perfume stores .....	9 014	4 418 998	83.7	—	—	16.3	85.2
44613	Optical goods stores .....	15 192	6 432 078	97.4	—	—	2.6	67.3
446130	Optical goods stores .....	15 192	6 432 078	97.4	—	—	2.6	67.3
44619	Other health & personal care stores .....	15 120	8 218 930	77.6	—	—	22.4	62.4
446191	Food (health) supplement stores .....	7 404	3 488 590	97.0	—	—	3.0	52.6
446199	All other health & personal care stores .....	7 716	4 730 340	66.8	—	—	33.2	69.7
447	Gasoline stations .....							
4471	Gasoline stations .....	126 889	198 165 786	93.3	—	—	6.7	74.1
44711	Gasoline stations with convenience stores .....	81 684	127 609 117	97.0	—	—	3.0	81.2
447110	Gasoline stations with convenience stores .....	81 684	127 609 117	97.0	—	—	3.0	81.2
44719	Other gasoline stations .....	45 205	70 556 669	84.4	—	—	15.6	61.1
447190	Other gasoline stations .....	45 205	70 556 669	84.4	—	—	15.6	61.1
448	Clothing & clothing accessories stores .....							
4481	Clothing stores .....	94 740	95 918 083	98.9	—	—	1.1	82.0
44811	Men's clothing stores .....	12 143	9 864 629	97.8	—	—	2.2	65.8
448110	Men's clothing stores .....	12 143	9 864 629	97.8	—	—	2.2	65.8
44812	Women's clothing stores .....	39 672	27 257 683	99.1	—	—	.9	74.2
448120	Women's clothing stores .....	39 672	27 257 683	99.1	—	—	.9	74.2
44813	Children's & infants' clothing stores .....	5 115	4 638 006	99.9	—	—	.1	89.8
448130	Children's & infants' clothing stores .....	5 115	4 638 006	99.9	—	—	.1	89.8
44814	Family clothing stores .....	20 450	44 796 060	99.7	—	—	.3	91.2
448140	Family clothing stores .....	20 450	44 796 060	99.7	—	—	.3	91.2
44815	Clothing accessories stores .....	5 860	2 132 281	98.4	—	—	1.6	64.7
448150	Clothing accessories stores .....	5 860	2 132 281	98.4	—	—	1.6	64.7
44819	Other clothing stores .....	11 500	7 229 424	93.0	—	—	7.0	76.8
448190	Other clothing stores .....	11 500	7 229 424	93.0	—	—	7.0	76.8
4482	Shoe stores .....	31 399	20 543 252	98.9	—	—	1.1	72.0
44821	Shoe stores .....	31 399	20 543 252	98.9	—	—	1.1	72.0
448210	Shoe stores .....	31 399	20 543 252	98.9	—	—	1.1	72.0
4482101	Men's shoe stores .....	2 376	1 317 461	97.2	—	—	2.8	96.4
4482102	Women's shoe stores .....	4 466	2 343 324	99.1	—	—	.9	49.1
4482103	Children's & juveniles' shoe stores .....	1 047	459 463	98.1	—	—	1.9	58.4
4482104	Family shoe stores .....	18 233	10 498 695	99.3	—	—	.7	82.6
4482105	Athletic footwear stores .....	5 277	5 924 309	98.2	—	—	1.8	57.8
4483	Jewelry, luggage, & leather goods stores .....	30 462	19 936 310	96.4	—	—	3.6	79.9
44831	Jewelry stores .....	28 336	18 511 350	96.4	—	—	3.6	79.6
448310	Jewelry stores .....	28 336	18 511 350	96.4	—	—	3.6	79.6
44832	Luggage & leather goods stores .....	2 126	1 424 960	96.6	—	—	3.4	83.8
448320	Luggage & leather goods stores .....	2 126	1 424 960	96.6	—	—	3.4	83.8

See footnotes at end of table.



**Table 2. Class of Customer by Kind of Business for the United States: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Kind of business	Establishments (number)	Sales (\$1,000)	Percent distribution of sales—				
				To general public (household consumers and individuals)	To builders and contractors <sup>1</sup>	To retailers and wholesalers for resale <sup>1</sup>	To retailers; wholesalers; institutional, industrial, commercial, and farm users (for use in farm production); and government	Sales of establishments responding to class of customer inquiry as percent of total sales
<b>UNITED STATES—Con.</b>								
<b>44-45 Retail trade—Con.</b>								
451	Sporting goods, hobby, book, & music stores .....	69 149	62 010 926	95.7	—	—	4.3	82.3
4511	Sporting goods, hobby, & musical instrument stores .....	46 315	41 415 227	94.8	—	—	5.2	84.8
451111	Sporting goods stores .....	24 424	20 043 321	94.4	—	—	5.6	79.6
4511110	Sporting goods stores .....	24 424	20 043 321	94.4	—	—	5.6	79.6
4511101	General-line sporting goods stores .....	7 458	9 311 810	96.5	—	—	3.5	76.4
4511102	Specialty-line sporting goods stores .....	16 966	10 731 511	92.8	—	—	7.2	82.4
45112	Hobby, toy, & game stores .....	10 824	14 388 277	98.5	—	—	1.5	94.1
451120	Hobby, toy, & game stores .....	10 824	14 388 277	98.5	—	—	1.5	94.1
45113	Sewing, needlework, & piece goods stores .....	6 590	3 182 916	95.3	—	—	4.7	79.1
451130	Sewing, needlework, & piece goods stores .....	6 590	3 182 916	95.3	—	—	4.7	79.1
45114	Musical instrument & supplies stores .....	4 477	3 800 713	79.5	—	—	20.5	81.4
451140	Musical instrument & supplies stores .....	4 477	3 800 713	79.5	—	—	20.5	81.4
4512	Book, periodical, & music stores .....	22 834	20 595 699	97.6	—	—	2.4	77.3
45121	Book stores & news dealers .....	14 676	13 228 864	96.8	—	—	3.2	71.4
451211	Book stores .....	12 363	12 375 058	96.8	—	—	3.2	71.8
4512111	Book stores, general .....	7 693	8 167 174	97.6	—	—	2.4	64.7
4512112	Specialty book stores .....	2 980	1 418 656	92.3	—	—	7.7	79.2
4512113	College book stores .....	1 690	2 789 228	97.3	—	—	2.7	88.8
451212	News dealers & newsstands .....	2 313	853 806	96.3	—	—	3.7	66.7
45122	Prerecorded tape, compact disc, & record stores .....	8 158	7 366 835	98.9	—	—	1.1	87.9
451220	Prerecorded tape, compact disc, & record stores .....	8 158	7 366 835	98.9	—	—	1.1	87.9
452	General merchandise stores .....	36 171	330 444 460	92.8	—	—	7.2	95.0
4521	Department stores (excl leased depts) .....	10 366	220 108 157	100.0	—	—	—	96.1
45211	Department stores (excl leased depts) .....	10 366	220 108 157	100.0	—	—	—	96.1
452110	Department stores (excl leased depts) .....	10 366	220 108 157	100.0	—	—	—	96.1
4521101	Conventional department stores (excl leased depts) .....	2 100	52 453 180	100.0	—	—	—	91.4
4521102	Discount or mass merchandising dept stores (excl leased depts) .....	6 378	126 122 830	100.0	—	—	—	97.1
4521103	National chain department stores (excl leased depts) .....	1 888	41 532 147	100.0	—	—	—	98.9
4529	Other general merchandise stores .....	25 805	110 336 303	77.9	—	—	22.1	92.8
45291	Warehouse clubs & superstores .....	1 530	81 918 756	73.1	—	—	26.9	98.9
452910	Warehouse clubs & superstores .....	1 530	81 918 756	73.1	—	—	26.9	98.9
45299	All other general merchandise stores .....	24 275	28 417 547	96.3	—	—	3.7	75.0
452990	All other general merchandise stores .....	24 275	28 417 547	96.3	—	—	3.7	75.0
4529901	Variety stores .....	14 065	D	D	D	D	D	D
4529902	Catalog showrooms .....	671	D	D	D	D	D	D
4529903	Miscellaneous general merchandise stores .....	9 539	13 437 528	92.9	—	—	7.1	78.6
453	Miscellaneous store retailers .....	129 838	78 109 161	82.1	—	—	17.9	67.6
4531	Florists .....	26 200	6 555 088	86.9	—	—	13.1	73.1
45311	Florists .....	26 200	6 555 088	86.9	—	—	13.1	73.1
453110	Florists .....	26 200	6 555 088	86.9	—	—	13.1	73.1
4532	Office supplies, stationery, & gift stores .....	44 615	31 573 035	66.5	—	—	33.5	59.8
45321	Office supplies & stationery stores .....	7 330	17 075 739	23.5	—	—	76.5	45.3
453210	Office supplies & stationery stores .....	7 330	17 075 739	23.5	—	—	76.5	45.3
4532101	Stationery stores .....	1 202	512 924	89.6	—	—	10.4	80.5
4532102	Office supplies stores .....	6 128	16 562 815	19.8	—	—	80.2	44.2
45322	Gift, novelty, & souvenir stores .....	37 285	14 497 296	96.2	—	—	3.8	76.9
453220	Gift, novelty, & souvenir stores .....	37 285	14 497 296	96.2	—	—	3.8	76.9
4533	Used merchandise stores .....	17 990	6 043 642	84.2	—	—	15.8	73.4
45331	Used merchandise stores .....	17 990	6 043 642	84.2	—	—	15.8	73.4
453310	Used merchandise stores .....	17 990	6 043 642	84.2	—	—	15.8	73.4
4539	Other miscellaneous store retailers .....	41 033	33 937 396	92.8	—	—	7.2	72.9
45391	Pet & pet supplies stores .....	8 318	5 492 749	97.4	—	—	2.6	83.2
453910	Pet & pet supplies stores .....	8 318	5 492 749	97.4	—	—	2.6	83.2
45392	Art dealers .....	5 698	3 000 798	81.6	—	—	18.4	71.8
453920	Art dealers .....	5 698	3 000 798	81.6	—	—	18.4	71.8
45393	Manufactured (mobile) home dealers .....	5 485	13 347 491	98.7	—	—	1.3	76.9
453930	Manufactured (mobile) home dealers .....	5 485	13 347 491	98.7	—	—	1.3	76.9
45399	All other miscellaneous store retailers .....	21 532	12 096 358	85.4	—	—	14.6	64.0
453991	Tobacco stores .....	3 884	3 068 352	95.5	—	—	4.5	67.6
453998	All other miscellaneous store retailers (except tobacco stores) .....	17 648	9 028 006	81.7	—	—	18.3	62.7

See footnotes at end of table.

**Table 2. Class of Customer by Kind of Business for the United States: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Kind of business	Establishments (number)	Sales (\$1,000)	Percent distribution of sales—				
				To general public (household consumers and individuals)	To builders and contractors <sup>1</sup>	To retailers and wholesalers for resale <sup>1</sup>	To retailers; wholesalers; institutional, industrial, commercial, and farm users (for use in farm production); and government	Sales of establishments responding to class of customer inquiry as percent of total sales
<b>UNITED STATES—Con.</b>								
<b>44-45</b>	<b>Retail trade—Con.</b>							
454	Nonstore retailers .....	'44 482	'123 106 651	73.4	—	—	26.6	64.6
4541	Electronic shopping & mail-order houses .....	10 013	79 018 305	76.8	—	—	23.2	63.5
45411	Electronic shopping & mail-order houses .....	10 013	79 018 305	76.8	—	—	23.2	63.5
454110	Electronic shopping & mail-order houses .....	10 013	79 018 305	76.8	—	—	23.2	63.5
4542	Vending machine operators .....	7 070	6 884 497	X	X	X	X	X
45421	Vending machine operators .....	7 070	6 884 497	X	X	X	X	X
454210	Vending machine operators .....	7 070	6 884 497	X	X	X	X	X
4543	Direct selling establishments .....	'27 399	'37 203 849	67.5	—	—	32.5	78.1
45431	Fuel dealers .....	12 532	22 622 249	63.5	—	—	36.5	79.0
454311	Heating oil dealers .....	5 657	13 866 783	64.9	—	—	35.1	78.8
454312	Liquefied petroleum gas (bottled gas) dealers .....	6 623	8 657 339	61.8	—	—	38.2	79.1
454319	Other fuel dealers .....	252	98 127	31.8	—	—	68.2	86.3
45439	Other direct selling establishments .....	'14 867	'14 581 600	73.8	—	—	26.2	76.9
454390	Other direct selling establishments .....	'14 867	'14 581 600	73.8	—	—	26.2	76.9
4543901	Direct selling, furniture, home furnishings, electronics, & appl .....	4 284	3 617 293	74.5	—	—	25.5	89.2
4543902	Direct selling, books, periodicals, videos, & compact discs .....	'1 263	'1 751 884	88.9	—	—	11.1	74.8
4543903	Direct selling, other merchandise .....	9 320	'9 212 423	70.6	—	—	29.4	72.4

<sup>1</sup>This category was reported separately only by establishments in NAICS 444, 4441, 44411, 444110, 44412, 444120, 44413, 444130, 44419, 444190, 4441901, and 4441902. This category was reported as part of the "To retailers; wholesalers; etc." category by other kinds of business.

# Appendix A.

## Explanation of Terms

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### **NUMBER OF ESTABLISHMENTS**

An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Retail trade 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 retail trade 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.

Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling shoes within a department store would be considered a separate retail establishment under the "shoe stores" classification.

### **SALES (\$1,000)**

Includes merchandise sold for cash or credit at retail and wholesale by establishments primarily engaged in retail trade; amounts received from customers for layaway purchases; receipts from rental of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; the total value of service contracts; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed on to the retailer.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from sales. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

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

# Appendix B.

## NAICS Codes, Titles, and Descriptions

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### 44-45 RETAIL TRADE

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

The retailing process is the final step in the distribution of merchandise; retailers are, therefore, organized to sell merchandise in small quantities to the general public. This sector comprises two main types of retailers: store and nonstore retailers.

Store retailers operate fixed point-of-sale locations, located and designed to attract a high volume of walk-in customers. In general, retail stores have extensive displays of merchandise and use mass-media advertising to attract customers. They typically sell merchandise to the general public for personal or household consumption, but some also serve business and institutional clients. These include establishments, such as office supply stores, computer and software stores, building materials dealers, plumbing supply stores, and electrical supply stores. Catalog showrooms, gasoline service stations, automotive dealers, and mobile home dealers are treated as store retailers.

In addition to retailing merchandise, some types of store retailers are also engaged in the provision of after-sales services, such as repair and installation. For example, new automobile dealers, electronic and appliance stores, and musical instrument and supply stores often provide repair services. As a general rule, establishments engaged in retailing merchandise and providing after-sales services are classified in this sector.

The first eleven subsectors of retail trade are store retailers. The establishments are grouped into industries and industry groups typically based on one or more of the following criteria:

The merchandise line or lines carried by the store; for example, specialty stores are distinguished from general-line stores.

The usual trade designation of the establishments. This criterion applies in cases where a store type is well recognized by the industry and the public, but difficult to define strictly in terms of commodity lines carried; for example, pharmacies, hardware stores, and department stores.

Capital requirements in terms of display equipment; for example, food stores have equipment requirements not found in other retail industries.

Human resource requirements in terms of expertise; for example, the staff of an automobile dealer requires knowledge in financing, registering, and licensing issues that are not necessary in other retail industries.

Nonstore retailers, like store retailers, are organized to serve the general public, but their retailing methods differ. The establishments of this subsector reach customers and market merchandise with methods, such as the broadcasting of "infomercials," the broadcasting and publishing of direct-response advertising, the publishing of paper and electronic catalogs, door-to-door solicitation, in-home demonstration, selling from portable stalls (street vendors, except food), and distribution through vending machines. Establishments engaged in the direct sale (nonstore) of products, such as home heating oil dealers and home delivery newspaper routes.

The buying of goods for resale is a characteristic of retail trade establishments that particularly distinguishes them from establishments in the agriculture, manufacturing, and construction industries. For example, farms that sell their products at or from the point of production are not classified in retail, but rather in agriculture. Similarly, establishments that both manufacture and sell their products to the general public are not classified in retail, but rather in manufacturing. However, establishments that engage in processing activities incidental to retailing are classified in retail. This includes establishments, such as optical goods stores that do in-store grinding of lenses, and meat and seafood markets.

Wholesalers also engage in the buying of goods for resale, but they are not usually organized to serve the general public. They typically operate from a warehouse or office and neither the design nor the location of these premises is intended to solicit a high volume of walk-in traffic. Wholesalers supply institutional, industrial, wholesale, and retail clients; their operations are, therefore, generally organized to purchase, sell, and deliver merchandise in larger quantities. However, dealers of durable nonconsumer goods, such as farm machinery and heavy duty trucks, are included in wholesale trade even if they often sell these products in single units.

### 441 Motor Vehicle and Parts Dealers

Industries in the Motor Vehicle and Parts Dealers subsector retail motor vehicle and parts merchandise from fixed point-of-sale locations. Establishments in this subsector typically operate from a showroom and/or an open lot where the vehicles are on display. The display of

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vehicles and the related parts require little by way of display equipment. The personnel generally include both the sales and sales support staff familiar with the requirements for registering and financing a vehicle as well as a staff of parts experts and mechanics trained to provide repair and maintenance services for the vehicles. Specific industries have been included in this subsector to identify the type of vehicle being retailed.

Sales of capital or durable nonconsumer goods, such as medium and heavy-duty trucks, are always included in wholesale trade. These goods are virtually never sold through retail methods.

#### **4411 Automobile Dealers**

This industry group comprises establishments primarily engaged in retailing new and used automobiles and light trucks, such as sport utility vehicles, and passenger and cargo vans.

##### **44111 New Car Dealers**

This industry comprises establishments primarily engaged in retailing new automobiles and light trucks, such as sport utility vehicles, and passenger and cargo vans, or retailing these new vehicles in combination with activities, such as repair services, retailing used cars, and selling replacement parts and accessories.

##### **441110 New Car Dealers**

This U.S. industry comprises establishments primarily engaged in retailing new automobiles and light trucks, such as sport utility vehicles, and passenger and cargo vans, or retailing these new vehicles in combination with activities, such as repair services, retailing used cars, and selling replacement parts and accessories.

The data published with NAICS code 441110 are comprised of the following SIC industry:

5511 Motor vehicle dealers (new and used)

##### **44112 Used Car Dealers**

This industry comprises establishments primarily engaged in retailing used automobiles and light trucks, such as sport utility vehicles, and passenger and cargo vans.

##### **441120 Used Car Dealers**

This U.S. industry comprises establishments primarily engaged in retailing used automobiles and light trucks, such as sport utility vehicles, and passenger and cargo vans.

The data published with NAICS code 441120 are comprised of the following SIC industry:

5521 Motor vehicle dealers (used only)

#### **4412 Other Motor Vehicle Dealers**

This industry group comprises establishments primarily engaged in retailing new and used vehicles (except automobiles, light trucks, such as sport utility vehicles, and passenger and cargo vans).

##### **44121 Recreational Vehicle Dealers**

This industry comprises establishments primarily engaged in retailing new and/or used recreational vehicles commonly referred to as RVs or retailing these new vehicles in combination with activities, such as repair services and selling replacement parts and accessories.

##### **441210 Recreational Vehicle Dealers**

This U.S. industry comprises establishments primarily engaged in retailing new and/or used recreational vehicles commonly referred to as RVs or retailing these new vehicles in combination with activities, such as repair services and selling replacement parts and accessories.

The data published with NAICS code 441210 are comprised of the following SIC industry:

5561 Recreational vehicle dealers

##### **44122 Motorcycle, Boat, and Other Motor Vehicle Dealers**

This industry comprises establishments primarily engaged in retailing new and used motorcycles, boats, and other vehicles (except automobiles, light trucks, and recreational vehicles), or retailing these new vehicles in combination with activities, such as repair services and selling replacement parts and accessories.

##### **441221 Motorcycle Dealers**

This U.S. industry comprises establishments primarily engaged in retailing new and/or used motorcycles, motor scooters, motor bikes, mopeds, off-road all-terrain vehicles, and personal watercraft, or retailing these new vehicles in combination with repair services and selling replacement parts and accessories.

The data published with NAICS code 441221 are comprised of the following SIC industry:

5571 Motorcycle dealers

##### **441222 Boat Dealers**

This U.S. industry comprises establishments primarily engaged in (1) retailing new and/or used boats or retailing new boats in combination with activities, such as repair services and selling replacement parts and accessories, and/or (2) retailing new and/or used outboard motors, boat trailers, marine supplies, parts, and accessories.

The data published with NAICS code 441222 are comprised of the following SIC industry:

5551 Boat dealers



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## **441229 All Other Motor Vehicle Dealers**

This U.S. industry comprises establishments primarily engaged in retailing new and/or used utility trailers and vehicles (except automobiles, light trucks, recreational vehicles, motorcycles, boats, motor scooters, motorbikes, off-road all-terrain vehicles, and personal watercraft) or retailing these new vehicles in combination with activities, such as repair services and selling replacement parts and accessories.

The data published with NAICS code 441229 are comprised of the following SIC industry:

5599 Automotive dealers, not elsewhere classified

## **4413 Automotive Parts, Accessories, and Tire Stores**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: Automotive Parts and Accessories Stores, 44131; and 44132, Tire Dealers.

### **44131 Automotive Parts and Accessories Stores**

This industry comprises one or more of the following: (1) establishments known as automotive supply stores primarily engaged in retailing new, used, and/or rebuilt automotive parts and accessories; (2) automotive supply stores that are primarily engaged in both retailing automotive parts and accessories and repairing automobiles; and (3) establishments primarily engaged in retailing and installing automotive accessories.

### **441310 Automotive Parts and Accessories Stores**

This U.S. industry comprises one or more of the following: (1) establishments known as automotive supply stores primarily engaged in retailing new, used, and/or rebuilt automotive parts and accessories; (2) automotive supply stores that are primarily engaged in both retailing automotive parts and accessories and repairing automobiles; and (3) establishments primarily engaged in retailing and installing automotive accessories.

The data published with NAICS code 441310 are comprised of these parts of the following SIC industries:

5013 (pt) Motor vehicle supplies and new parts  
jobbers (retail)

5531 (pt) Auto supplies stores

5731 (pt) Automotive radio stores

### **4413101 Auto Supplies Stores**

Establishments primarily engaged in retailing auto supplies, such as automotive batteries, parts, accessories, and sundry supplies. These establishments also may sell

automotive tires. These establishments may have facilities to perform motor vehicle service work. Establishments primarily engaged in selling and installing custom-made seat covers are included here.

### **4413102 Automotive Radio Stores**

Establishments primarily engaged in retailing automotive radios and other automotive sound reproducing equipment. These establishments may also perform incidental installation and repair work.

### **4413103 Motor Vehicle Supplies and New Parts Jobbers (Retail)**

Establishments primarily engaged in retailing motor vehicle supplies and new parts. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

### **44132 Tire Dealers**

This industry comprises establishments primarily engaged in retailing new and/or used tires and tubes or retailing new tires in combination with automotive repair services.

### **441320 Tire Dealers**

This U.S. industry comprises establishments primarily engaged in retailing new and/or used tires and tubes or retailing new tires in combination with automotive repair services.

The data published with NAICS code 441320 are comprised of these parts of the following SIC industries:

5014 (pt) Tire and tube merchants (retail)

5531 (pt) New tire dealers

### **4413201 New Tire Dealers**

Establishments primarily engaged in retailing new automotive tires and tubes. These establishments generally have facilities to perform installation and repair services related to the sale of tires.

### **4413202 Tire and Tube Merchants (Retail)**

Establishments primarily engaged in retailing new tires and tubes for passenger and commercial vehicles. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

## **442 Furniture and Home Furnishings Stores**

Industries in the Furniture and Home Furnishings Stores subsector retail new furniture and home furnishings merchandise from fixed point-of-sale locations. Establishments in this subsector usually operate from showrooms and have substantial areas for the presentation of their products. Many offer interior decorating services in addition to the sale of products.

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## **4421 Furniture Stores**

This NAICS Industry Group includes establishments classified in the following NAICS Industry: 44211, Furniture Stores.

### **44211 Furniture Stores**

This industry comprises establishments primarily engaged in retailing new furniture, such as household furniture (e.g., baby furniture box springs and mattresses) and outdoor furniture; office furniture (except those sold in combination with office supplies and equipment); and/or furniture sold in combination with major appliances, home electronics, home furnishings, and/or floor covering.

### **442110 Furniture Stores**

This U.S. industry comprises establishments primarily engaged in retailing new furniture, such as household furniture (e.g., baby furniture box springs and mattresses) and outdoor furniture; office furniture (except those sold in combination with office supplies and equipment); and/or furniture sold in combination with major appliances, home electronics, home furnishings, and/or floor covering.

The data published with NAICS code 442110 are comprised of these parts of the following SIC industries:

- 5021 (pt) Office and business furniture merchants (retail)
- 5712 (pt) Furniture warehouse showrooms
- 5712 (pt) Sleep shop and waterbed stores
- 5712 (pt) Furniture stores, except custom
- 5712 (pt) Specialty furniture stores, except custom

### **4421101 Furniture Stores, Except Custom**

Establishments primarily engaged in retailing new household furniture (except custom-made furniture). These establishments may also provide interior design services and sell floor coverings, other home furnishings, and major appliances, such as refrigerators, stoves, freezers, and televisions.

### **4421102 Furniture Warehouse Showrooms**

Establishments, known as furniture warehouse showrooms, primarily engaged in retailing the same merchandise as furniture stores, but operating as warehouse showrooms where customers make their furniture selections from items on display in the showroom. The furniture is then taken from a warehouse adjacent to the showroom (usually under the same roof) for delivery to or pick-up by the customer.

## **4421103 Sleep Shop and Waterbed Stores**

Establishments primarily engaged in retailing new mattresses, box springs, and other sleep equipment, including waterbeds.

### **4421104 Specialty Furniture Stores, Except Custom**

Establishments primarily engaged in retailing specialty furniture, such as children's, outdoor, office, and computer-related furniture.

### **44211041 Specialty Furniture Stores, Except Custom**

Establishments primarily engaged in retailing specialty furniture, such as children's, outdoor, and computer-related furniture.

### **44211042 Office and Business Furniture Merchants (Retail)**

Establishments primarily engaged in retailing filing cabinets (wood or steel), desks, and other office and business furniture. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

## **4422 Home Furnishings Stores**

This industry group comprises establishments primarily engaged in retailing new home furnishings (except furniture).

### **44221 Floor Covering Stores**

This industry comprises establishments primarily engaged in retailing new floor coverings, such as rugs and carpets, vinyl floor coverings, and floor tile (except ceramic or wood only); or retailing new floor coverings in combination with installation and repair services.

### **442210 Floor Covering Stores**

This U.S. industry comprises establishments primarily engaged in retailing new floor coverings, such as rugs and carpets, vinyl floor coverings, and floor tile (except ceramic or wood only); or retailing new floor coverings in combination with installation and repair services.

The data published with NAICS code 442210 are comprised of these parts of the following SIC industries:

- 5023 (pt) Floor covering merchants (retail)
- 5713 Floor covering stores

### **4422101 Floor Covering Stores**

Establishments primarily engaged in retailing rugs, carpets, floor tile (i.e., rubber, vinyl, asphalt), and related products. These establishments may also perform incidental installation.

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#### **4422102 Floor Covering Merchants (Retail)**

Establishments primarily engaged in retailing carpets, rugs, and all other types of hard and soft surface floor coverings (excluding ceramic and clay tile). These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **44229 Other Home Furnishings Stores**

This industry comprises establishments primarily engaged in retailing new home furnishings (except furniture and floor coverings).

#### **442291 Window Treatment Stores**

This U.S. industry comprises establishments primarily engaged in retailing new window treatments, such as curtains, drapes, blinds, and shades.

The data published with NAICS code 442291 are comprised of these parts of the following SIC industries:

- 5714 (pt) Drapery and curtain stores, except custom
- 5719 (pt) Blind and shade stores

#### **4422911 Drapery and Curtain Stores, Except Custom**

Establishments primarily engaged in retailing packaged draperies and curtains.

#### **4422912 Blind and Shade Stores**

Establishments primarily engaged in retailing blinds, shades, and similar window treatments. Establishments producing custom-made window shades and venetian blinds for household use are included here.

#### **442299 All Other Home Furnishings Stores**

This U.S. industry comprises establishments primarily engaged in retailing new home furnishings (except floor coverings, furniture, and window treatments).

The data published with NAICS code 442299 are comprised of this part of the following SIC industry:

- 5719 (pt) All other home furnishings stores

#### **443 Electronics and Appliance Stores**

Industries in the Electronics and Appliance Stores subsector retail new electronics and appliance merchandise from point-of-sale locations. Establishments in this subsector often operate from locations that have special provisions for floor displays requiring special electrical capacity to accommodate the proper demonstration of the products. The staff includes sales personnel knowledgeable in the characteristics and warranties of the line of goods retailed and may also include trained repair persons to

handle the maintenance and repair of the electronic equipment and appliances. The classifications within this subsector are made principally on the type of product and knowledge required to operate each type of store.

#### **4431 Electronics and Appliance Stores**

This industry group comprises establishments primarily engaged in retailing the following new products: household-type appliances, cameras, computers, and other electronic goods.

#### **44311 Appliance, Television, and Other Electronics Stores**

This industry comprises establishments primarily engaged in retailing one of the following: (1) retailing an array of new household-type appliances and consumer-type electronic products, such as radios, televisions, and computers; (2) specializing in retailing a single line of new consumer-type electronic products (except computers); and (3) retailing these new products in combination with repair services.

#### **443111 Household Appliance Stores**

This U.S. industry comprises establishments known as appliance stores primarily engaged in retailing an array of new household appliances, such as refrigerators, dishwashers, ovens, irons, coffeemakers, hair dryers, electric razors, room air-conditioners, microwave ovens, sewing machines, and vacuum cleaners, or retailing new appliances in combination with appliance repair services.

The data published with NAICS code 443111 are comprised of the following SIC industry:

- 5722 Household appliance stores

#### **443112 Radio, Television, and Other Electronics Stores**

This U.S. industry comprises: (1) establishments known as consumer electronics stores primarily engaged in retailing a general line of new consumer-type electronic products; (2) establishments specializing in retailing a single line of consumer-type electronic products (except computers); or (3) establishments primarily engaged in retailing these new electronic products in combination with repair services.

The data published with NAICS code 443112 are comprised of these parts of the following SIC industries:

- 5731 (pt) Other radio, television, and electronics stores
- 5999 (pt) Typewriter shops
- 5999 (pt) Telephone stores

#### **4431121 Typewriter Shops**

Establishments primarily engaged in retailing typewriters. These establishments may also rent and/or repair typewriters.

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### **4431122 Telephone Stores**

Establishments primarily engaged in retailing telephones and telephone parts and supplies.

### **4431123 Other Radio, Television, and Electronics Stores**

Establishments primarily engaged in retailing radios and stereo equipment (except automotive), television sets, record players, and other consumer audio and video electronic equipment. These establishments may also sell additional lines, such as household appliances; computers, computer peripheral equipment, and software; musical instruments; or prerecorded records and tapes. These establishments may also perform incidental installation and repair work.

### **44312 Computer and Software Stores**

This industry comprises establishments primarily engaged in retailing new computers, computer peripherals, and prepackaged computer software without retailing other consumer-type electronic products or office equipment, office furniture and office supplies; or retailing these new products in combination with repair and support services.

### **443120 Computer and Software Stores**

This U.S. industry comprises establishments primarily engaged in retailing new computers, computer peripherals, and prepackaged computer software without retailing other consumer-type electronic products or office equipment, office furniture and office supplies; or retailing these new products in combination with repair and support services.

The data published with NAICS code 443120 are comprised of these parts of the following SIC industries:

- 5045 (pt) Computer and peripheral equipment merchants (retail)
- 5045 (pt) Computer software merchants (retail)
- 5734 (pt) Computer stores
- 5734 (pt) Computer stores (custom assembly)
- 5734 (pt) Computer software stores

### **4431201 Computer Stores (Custom Assembly)**

Establishments primarily engaged in custom assembly and retail sales of computers and computer peripheral equipment. These establishments may also sell computer software and computer furniture and perform incidental repair work.

### **4431202 Other Computer Stores**

Establishments primarily engaged in retailing computers, computer hardware, and computer peripheral equipment not assembled at the sales location. These establishments may also sell computer software and computer furniture, and perform incidental installation and repair work.

### **44312021 Computer Stores**

Establishments primarily engaged in retailing computers, computer hardware, and computer peripheral equipment not assembled at the sales location. These establishments may also sell computer software and computer furniture and perform incidental installation and repair work.

### **44312022 Computer and Peripheral Equipment Merchants (Retail)**

Establishments primarily engaged in retailing computers, computer hardware, and computer peripheral equipment. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

### **4431203 Prepackaged Software Stores**

Establishments primarily engaged in retailing prepackaged (off-the-shelf) computer software. These establishments may also sell computer books, supplies, and accessories.

### **44312031 Computer Software Stores**

Establishments primarily engaged in retailing prepackaged (off-the-shelf) computer software. These establishments may also sell computer books, supplies, and accessories.

### **44312032 Computer Software Merchants (Retail)**

Establishments primarily engaged in retailing prepackaged (off-the-shelf) computer software. These establishments may also sell computer books, supplies, and accessories. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

### **44313 Camera and Photographic Supplies Stores**

This industry comprises establishments primarily engaged in either retailing new cameras, photographic equipment, and photographic supplies or retailing new cameras and photographic equipment in combination with activities, such as repair services and film developing.

### **443130 Camera and Photographic Supplies Stores**

This U.S. industry comprises establishments primarily engaged in either retailing new cameras, photographic equipment, and photographic supplies or retailing new cameras and photographic equipment in combination with activities, such as repair services and film developing.

The data published with NAICS code 443130 are comprised of the following SIC industry:

- 5946 Camera and photographic supply stores

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## **444 Building Material and Garden Equipment and Supplies Dealers**

Industries in the Building Material and Garden Equipment and Supplies Dealers subsector retail new building material and garden equipment and supplies merchandise from fixed point-of-sale locations. Establishments in this subsector have display equipment designed to handle lumber and related products and garden equipment and supplies that may be kept either indoors or outdoors under covered areas. The staff is usually knowledgeable in the use of the specific products being retailed in the construction, repair, and maintenance of the home and associated grounds.

### **4441 Building Material and Supplies Dealers**

This industry group comprises establishments primarily engaged in retailing new building materials and supplies.

#### **44411 Home Centers**

This industry comprises establishments known as home centers primarily engaged in retailing a general line of new home repair and improvement materials and supplies, such as lumber, plumbing goods, electrical goods, tools, housewares, hardware, and lawn and garden supplies, with no one merchandise line predominating. The merchandise lines are normally arranged in separate departments.

#### **444110 Home Centers**

This U.S. industry comprises establishments known as home centers primarily engaged in retailing a general line of new home repair and improvement materials and supplies, such as lumber, plumbing goods, electrical goods, tools, housewares, hardware, and lawn and garden supplies, with no one merchandise line predominating. The merchandise lines are normally arranged in separate departments.

The data published with NAICS code 444110 are comprised of this part of the following SIC industry:

5211 (pt) Home centers

#### **44412 Paint and Wallpaper Stores**

This industry comprises establishments known as paint and wallpaper stores primarily engaged in retailing paint, wallpaper, and related supplies.

#### **444120 Paint and Wallpaper Stores**

This U.S. industry comprises establishments known as paint and wallpaper stores primarily engaged in retailing paint, wallpaper, and related supplies.

The data published with NAICS code 444120 are comprised of these parts of the following SIC industries:

5198 (pt) Paint, varnish, and supplies merchants (retail)

5231 (pt) Retail paint and wallpaper stores

### **4441201 Retail Paint and Wallpaper Stores**

Establishments primarily engaged in retailing paint, wallpaper, or a combination of these lines.

### **4441202 Paint, Varnish, and Supplies Merchants (Retail)**

Establishments primarily engaged in retailing paints, varnishes, wallpaper, and supplies. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

### **44413 Hardware Stores**

This industry comprises establishments known as hardware stores primarily engaged in retailing a general line of new hardware items, such as tools and builders' hardware.

#### **444130 Hardware Stores**

This U.S. industry comprises establishments known as hardware stores primarily engaged in retailing a general line of new hardware items, such as tools and builders' hardware.

The data published with NAICS code 444130 are comprised of the following SIC industry:

5251 Hardware stores

### **44419 Other Building Material Dealers**

This industry comprises establishments (except those known as home centers, paint and wallpaper stores, and hardware stores) primarily engaged in retailing specialized lines of new building materials, such as lumber, fencing, glass, doors, plumbing fixtures and supplies, electrical supplies, prefabricated buildings and kits, and kitchen and bath cabinets and countertops to be installed.

#### **444190 Other Building Material Dealers**

This U.S. industry comprises establishments (except those known as home centers, paint and wallpaper stores, and hardware stores) primarily engaged in retailing specialized lines of new building materials, such as lumber, fencing, glass, doors, plumbing fixtures and supplies, electrical supplies, prefabricated buildings and kits, and kitchen and bath cabinets and countertops to be installed.

The data published with NAICS code 444190 are comprised of these parts of the following SIC industries:

5031 (pt) Lumber merchants with yard (retail)

5031 (pt) Plywood, veneer, and millwork merchants (retail)

5032 (pt) Brick, block, tile, clay/cement sewer pipe merchants (retail)

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5032 (pt) Sand, gravel, and stone merchants (retail)  
5032 (pt) Cement, lime, and related products  
merchants (retail)  
5033 (pt) Roofing, siding, and insulation merchants  
(retail)  
5039 (pt) Flat glass and other construction glass  
merchants (retail)  
5039 (pt) Other building material merchants (retail)  
5063 (pt) Electrical supplies stores (retail)  
5074 (pt) Plumbing and heating equipment and  
supplies merchants (retail)  
5211 (pt) Retail lumber yards  
5211 (pt) Retail building material dealers  
5231 (pt) Retail glass dealers

#### **4441901 Retail Lumber Yards**

Establishments primarily engaged in retailing lumber, often with related lines of building materials. Retail lumber yards may produce some of the lumber and millwork they sell.

#### **44419011 Retail Lumber Yards**

Establishments primarily engaged in retailing lumber, often with related lines of building materials. Retail lumber yards may produce some of the lumber and millwork they sell.

#### **44419012 Lumber Merchants With Yard (Retail)**

Establishments primarily engaged in retailing rough, dressed, and finished lumber. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **4441902 All Other Building Material Dealers**

Establishments (except those known as home centers, paint and wallpaper stores, hardware stores, and retail lumber yards) primarily engaged in retailing specialized lines of new building materials, such as fencing, glass, doors, plumbing fixtures and supplies, electrical supplies, prefabricated buildings and kits, and kitchen and bath cabinets and countertops to be installed.

#### **44419021 Retail Glass Dealers**

Establishments primarily engaged in retailing glass, including mirrored glass.

#### **44419022 Flat Glass and Other Construction Glass Merchants (Retail)**

Establishments primarily engaged in retailing flat glass, glass blocks, plate glass, window glass, and building glass. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **44419023 Retail Building Material Dealers**

Establishments primarily engaged in retailing specialized lines of building materials (except lumber, paint, and hardware), such as brick and blocks, ceramic tile, stone, cement, sand, gravel, fencing, roofing, siding, doors and windows, wallboard, lime, plaster, prefabricated buildings, and kitchen and bath cabinets and countertops to be installed.

#### **44419024 Plywood, Veneer, and Millwork Merchants (Retail)**

Establishments primarily engaged in retailing plywood (hardwood, softwood, and nonwood face), veneer, door and window frames, and overhead doors (in wood or metal). These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **44419025 Brick, Block, Tile, Clay/Cement Sewer Pipe Merchants (Retail)**

Establishments primarily engaged in retailing brick, block, tile, and clay construction materials. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **44419026 Sand, Gravel, and Stone Merchants (Retail)**

Establishments primarily engaged in retailing sand, gravel, and stone. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **44419027 Cement, Lime, and Related Products Merchants (Retail)**

Establishments primarily engaged in retailing cement, lime, asphalt, and other related products. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **44419028 Roofing, Siding, and Insulation Merchants (Retail)**

Establishments primarily engaged in retailing roofing, siding (except wood), and insulation materials. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **44419029 Other Building Material Merchants (Retail)**

Establishments primarily engaged in retailing building and construction paper, plastics building materials, prefabricated structural assemblies (including modular homes),

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and other building materials. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **4441902a Electrical Supplies Stores (Retail)**

Establishments primarily engaged in retailing electrical supplies and electric light fixtures. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **4441902b Plumbing and Heating Equipment and Supplies Merchants (Retail)**

Establishments primarily engaged in retailing hydronic plumbing and heating equipment and supplies. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **4442 Lawn and Garden Equipment and Supplies Stores**

This industry group comprises establishments primarily engaged in retailing new lawn and garden equipment and supplies.

#### **44421 Outdoor Power Equipment Stores**

This industry comprises establishments primarily engaged in retailing new outdoor power equipment or retailing new outdoor power equipment in combination with activities, such as repair services and selling replacement parts.

#### **444210 Outdoor Power Equipment Stores**

This U.S. industry comprises establishments primarily engaged in retailing new outdoor power equipment or retailing new outdoor power equipment in combination with activities, such as repair services and selling replacement parts.

The data published with NAICS code 444210 are comprised of these parts of the following SIC industries:

5083 (pt) Lawn and garden machinery and equipment dealers (retail)

5261 (pt) Outdoor power equipment stores

#### **4442101 Outdoor Power Equipment Stores**

Establishments primarily engaged in retailing outdoor power equipment, such as power lawnmowers, chain saws, garden tillers, and snowblowers. These establishments generally also perform repair services.

#### **4442102 Lawn and Garden Machinery and Equipment Dealers (Retail)**

Establishments primarily engaged in retailing lawn and garden machinery and equipment. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **44422 Nursery and Garden Centers**

This industry comprises establishments primarily engaged in retailing nursery and garden products, such as trees, shrubs, plants, seeds, bulbs, and sod, that are predominantly grown elsewhere. These establishments may sell a limited amount of a product they grow themselves.

#### **444220 Nursery and Garden Centers**

This U.S. industry comprises establishments primarily engaged in retailing nursery and garden products, such as trees, shrubs, plants, seeds, bulbs, and sod, that are predominantly grown elsewhere. These establishments may sell a limited amount of a product they grow themselves.

The data published with NAICS code 444220 are comprised of these parts of the following SIC industries:

5191 (pt) Farm supplies dealers (retail)

5193 (pt) Flower, nursery stock, and florists' supplies merchants (retail)

5261 (pt) Nursery and garden centers

#### **4442201 Nursery and Garden Centers**

Establishments primarily engaged in retailing nursery stock, bulbs, and other garden supplies and tools. These establishments primarily sell products purchased from others, but may sell some plants which they grow themselves.

#### **4442202 Farm Supplies Dealers (Retail)**

Establishments primarily engaged in retailing farm supplies. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **4442203 Flower, Nursery Stock and Florists' Supplies Merchants (Retail)**

Establishments primarily engaged in retailing flowers, nursery stock, and florists' supplies. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **445 Food and Beverage Stores**

Industries in the Food and Beverage Stores subsector usually retail food and beverage merchandise from fixed point-of-sale locations. Establishments in this subsector have special equipment (e.g., freezers, refrigerated display cases, refrigerators) for displaying food and beverage goods. They have staff trained in the processing of food products to guarantee the proper storage and sanitary conditions required by regulatory authority.

#### **4451 Grocery Stores**

This industry group comprises establishments primarily engaged in retailing a general line of food products.

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### **44511 Supermarkets and Other Grocery (except Convenience) Stores**

This industry comprises establishments generally known as supermarkets and grocery stores primarily engaged in retailing a general line of food, such as canned and frozen foods; fresh fruits and vegetables; and fresh and prepared meats, fish, and poultry. Included in this industry are delicatessen-type establishments primarily engaged in retailing a general line of food.

### **445110 Supermarkets and Other Grocery (except Convenience) Stores**

This U.S. industry comprises establishments generally known as supermarkets and grocery stores primarily engaged in retailing a general line of food, such as canned and frozen foods; fresh fruits and vegetables; and fresh and prepared meats, fish, and poultry. Included in this industry are delicatessen-type establishments primarily engaged in retailing a general line of food.

The data published with NAICS code 445110 are comprised of these parts of the following SIC industries:

- 5411 (pt) Delicatessens, primarily selling meats and a range of grocery items
- 5411 (pt) Supermarkets and grocery stores

### **4451101 Supermarkets and Grocery Stores**

Establishments, known as supermarkets, food stores, grocery stores, and food warehouse stores, primarily engaged in retailing a general line of canned and frozen foods; fresh fruits and vegetables; fresh and prepared meats, fish, and poultry; eggs; bakery and dairy products; and other prepackaged grocery items.

### **4451102 Delicatessens, Primarily Selling Meats and a Range of Grocery Items**

Establishments, known as delicatessens, engaged in retailing prepared meats, such as cold cuts and oven-roasted and smoked meats and a full line of grocery items. These establishments often prepare sandwiches and party platters for carry-out consumption.

### **44512 Convenience Stores**

This industry comprises establishments known as convenience stores or food marts (except those with fuel pumps) primarily engaged in retailing a limited line of goods that generally includes milk, bread, soda, and snacks.

### **445120 Convenience Stores**

This U.S. industry comprises establishments known as convenience stores or food marts (except those with fuel pumps) primarily engaged in retailing a limited line of goods that generally includes milk, bread, soda, and snacks.

The data published with NAICS code 445120 are comprised of this part of the following SIC industry:

- 5411 (pt) Convenience stores

### **4452 Specialty Food Stores**

This industry group comprises establishments primarily engaged in retailing specialized lines of food.

### **44521 Meat Markets**

This industry comprises establishments primarily engaged in retailing fresh, frozen, or cured meats and poultry. Delicatessen-type establishments primarily engaged in retailing fresh meat are included in this industry.

### **445210 Meat Markets**

This U.S. industry comprises establishments primarily engaged in retailing fresh, frozen, or cured meats and poultry. Delicatessen-type establishments primarily engaged in retailing fresh meat are included in this industry.

The data published with NAICS code 445210 are comprised of these parts of the following SIC industries:

- 5411 (pt) Delicatessens, primarily selling fresh and prepared meats
- 5421 (pt) Meat markets

### **4452101 Meat Markets**

Establishments primarily engaged in retailing fresh, frozen, or cured meats. Meat markets may butcher animals for their own account, or they may buy from others. Establishments selling poultry may kill or dress the poultry they sell.

### **4452102 Delicatessens, Primarily Selling Fresh and Prepared Meats**

Establishments, known as delicatessens, engaged in retailing prepared meats, such as cold cuts and oven-roasted and smoked meats, and a limited line of grocery items, such as bread and condiments. These establishments often prepare sandwiches and party platters for carry-out consumption.

### **44522 Fish and Seafood Markets**

This industry comprises establishments primarily engaged in retailing fresh, frozen, or cured fish and seafood products.

### **445220 Fish and Seafood Markets**

This U.S. industry comprises establishments primarily engaged in retailing fresh, frozen, or cured fish and seafood products.



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The data published with NAICS code 445220 are comprised of this part of the following SIC industry:

5421 (pt) Fish and seafood markets

#### **44523 Fruit and Vegetable Markets**

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

#### **445230 Fruit and Vegetable Markets**

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

The data published with NAICS code 445230 are comprised of the following SIC industry:

5431 Fruit and vegetable markets

#### **44529 Other Specialty Food Stores**

This industry comprises establishments primarily engaged in retailing specialty foods (except meat, fish, seafood, and fruits and vegetables) not for immediate consumption and not made on premises.

#### **445291 Baked Goods Stores**

This U.S. industry comprises establishments primarily engaged in retailing baked goods not for immediate consumption and not made on the premises.

The data published with NAICS code 445291 are comprised of this part of the following SIC industry:

5461 (pt) Baked goods stores

#### **445292 Confectionery and Nut Stores**

This U.S. industry comprises establishments primarily engaged in retailing candy and other confections, nuts, and popcorn not for immediate consumption and not made on the premises.

The data published with NAICS code 445292 are comprised of this part of the following SIC industry:

5441 (pt) Confectionery and nut stores

#### **445299 All Other Specialty Food Stores**

This U.S. industry comprises establishments primarily engaged in retailing miscellaneous specialty foods (except meat, fish, seafood, fruit and vegetables, confections, nuts, popcorn, and baked goods) not for immediate consumption and not made on the premises.

The data published with NAICS code 445299 are comprised of these parts of the following SIC industries:

5451 Dairy products stores

5499 (pt) Miscellaneous food stores

#### **4452991 Miscellaneous Food Stores**

Establishments primarily engaged in retailing specialized foods not elsewhere classified, such as eggs; packaged coffee, tea, herbs, and spices; nationality foods; and other specialty foods, not for immediate consumption. Establishments may roast and grind the coffee they sell on the premises. Included are establishments selling soft drinks for off-premise consumption. Establishments bottling natural or mineral water for retail sale are classified here if not engaged in pasteurization, carbonization, or other processing.

#### **4452992 Dairy Products Stores**

Establishments primarily engaged in retailing over-the-counter packaged dairy products, such as milk, cream, butter, cheese, and ice cream for off-premises consumption.

#### **4453 Beer, Wine, and Liquor Stores**

This NAICS Industry Group includes establishments classified in the following NAICS Industry: 44531, Beer, Wine, and Liquor Stores.

#### **44531 Beer, Wine, and Liquor Stores**

This industry comprises establishments primarily engaged in retailing packaged alcoholic beverages, such as ale, beer, wine, and liquor.

#### **445310 Beer, Wine, and Liquor Stores**

This U.S. industry comprises establishments primarily engaged in retailing packaged alcoholic beverages, such as ale, beer, wine, and liquor.

The data published with NAICS code 445310 are comprised of the following SIC industry:

5921 Liquor stores

#### **446 Health and Personal Care Stores**

Industries in the Health and Personal Care Stores sub-sector retail health and personal care merchandise from fixed point-of-sale locations. Establishments in this sub-sector are characterized principally by the products they retail, and some health and personal care stores may have specialized staff trained in dealing with the products. Staff may include pharmacists, opticians, and other professionals engaged in retailing, advising customers, and/or fitting the product sold to the customer's needs.

#### **4461 Health and Personal Care Stores**

This industry group comprises establishments primarily engaged in retailing health and personal care products.

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### **44611 Pharmacies and Drug Stores**

This industry comprises establishments known as pharmacies and drug stores engaged in retailing prescription or nonprescription drugs and medicines.

#### **446110 Pharmacies and Drug Stores**

This U.S. industry comprises establishments known as pharmacies and drug stores engaged in retailing prescription or nonprescription drugs and medicines.

The data published with NAICS code 446110 are comprised of these parts of the following SIC industries:

5912 (pt) Pharmacies and drug stores

5912 (pt) Proprietary stores

#### **4461101 Pharmacies and Drug Stores**

Establishments primarily engaged in retailing prescription drugs. Drug stores are classified here if any prescriptions are sold or if there is an indication that a pharmacist is employed. These establishments frequently sell other items, such as proprietary drugs, medicines, and health and first-aid products; cosmetics; toiletries; greeting cards; magazines; tobacco; and candy.

#### **4461102 Proprietary Stores**

Establishments primarily engaged in retailing nonprescription drugs and medicines, health remedies, and first-aid products. These stores do not sell prescription drugs and frequently sell other lines, such as beauty preparations, household supplies, and candy and prepackaged snacks.

### **44612 Cosmetics, Beauty Supplies, and Perfume Stores**

This industry comprises establishments known as a cosmetic or perfume stores or beauty supply shops primarily engaged in retailing cosmetics, perfumes, toiletries, and personal grooming products.

#### **446120 Cosmetics, Beauty Supplies, and Perfume Stores**

This U.S. industry comprises establishments known as cosmetic or perfume stores or beauty supply shops primarily engaged in retailing cosmetics, perfumes, toiletries, and personal grooming products.

The data published with NAICS code 446120 are comprised of these parts of the following SIC industries:

5087 (pt) Beauty and barber shop equipment and supplies stores (retail)

5999 (pt) Cosmetics, beauty supplies, and perfume stores

### **4461201 Cosmetics, Beauty Supplies, and Perfume Stores**

Establishments primarily engaged in selling cosmetics, beauty aids, and perfume.

#### **4461202 Beauty and Barber Shop Equipment and Supplies Stores (Retail)**

Establishments primarily engaged in retailing barber shop and beauty parlor equipment and supplies, such as furniture, hydraulic chairs, driers, shampoos, wave solutions, permanent waving supplies, barber soaps, and manicuring supplies. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

### **44613 Optical Goods Stores**

This industry comprises establishments primarily engaged in one or more of the following: (1) retailing and fitting prescription eyeglasses and contact lenses; (2) retailing prescription eyeglasses in combination with the grinding of lenses to order on the premises; and (3) selling nonprescription eyeglasses.

#### **446130 Optical Goods Stores**

This U.S. industry comprises establishments primarily engaged in one or more of the following: (1) retailing and fitting prescription eyeglasses and contact lenses; (2) retailing prescription eyeglasses in combination with the grinding of lenses to order on the premises; and (3) selling nonprescription eyeglasses.

The data published with NAICS code 446130 are comprised of the following SIC industry:

5995 Optical goods stores

### **44619 Other Health and Personal Care Stores**

This industry comprises establishments primarily engaged in retailing health and personal care items (except drugs, medicines, optical goods, perfumes, cosmetics, and beauty supplies).

#### **446191 Food (Health) Supplement Stores**

This U.S. industry comprises establishments primarily engaged in retailing food supplement products, such as vitamins, nutrition supplements, and body enhancing supplements.

The data published with NAICS code 446191 are comprised of this part of the following SIC industry:

5499 (pt) Food (health) supplement stores

## **446199 All Other Health and Personal Care Stores**

This U.S. industry comprises establishments primarily engaged in retailing specialized lines of health and personal care merchandise (except drugs, medicines, optical goods, cosmetics, beauty supplies, perfume, and food supplement products).

The data published with NAICS code 446199 are comprised of these parts of the following SIC industries:

5047 (pt) Surgical, medical, and hospital supplies stores (retail)

5999 (pt) Health care stores

## **4461991 Health Care Stores**

Establishments primarily engaged in retailing wheelchairs and other patient transport devices; gauze, bandages, and other surgical dressings; crutches, canes, and other walking assistance devices; braces; surgical corsets; artificial limbs; hearing aids; and other health care, convalescent, and sick room supplies.

## **4461992 Surgical, Medical, and Hospital Supplies Stores (Retail)**

Establishments primarily engaged in retailing medical instruments, apparatus, and equipment; orthopedic appliances; crutches; bandages; breathing devices; wheeled chairs and beds; and other medical devices. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

## **447 Gasoline Stations**

Industries in the Gasoline Stations subsector group establishments retailing automotive fuels (e.g., gasoline, diesel fuel, gasohol) and automotive oils and retailing these products in combination with convenience store items. These establishments have specialized equipment for the storage and dispensing of automotive fuels.

## **4471 Gasoline Stations**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 44711, Gasoline Stations with Convenience Stores; and 44719, Other Gasoline Stations.

## **44711 Gasoline Stations with Convenience Stores**

This industry comprises establishments engaged in retailing automotive fuels (e.g., diesel fuel, gasohol, gasoline) in combination with convenience store or food mart items. These establishments can either be in a convenience store (i.e., food mart) setting or a gasoline station setting. These establishments may also provide automotive repair services.

## **447110 Gasoline Stations with Convenience Stores**

This U.S. industry comprises establishments engaged in retailing automotive fuels (e.g., diesel fuel, gasohol, gasoline) in combination with convenience store or food mart items. These establishments can either be in a convenience store (i.e., food mart) setting or a gasoline station setting. These establishments may also provide automotive repair services.

The data published with NAICS code 447110 are comprised of these parts of the following SIC industries:

5411 (pt) Convenience stores selling gasoline

5541 (pt) Gasoline stations with convenience stores

## **4471101 Convenience Stores Selling Gasoline**

Establishments primarily engaged in retailing a limited line of groceries such as milk, bread, soda, snacks, and ice cream, and also selling gasoline. These establishments may also provide additional items, such as beer, household cleaners, baby supplies, cigarettes, and pain relievers.

## **4471102 Gasoline Stations With Convenience Stores**

Establishments primarily engaged in retailing gasoline and automotive lubricants and also selling a limited line of groceries, such as milk, eggs, bread, beer, cigarettes, and snacks.

## **44719 Other Gasoline Stations**

This industry comprises establishments known as gasoline stations (except those with convenience stores) primarily engaged in one of the following: (1) retailing automotive fuels (e.g., diesel fuel, gasohol, gasoline) or (2) retailing these fuels in combination with activities, such as repair services, selling automotive oils, replacement parts, and accessories, and/or with restaurants.

## **447190 Other Gasoline Stations**

This U.S. industry comprises establishments known as gasoline stations (except those with convenience stores) primarily engaged in one of the following: (1) retailing automotive fuels (e.g., diesel fuel, gasohol, gasoline) or (2) retailing these fuels in combination with activities, such as repair services, selling automotive oils, replacement parts and accessories, and/or with restaurants.

The data published with NAICS code 447190 are comprised of these parts of the following SIC industries:

5541 (pt) Gasoline stations with no convenience stores

5541 (pt) Truck stops

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#### **4471901 Gasoline Stations With No Convenience Stores**

Establishments primarily engaged in retailing gasoline and automotive lubricants for automobiles and watercraft. These establishments may also sell tires, batteries, and accessories, and perform related services, including minor repair work and motor vehicle towing.

#### **4471902 Truck Stops**

Establishments primarily engaged in retailing diesel fuel to truckers. These establishments may also sell gasoline and lubricants, provide repair services, and operate a restaurant or motel as part of the truck stop establishment.

#### **448 Clothing and Clothing Accessories Stores**

Industries in the Clothing and Clothing Accessories Stores subsector retailing new clothing and clothing accessories merchandise from fixed point-of-sale locations. Establishments in this subsector have similar display equipment and staff that is knowledgeable regarding fashion trends and the proper match of styles, colors, and combinations of clothing and accessories to the characteristics and tastes of the customer.

#### **4481 Clothing Stores**

This industry group comprises establishments primarily engaged in retailing new clothing.

#### **44811 Men's Clothing Stores**

This industry comprises establishments primarily engaged in retailing a general line of new men's and boys' clothing. These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

#### **448110 Men's Clothing Stores**

This U.S. industry comprises establishments primarily engaged in retailing a general line of new men's and boys' clothing. These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

The data published with NAICS code 448110 are comprised of the following SIC industry:

5611 Men's and boy's clothing and accessory stores

#### **44812 Women's Clothing Stores**

This industry comprises establishments primarily engaged in retailing a general line of new women's, misses' and juniors' clothing, including maternity wear. These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

#### **448120 Women's Clothing Stores**

This U.S. industry comprises establishments primarily engaged in retailing a general line of new women's, misses' and juniors' clothing, including maternity wear. These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

The data published with NAICS code 448120 are comprised of the following SIC industry:

5621 Women's clothing stores

#### **44813 Children's and Infants' Clothing Stores**

This industry comprises establishments primarily engaged in retailing a general line of new children's and infants' clothing. These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

#### **448130 Children's and Infants' Clothing Stores**

This U.S. industry comprises establishments primarily engaged in retailing a general line of new children's and infants' clothing. These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

The data published with NAICS code 448130 are comprised of the following SIC industry:

5641 Children's and infants' wear stores

#### **44814 Family Clothing Stores**

This industry comprises establishments primarily engaged in retailing a general line of new clothing for men, women, and children, without specializing in sales for an individual gender or age group. These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

#### **448140 Family Clothing Stores**

This U.S. industry comprises establishments primarily engaged in retailing a general line of new clothing for men, women, and children, without specializing in sales for an individual gender or age group. These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

The data published with NAICS code 448140 are comprised of the following SIC industry:

5651 Family clothing stores

#### **44815 Clothing Accessories Stores**

This industry comprises establishments primarily engaged in retailing single or combination lines of new clothing accessories, such as hats and caps, costume jewelry, gloves, handbags, ties, wigs, toupees, and belts.

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### **448150 Clothing Accessories Stores**

This U.S. industry comprises establishments primarily engaged in retailing single or combination lines of new clothing accessories, such as hats and caps, costume jewelry, gloves, handbags, ties, wigs, toupees, and belts.

The data published with NAICS code 448150 are comprised of these parts of the following SIC industries:

- 5632 (pt) Women's accessory stores
- 5699 (pt) Miscellaneous accessory stores

### **4481501 Women's Accessory Stores**

Establishments primarily engaged in retailing women's, juniors', and misses' accessories, such as hats, hosiery, costume jewelry, gloves, and handbags.

### **4481502 Miscellaneous Accessory Stores**

Establishments primarily engaged in retailing specialized lines of accessories (except women's), such as belts, umbrellas, wigs, and ties.

### **44819 Other Clothing Stores**

This industry comprises establishments primarily engaged in retailing specialized lines of new clothing (except general lines of men's, women's, children's, infants', and family clothing). These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

### **448190 Other Clothing Stores**

This U.S. industry comprises establishments primarily engaged in retailing specialized lines of new clothing (except general lines of men's, women's, children's, infants', and family clothing). These establishments may provide basic alterations, such as hemming, taking in or letting out seams, or lengthening or shortening sleeves.

The data published with NAICS code 448190 are comprised of these parts of the following SIC industries:

- 5632 (pt) Furriers and fur shops
- 5632 (pt) Women's specialty stores
- 5699 (pt) Sports apparel stores
- 5699 (pt) Miscellaneous apparel stores

### **4481901 Women's Specialty Stores**

Establishments primarily engaged in retailing a specialized line of women's, juniors', and misses' clothing, such as bridal gowns, lingerie, negligees, and robes.

### **4481902 Furriers and Fur Shops**

Establishments primarily engaged in retailing fur coats and other fur apparel made to custom order. Establishments selling ready-made fur coats and other fur apparel are included here.

### **4481903 Sports Apparel Stores**

Establishments primarily engaged in retailing sports apparel, such as t-shirts, sweatshirts, sweatpants, caps, and shorts. These stores may also sell athletic footwear.

### **4481904 Miscellaneous Apparel Stores**

Establishments primarily engaged in retailing miscellaneous lines of apparel, such as uniforms (except sports uniforms), raincoats, bathing suits, and costumes.

### **4482 Shoe Stores**

This NAICS Industry Group includes establishments classified in the following NAICS Industry: 44821, Shoe Stores.

### **44821 Shoe Stores**

This industry comprises establishments primarily engaged in retailing all types of new footwear (except hosiery and specialty sports footwear, such as golf shoes, bowling shoes, and spiked shoes). Establishments primarily engaged in retailing new tennis shoes or sneakers are included in this industry.

### **448210 Shoe Stores**

This U.S. industry comprises establishments primarily engaged in retailing all types of new footwear (except hosiery and specialty sports footwear, such as golf shoes, bowling shoes, and spiked shoes). Establishments primarily engaged in retailing new tennis shoes or sneakers are included in this industry.

The data published with NAICS code 448210 are comprised of these parts of the following SIC industries:

- 5661 (pt) Men's shoe stores
- 5661 (pt) Women's shoe stores
- 5661 (pt) Children's and juveniles' shoe stores
- 5661 (pt) Family shoe stores
- 5661 (pt) Athletic footwear stores

### **4482101 Men's Shoe Stores**

Establishments primarily engaged in retailing men's shoes, boots, and other footwear. These establishments may also sell hosiery and other accessories. Establishments specializing in the sale of custom orthopedic shoes for men are classified here.

### **4482102 Women's Shoe Stores**

Establishments primarily engaged in retailing women's shoes, boots, and other footwear. Establishments specializing in selling custom orthopedic shoes for women are classified here. These establishments may also sell hosiery and other accessories.

### **4482103 Children's and Juveniles' Shoe Stores**

Establishments primarily engaged in retailing children's shoes and other footwear, including children's athletic footwear. Establishments specializing in selling custom orthopedic shoes for children are classified here.

### **4482104 Family Shoe Stores**

Establishments primarily engaged in retailing a combination of men's, women's, and children's footwear, without specializing in any one line. These establishments frequently carry accessory lines, such as hosiery and handbags. Establishments specializing in selling custom orthopedic shoes for men, women, and children are included here.

### **4482105 Athletic Footwear Stores**

Establishments primarily engaged in retailing athletic footwear. These establishments may also sell athletic apparel.

### **4483 Jewelry, Luggage, and Leather Goods Stores**

This industry group comprises establishments primarily engaged in retailing new jewelry (except costume jewelry); new silver and plated silverware; new watches and clocks; and new luggage with or without a general line of new leather goods and accessories, such as hats, gloves, handbags, ties, and belts.

### **44831 Jewelry Stores**

This industry comprises establishments primarily engaged in retailing one or more of the following items: (1) new jewelry (except costume jewelry); (2) new sterling and plated silverware; and (3) new watches and clocks. Also included are establishments retailing these new products in combination with lapidary work and/or repair services.

### **448310 Jewelry Stores**

This U.S. industry comprises establishments primarily engaged in retailing one or more of the following items: (1) new jewelry (except costume jewelry); (2) new sterling and plated silverware; and (3) new watches and clocks. Also included are establishments retailing these new products in combination with lapidary work and/or repair services.

The data published with NAICS code 448310 are comprised of the following SIC industry:

5944 Jewelry stores

### **44832 Luggage and Leather Goods Stores**

This industry comprises establishments known as luggage and leather goods stores primarily engaged in retailing new luggage, briefcases, trunks, or these new products in combination with a general line of leather items (except leather apparel), such as belts, gloves, and handbags.

### **448320 Luggage and Leather Goods Stores**

This U.S. industry comprises establishments known as luggage and leather goods stores primarily engaged in retailing new luggage, briefcases, trunks, or these new products in combination with a general line of leather items (except leather apparel), such as belts, gloves, and handbags.

The data published with NAICS code 448320 are comprised of the following SIC industry:

5948 Luggage and leather goods stores

### **451 Sporting Goods, Hobby, Book, and Music Stores**

Industries in the Sporting Goods, Hobby, Book, and Music Stores subsector are engaged in retailing and providing expertise on use of sporting equipment or other specific leisure activities, such as needlework and musical instruments. Book stores are also included in this subsector.

### **4511 Sporting Goods, Hobby, and Musical Instrument Stores**

This industry group comprises establishments primarily engaged in retailing new sporting goods, games and toys, and musical instruments.

### **45111 Sporting Goods Stores**

This industry comprises establishments primarily engaged in retailing new sporting goods, such as bicycles and bicycle parts; camping equipment; exercise and fitness equipment; athletic uniforms; specialty sports footwear; and sporting goods, equipment, and accessories.

### **451110 Sporting Goods Stores**

This U.S. industry comprises establishments primarily engaged in retailing new sporting goods, such as bicycles and bicycle parts; camping equipment; exercise and fitness equipment; athletic uniforms; specialty sports footwear; and sporting goods, equipment, and accessories.

The data published with NAICS code 451110 are comprised of these parts of the following SIC industries:

5941 (pt) General-line sporting goods stores

5941 (pt) Other specialty-line sporting goods stores

5941 (pt) Bicycle shops

5941 (pt) Golf shops

5941 (pt) Gun shops

5941 (pt) Ski shops

5941 (pt) Tackle shops

### **4511101 General-line Sporting Goods Stores**

Establishments primarily engaged in retailing five or more lines of sporting goods and equipment, such as for camping, fishing, riding, and other sports. These establishments may also sell clothing and shoes appropriate for sporting activities, including uniforms.

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### **4511102 Specialty-line Sporting Goods Stores**

Establishments primarily engaged in retailing a maximum of four lines of sporting goods, such as for camping, fishing, riding, and other sports. These establishments may also sell clothing and shoes appropriate for sporting activities, including uniforms.

### **45111021 Bicycle Shops**

Establishments primarily engaged in retailing bicycles (except motorized) and bicycle parts and accessories. These establishments may also rent and/or repair bicycles.

### **45111022 Golf Shops**

Establishments primarily engaged in retailing golf equipment and accessories, including shoes. These establishments may also rent golf equipment and/or provide golf lessons. Included are retail establishments operated by golf professionals.

### **45111023 Gun Shops**

Establishments primarily engaged in retailing firearms, ammunition, and hunters' equipment and accessories.

### **45111024 Ski Shops**

Establishments primarily engaged in retailing snow ski equipment and accessories, including ski boots and snowboards. These establishments may also rent and/or repair ski equipment.

### **45111025 Tackle Shops**

Establishments primarily engaged in retailing tackle, bait, and fishing equipment and supplies. These establishments may also rent fishing equipment.

### **45111026 Other Specialty-line Sporting Goods Stores**

Establishments primarily engaged in retailing a maximum of four lines of sporting goods. These establishments may also sell clothing and shoes appropriate for the sporting activity, including uniforms. Included are establishments selling gymnasium and playground equipment.

### **45112 Hobby, Toy, and Game Stores**

This industry comprises establishments primarily engaged in retailing new toys, games, and hobby and craft supplies (except needlecraft).

### **451120 Hobby, Toy, and Game Stores**

This U.S. industry comprises establishments primarily engaged in retailing new toys, games, and hobby and craft supplies (except needlecraft).

The data published with NAICS code 451120 are comprised of these parts of the following SIC industries:

5945 (pt) Hobby, toy, and game stores

5945 (pt) Craft supplies stores

### **4511201 Hobby, Toy, and Game Stores**

Establishments primarily engaged in retailing hobby supplies, toys, and games, including video games.

### **4511202 Craft Supplies Stores**

Establishments primarily engaged in retailing a general line of supplies for crafts, such as ceramics, shell craft, metal craft, felt craft, jewelry craft, dried flower and plant arrangements, wreaths, textile painting, and copper enameling.

### **45113 Sewing, Needlework, and Piece Goods Stores**

This industry comprises establishments primarily engaged in retailing new sewing supplies, fabrics, patterns, yarns, and other needlework accessories or retailing these products in combination with selling new sewing machines.

### **451130 Sewing, Needlework, and Piece Goods Stores**

This U.S. industry comprises establishments primarily engaged in retailing new sewing supplies, fabrics, patterns, yarns, and other needlework accessories or retailing these products in combination with selling new sewing machines.

The data published with NAICS code 451130 are comprised of these parts of the following SIC industries:

5714 (pt) Upholstery stores

5949 (pt) Sewing, fabric, and piece goods stores

5949 (pt) Needlework and knitting stores

### **4511301 Sewing, Fabric, and Piece Goods Stores**

Establishments primarily engaged in retailing sewing supplies, fabrics, fabric patterns, and other piece goods supplies.

### **4511302 Needlework and Knitting Stores**

Establishments primarily engaged in retailing laces, knitting supplies, yarn, and other needlework accessories. These establishments may also provide custom work.

### **4511303 Upholstery Stores**

Establishments primarily engaged in retailing upholstery material and slipcovers.

### **45114 Musical Instrument and Supplies Stores**

This industry comprises establishments primarily engaged in retailing new musical instruments, sheet music, and related supplies; or retailing these new products in combination with musical instrument repair, rental, or music instruction.

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### **451140 Musical Instrument and Supplies Stores**

This U.S. industry comprises establishments primarily engaged in retailing new musical instruments, sheet music, and related supplies; or retailing these new products in combination with musical instrument repair, rental, or music instruction.

The data published with NAICS code 451140 are comprised of the following SIC industry:

5736 Musical instrument stores

### **4512 Book, Periodical, and Music Stores**

This industry group comprises establishments primarily engaged in retailing new books, newspapers, magazines, and prerecorded audio and video media.

#### **45121 Book Stores and News Dealers**

This industry comprises establishments primarily engaged in retailing new books, newspapers, magazines, and other periodicals.

##### **451211 Book Stores**

This U.S. industry comprises establishments primarily engaged in retailing new books.

The data published with NAICS code 451211 are comprised of these parts of the following SIC industries:

5942 (pt) Book stores, general

5942 (pt) Specialty book stores

5942 (pt) College book stores

##### **4512111 Book Stores, General**

Establishments primarily engaged in retailing a general line of new books. These establishments may also sell stationery and related items, second-hand books, and magazines.

##### **4512112 Specialty Book Stores**

Establishments primarily engaged in retailing specialty books, such as general reference, religious, and professional books.

##### **4512113 College Book Stores**

Establishments primarily engaged in retailing textbooks, generally on the college level. Most of these establishments are located on or near college campuses, and some sell more apparel than books. These establishments may also offer second-hand textbooks. School book stores, other than college, are included in this industry.

##### **451212 News Dealers and Newsstands**

This U.S. industry comprises establishments primarily engaged in retailing current newspapers, magazines, and other periodicals.

The data published with NAICS code 451212 are comprised of the following SIC industry:

5994 News dealers and newsstands

### **45122 Prerecorded Tape, Compact Disc, and Record Stores**

This industry comprises establishments primarily engaged in retailing new prerecorded audio and video tapes, compact discs (CDs), and phonograph records.

#### **451220 Prerecorded Tape, Compact Disc, and Record Stores**

This U.S. industry comprises establishments primarily engaged in retailing new prerecorded audio and video tapes, compact discs (CDs), and phonograph records.

The data published with NAICS code 451220 are comprised of these parts of the following SIC industries:

5735 (pt) Prerecorded tape, compact disc, and record stores

5735 (pt) Video tape stores, retail

##### **4512201 Prerecorded Tape, Compact Disc, and Record Stores**

Establishments primarily engaged in retailing compact discs, and prerecorded records and tapes.

##### **4512202 Video Tape Stores, Retail**

Establishments primarily engaged in retailing prerecorded video tapes and video laser discs. These establishments may also sell blank video tapes.

### **452 General Merchandise Stores**

Industries in the General Merchandise Stores subsector retail new general merchandise from fixed point-of-sale locations. Establishments in this subsector are unique in that they have the equipment and staff capable of retailing a large variety of goods from a single location. This includes a variety of display equipment and staff trained to provide information on many lines of products.

#### **4521 Department Stores (Excluding Leased Departments)**

This NAICS Industry includes establishments classified in the following NAICS Industry: 45211, Department Stores.

#### **4521 Department Stores (Including Leased Departments)**

This NAICS Industry includes establishments classified in the following NAICS Industry: 45211009, Department Stores (Including Leased Departments).



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**45211 Department Stores  
(Excluding Leased Departments)**

This industry comprises establishments known as department stores primarily engaged in retailing a wide range of the following new products with no one merchandise line predominating: apparel, furniture, appliances and home furnishings; and selected additional items, such as paint, hardware, toiletries, cosmetics, photographic equipment, jewelry, toys, and sporting goods. Merchandise lines are normally arranged in separate departments.

**452110 Department Stores  
(Excluding Leased Departments)**

This U.S. industry comprises establishments known as department stores primarily engaged in retailing a wide range of the following new products with no one merchandise line predominating: apparel, furniture, appliances and home furnishings; and selected additional items, such as paint, hardware, toiletries, cosmetics, photographic equipment, jewelry, toys, and sporting goods. Merchandise lines are normally arranged in separate departments.

The data published with NAICS code 452110 are comprised of these parts of the following SIC industries:

- 5311 (pt) Conventional department stores
- 5311 (pt) Discount or mass merchandising department stores
- 5311 (pt) National chain department stores

**45211 Department Stores  
(Including Leased Departments)**

This industry comprises establishments known as department stores primarily engaged in retailing a wide range of the following new products with no one merchandise line predominating: apparel, furniture, appliances and home furnishings; and selected additional items, such as paint, hardware, toiletries, cosmetics, photographic equipment, jewelry, toys, and sporting goods. Merchandise lines are normally arranged in separate departments. Total sales include the sales from leased departments owned by another company and operating within the department store.

**4521101 Conventional Department Stores  
(Excluding Leased Departments)**

Establishments that satisfy the criteria of a department store and: (1) usually provide check-out service and customer assistance (sales persons) within each department; (2) frequently have a catalog order desk; and (3) are not affiliated with a company that operates similar establishments on a national basis. Sales of establishments that operate leased departments in conventional department stores are excluded.

**4521101 Conventional Department Stores  
(Including Leased Departments)**

Establishments that satisfy the criteria of a department store and: (1) usually provide check-out service and customer assistance (sales persons) within each department; (2) frequently have a catalog order desk; and (3) are not affiliated with a company that operates similar establishments on a national basis. Sales of establishments that operate leased departments in conventional department stores are included.

**4521102 Discount or Mass Merchandising  
Department Stores (Excluding Leased  
Departments)**

Establishments that satisfy the criteria of a department store and usually: (1) convey the image of a high-volume, fast-turnover outlet selling a variety of merchandise for less than conventional prices; (2) provide centralized check-out service; and (3) provide minimal customer assistance within each department. Sales of establishments that operate leased departments in discount or mass merchandising department stores are excluded.

**4521102 Discount or Mass Merchandising  
Department Stores (Including Leased  
Departments)**

Establishments that satisfy the criteria of a department store and usually: (1) convey the image of a high-volume, fast-turnover outlet selling a variety of merchandise for less than conventional prices; (2) provide centralized check-out service; and (3) provide minimal customer assistance within each department. Sales of establishments that operate leased departments in discount or mass merchandising department stores are included.

**4521103 National Chain Department Stores  
(Excluding Leased Departments)**

Establishments that satisfy the criteria of a department store and: (1) usually provide check-out service and customer assistance (sales persons) within each department; (2) frequently have a catalog order desk; and (3) are affiliated with a company that operates similar establishments on a national basis. Sales of establishments that operate leased departments in national chain department stores are excluded.

**4521103 National Chain Department Stores  
(Including Leased Departments)**

Establishments that satisfy the criteria of a department store and: (1) usually provide check-out service and customer assistance (sales persons) within each department; (2) frequently have a catalog order desk; and (3) are affiliated with a company that operates similar establishments on a national basis. Sales of establishments that operate leased departments in national chain department stores are included.

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## **4529 Other General Merchandise Stores**

This industry group comprises establishments primarily engaged in retailing new goods in general merchandise stores (except department stores).

### **45291 Warehouse Clubs and Superstores**

This industry comprises establishments known as warehouse clubs, superstores or supercenters primarily engaged in retailing a general line of groceries in combination with general lines of new merchandise, such as apparel, furniture, and appliances.

### **452910 Warehouse Clubs and Superstores**

This U.S. industry comprises establishments known as warehouse clubs, superstores or supercenters primarily engaged in retailing a general line of groceries in combination with general lines of new merchandise, such as apparel, furniture, and appliances.

The data published with NAICS code 452910 are comprised of these parts of the following SIC industries:

- 5311 (pt) Supercenters
- 5399 (pt) Warehouse clubs
- 5411 (pt) Supermarket/general merchandise combination stores

### **4529101 Warehouse Clubs**

Establishments that sell general lines of merchandise, such as automotive tires, parts, and accessories; audio and video equipment; household appliances; office equipment and supplies; apparel; books; and groceries, through warehouse-based operations. These establishments are sometimes known as membership warehouse clubs.

### **4529102 Supermarket/General Merchandise Combination Stores**

Establishments primarily engaged in selling a full line of perishable and nonperishable grocery items in combination with hardware, clothing, and other general merchandise.

### **45291021 Supercenters**

Establishments primarily engaged in selling a full line of perishable and nonperishable grocery items in combination with hardware, clothing, and other general merchandise. Sales of hardware, clothing, and other general merchandise are greater than sales of grocery items.

### **45291022 Supermarket/General Merchandise Combination Stores**

Establishments primarily engaged in selling a full line of perishable and nonperishable grocery items in combination with hardware, clothing, and other general merchandise. Sales of grocery items are greater than sales of hardware, clothing, and other general merchandise.

## **45299 All Other General Merchandise Stores**

This industry comprises establishments primarily engaged in retailing new goods in general merchandise stores (except department stores, warehouse clubs, superstores, and supercenters). These establishments retail a general line of new merchandise, such as apparel, automotive parts, dry goods, hardware, groceries, housewares or home furnishings, and other lines in limited amounts, with none of the lines predominating.

### **452990 All Other General Merchandise Stores**

This U.S. industry comprises establishments primarily engaged in retailing new goods in general merchandise stores (except department stores, warehouse clubs, superstores, and supercenters). These establishments retail a general line of new merchandise, such as apparel, automotive parts, dry goods, hardware, groceries, housewares or home furnishings, and other lines in limited amounts, with none of the lines predominating.

The data published with NAICS code 452990 are comprised of these parts of the following SIC industries:

- 5331 Variety stores
- 5399 (pt) Miscellaneous general merchandise stores, except catalog showrooms and warehouse clubs
- 5399 (pt) Catalog showrooms
- 5531 (pt) Other auto and home supplies stores

### **4529901 Variety Stores**

Establishments primarily engaged in selling a variety of merchandise, such as inexpensive apparel and accessories, costume jewelry, notions and small wares, candy, toys, and other items in the low and popular price ranges. These establishments generally do not carry a complete line of merchandise, are not departmentalized, do not offer their own charge service, and do not deliver merchandise.

### **4529902 Catalog Showrooms**

Establishments primarily engaged in selling general lines of merchandise, such as jewelry, home furnishings, housewares, electronics, and sporting goods, from catalog displays of inventory at location.

### **4529903 Miscellaneous General Merchandise Stores**

Establishments primarily engaged in selling limited lines of merchandise, such as apparel and accessories, dry goods, hardware, housewares, home furnishings, or a combination of auto and home products.

### **45299031 Miscellaneous General Merchandise Stores, Except Catalog Showrooms and Warehouse Clubs**

Establishments primarily engaged in selling limited lines of merchandise, such as apparel and accessories, dry

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goods, hardware, housewares, and home furnishings. Establishments known as country general stores are also included.

#### **45299032 Other Auto and Home Supplies Stores**

Establishments that sell a combination of auto and home products, such as tires, batteries, and accessories; household appliances; sporting goods; housewares; and hardware. These establishments differ from auto supplies stores in that although the largest sales of merchandise may be in lines of automotive supplies, parts, and accessories, a considerable amount of sales also are in nonautomotive lines.

#### **453 Miscellaneous Store Retailers**

Industries in the Miscellaneous Store Retailers subsector retail merchandise from fixed point-of-sale locations (except new or used motor vehicles and parts; new furniture and house furnishings; new appliances and electronic products; new building materials; and garden equipment and supplies; food and beverages; health and personal care goods; gasoline; new clothing and accessories; and new sporting goods, hobby goods, books, and music). Establishments in this subsector include stores with unique characteristics like florists, used merchandise stores, and pet and pet supply stores as well as other store retailers.

#### **4531 Florists**

This NAICS Industry Group includes establishments classified in the following NAICS Industry: 45311, Florists.

#### **45311 Florists**

This industry comprises establishments known as florists primarily engaged in retailing cut flowers, floral arrangements, and potted plants purchased from others. These establishments usually prepare the arrangements they sell.

#### **453110 Florists**

This U.S. industry comprises establishments known as florists primarily engaged in retailing cut flowers, floral arrangements, and potted plants purchased from others. These establishments usually prepare the arrangements they sell.

The data published with NAICS code 453110 are comprised of the following SIC industry:

5992 Florists

#### **4532 Office Supplies, Stationery, and Gift Stores**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 45321, Office Supplies and Stationery Stores; and 45322, Gift, Novelty, and Souvenir Stores.

#### **45321 Office Supplies and Stationery Stores**

This industry comprises establishments primarily engaged in one or more of the following: (1) retailing new stationery, school supplies, and office supplies; (2) selling a combination of new office equipment, furniture, and supplies; and (3) selling new office equipment, furniture, and supplies in combination with selling new computers.

#### **453210 Office Supplies and Stationery Stores**

This U.S. industry comprises establishments primarily engaged in one or more of the following: (1) retailing new stationery, school supplies, and office supplies; (2) selling a combination of new office equipment, furniture, and supplies; and (3) selling new office equipment, furniture, and supplies in combination with selling new computers.

The data published with NAICS code 453210 are comprised of these parts of the following SIC industries:

- 5049 (pt) School supplies stores (retail)
- 5112 (pt) Other office supplies stores (retail)
- 5943 (pt) Stationery stores
- 5943 (pt) Office supplies stores

#### **4532101 Stationery Stores**

Establishments primarily engaged in retailing stationery, such as paper and paper products, postcards, paper novelties, and scrapbooks. These establishments may also perform incidental printing and engraving.

#### **4532102 Office Supplies Stores**

Establishments primarily engaged in retailing a general line of office supplies, such as accounting and legal forms, blankbooks, and office forms and supplies. School and teacher supply stores are included in this classification.

#### **45321021 Office Supplies Stores**

Establishments primarily engaged in retailing a general line of office supplies, such as accounting and legal forms, blankbooks, and office forms and supplies. School and teacher supply stores are included in this classification.

#### **45321022 School Supplies Stores (Retail)**

Establishments primarily engaged in retailing a wide variety of school supplies, such as black boards, chalk, rulers, globes, wall maps, audio/video aids, computer aids, books, and teaching displays. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **45321023 Other Office Supplies Stores (Retail)**

Establishments primarily engaged in retailing office supplies, such as computer and photocopy supplies, envelopes, typewriter and mimeograph paper, file cards and

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folders, pens, and pencils. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **45322 Gift, Novelty, and Souvenir Stores**

This industry comprises establishments primarily engaged in retailing new gifts, novelty merchandise, souvenirs, greeting cards, seasonal and holiday decorations, and curios.

#### **453220 Gift, Novelty, and Souvenir Stores**

This U.S. industry comprises establishments primarily engaged in retailing new gifts, novelty merchandise, souvenirs, greeting cards, seasonal and holiday decorations, and curios.

The data published with NAICS code 453220 are comprised of the following SIC industry:

5947 Gift, novelty, and souvenir shops

#### **4533 Used Merchandise Stores**

This NAICS Industry Group includes establishments classified in the following NAICS Industry: 45331, Used Merchandise Stores.

#### **45331 Used Merchandise Stores**

This industry comprises establishments primarily engaged in retailing used merchandise, antiques, and secondhand goods (except motor vehicles, such as automobiles, RVs, motorcycles, and boats; motor vehicle parts; tires; and mobile homes).

#### **453310 Used Merchandise Stores**

This U.S. industry comprises establishments primarily engaged in retailing used merchandise, antiques, and secondhand goods (except motor vehicles, such as automobiles, RVs, motorcycles, and boats; motor vehicle parts; tires; and mobile homes).

The data published with NAICS code 453310 are comprised of these parts of the following SIC industries:

5932 (pt) Antique stores

5932 (pt) Second-hand stores, except pawn shops

#### **4533101 Antique Stores**

Establishments primarily engaged in retailing antique furniture and home furnishings, antique glassware, rare books and manuscripts, and other antique objects of art.

#### **4533102 Second-hand Stores, Except Pawn Shops**

Establishments primarily engaged in retailing used merchandise, such as clothing, shoes, furniture, home furnishings, appliances, electronics, books (except rare), musical instruments, compact discs, tapes, records, lumber, and building materials.

#### **4539 Other Miscellaneous Store Retailers**

This industry group comprises establishments primarily engaged in retailing new miscellaneous specialty store merchandise (except motor vehicle and parts dealers; furniture and home furnishings stores; consumer-type electronics and appliance stores; building material and garden equipment and supplies dealers; food and beverage stores; health and personal care stores; gasoline stations; clothing and clothing accessories stores; sporting goods, hobby, book, and music stores; general merchandise stores; florists; office supplies, stationery, and gift stores; and used merchandise stores).

#### **45391 Pet and Pet Supplies Stores**

This industry comprises establishments primarily engaged in retailing pets, pet foods, and pet supplies.

#### **453910 Pet and Pet Supplies Stores**

This U.S. industry comprises establishments primarily engaged in retailing pets, pet foods, and pet supplies.

The data published with NAICS code 453910 are comprised of this part of the following SIC industry:

5999 (pt) Pet and pet supplies stores

#### **45392 Art Dealers**

This industry comprises establishments primarily engaged in retailing original and limited edition art works. Included in this industry are establishments primarily engaged in displaying works of art for retail sale in art galleries.

#### **453920 Art Dealers**

This U.S. industry comprises establishments primarily engaged in retailing original and limited edition art works. Included in this industry are establishments primarily engaged in displaying works of art for retail sale in art galleries.

The data published with NAICS code 453920 are comprised of this part of the following SIC industry:

5999 (pt) Art dealers

#### **45393 Manufactured (Mobile) Home Dealers**

This industry comprises establishments primarily engaged in retailing new and/or used manufactured homes (i.e., mobile homes), parts, and equipment.

#### **453930 Manufactured (Mobile) Home Dealers**

This U.S. industry comprises establishments primarily engaged in retailing new and/or used manufactured homes (i.e., mobile homes), parts, and equipment.

The data published with NAICS code 453930 are comprised of the following SIC industry:

5271 Mobile home dealers

### **45399 All Other Miscellaneous Store Retailers**

This industry comprises establishments primarily engaged in retailing specialized lines of merchandise (except motor vehicle and parts dealers; furniture and home furnishings stores; electronic and appliance stores; building material and garden equipment and supplies dealers; food and beverage stores; health and personal care stores; gasoline stations; clothing and clothing accessories stores; sporting goods, hobby, book, and music stores; general merchandise stores; florists; office supplies, stationery and gift stores; used merchandise stores; pet and pet supplies; art dealers; and manufactured home (i.e., mobile home) dealers). This industry also includes establishments primarily engaged in retailing a general line of new and used merchandise on an auction basis.

#### **453991 Tobacco Stores**

This U.S. industry comprises establishments primarily engaged in retailing cigarettes, cigars, tobacco, pipes, and other smokers' supplies.

The data published with NAICS code 453991 are comprised of the following SIC industry:

5993 Tobacco stores and stands

#### **453998 All Other Miscellaneous Store Retailers (Except Tobacco Stores)**

This U.S. industry comprises establishments primarily engaged in retailing specialized lines of merchandise (except motor vehicle and parts dealers; furniture and home furnishings stores; electronic and appliance stores; building material and garden equipment and supplies dealers; food and beverage stores; health and personal care stores; gasoline stations; clothing and clothing accessories stores; sporting goods, hobby, book and music stores; general merchandise stores; florists; office supplies, stationery and gift stores; used merchandise stores; pet and pet supplies stores; art dealers; manufactured home (i.e., mobile homes) dealers; and tobacco stores). This industry also includes establishments primarily engaged in retailing a general line of new and used merchandise on an auction basis.

The data published with NAICS code 453998 are comprised of these parts of the following SIC industries:

5999 (pt) Collectors' items and supplies stores

5999 (pt) Trophy shops

5999 (pt) Other miscellaneous store retailers, n.e.c.

#### **4539981 Collectors' Items and Supplies Stores**

Establishments primarily engaged in retailing collectors' items and supplies, such as stamps, autographs, sports cards, and coins.

### **4539982 Trophy Shops**

Establishments primarily engaged in retailing trophies, plaques, and other award items to individuals and teams. These establishments may perform incidental engraving.

#### **4539983 Other Miscellaneous Store Retailers, N.E.C.**

Establishments primarily engaged in retailing specialized lines, such as artists' supplies, party supplies, swimming pools (above ground) and supplies, monuments and tombstones, fireworks, and religious goods (except jewelry and books). Included are establishments primarily engaged in selling a general line of new and used merchandise on an auction basis.

### **454 Nonstore Retailers**

Industries in the Nonstore Retailers subsector retail merchandise using methods, such as the broadcasting of infomercials, the broadcasting and publishing of direct-response advertising, the publishing of paper and electronic catalogues, door-to-door solicitation, in-home demonstration, selling from portable stalls and distribution through vending machines. Establishments in this subsector include mail-order houses, vending machine operators, home delivery sales, door-to-door sales, party plan sales, electronic shopping, and sales through portable stalls (e.g., street vendors, except food). Establishments engaged in the direct sale (i.e., nonstore) of products, such as home heating oil dealers, newspaper delivery are included in this subsector.

#### **4541 Electronic Shopping and Mail-Order Houses**

This NAICS Industry Group includes establishments classified in the following NAICS Industry: 45411, Electronic Shopping and Mail-Order Houses.

#### **45411 Electronic Shopping and Mail-Order Houses**

This industry comprises establishments primarily engaged in retailing all types of merchandise by means of mail or by electronic media, such as interactive television or computer. Included in this industry are establishments primarily engaged in retailing from catalogue showrooms of mail-order houses.

#### **454110 Electronic Shopping and Mail-Order Houses**

This U.S. industry comprises establishments primarily engaged in retailing all types of merchandise by means of mail or by electronic media, such as interactive television or computer. Included in this industry are establishments primarily engaged in retailing from catalogue showrooms of mail-order houses.

The data published with NAICS code 454110 are comprised of these parts of the following SIC industries:

- 5961 (pt) Mail-order houses, department store merchandise
- 5961 (pt) Mail-order houses, other general merchandise
- 5961 (pt) Mail-order houses, specialized merchandise
- 5961 (pt) Television order, home shopping

#### **4541101 Mail-order Houses, Department Store Merchandise**

Establishments primarily engaged as mail-order houses retailing all of the following lines of merchandise: furniture; home furnishings; appliances; radios and televisions; household linens and dry goods; and apparel. These establishments are affiliated with department store chains.

#### **4541102 Mail-order Houses, Other General Merchandise**

Establishments primarily engaged as mail-order houses selling a variety of merchandise and not affiliated with department store chains.

#### **4541103 Mail-order Houses, Specialized Merchandise**

Establishments primarily engaged as mail-order houses selling a single item or a group of related items such as foods; apparel and accessories; computers and computer software; appliances, televisions, audio equipment, furniture, floor coverings, kitchenware, and home furnishings; books and stationery; proprietary medicines; antiques; used merchandise; sporting goods; silverware; cigars and cigarettes; cameras and photographic equipment; gifts and novelties; optical goods; leather goods; artists' supplies; pet supplies; hobby equipment; and toys and games. Book and music clubs are included in this industry.

#### **4541104 Television Order, Home Shopping**

Establishments primarily engaged in selling merchandise through television shop-at-home programs. These establishments receive orders by phone and fill them by mail.

#### **4542 Vending Machine Operators**

This NAICS Industry Group includes establishments classified in the following NAICS Industry: 45421, Vending Machine Operators.

#### **45421 Vending Machine Operators**

This industry comprises establishments primarily engaged in retailing merchandise through vending machines that they service.

#### **454210 Vending Machine Operators**

This U.S. industry comprises establishments primarily engaged in retailing merchandise through vending machines that they service.

The data published with NAICS code 454210 are comprised of the following SIC industry:

- 5962 Automatic merchandising machine operators

#### **4543 Direct Selling Establishments**

This industry group comprises establishments primarily engaged in nonstore retailing (except electronic, mail-order, or vending machine sales). These establishments typically go to the customers' location rather than the customer coming to them (e.g., door-to-door sales, home parties). Examples of establishments in this industry are home delivery newspaper routes; home delivery of heating oil, liquefied petroleum (LP) gas, and other fuels; locker meat provisioners; frozen food and freezer plan providers; coffee break services providers; and bottled water or water softener services.

#### **45431 Fuel Dealers**

This industry comprises establishments primarily engaged in retailing heating oil, liquefied petroleum (LP) gas, and other fuels via direct selling.

#### **454311 Heating Oil Dealers**

This U.S. industry comprises establishments primarily engaged in retailing heating oil via direct selling.

The data published with NAICS code 454311 are comprised of these parts of the following SIC industries:

- 5171 (pt) Heating oil dealers (selling for consumption - retail)
- 5983 Fuel oil dealers

#### **4543111 Heating Oil Dealers**

Establishments primarily engaged in selling fuel oil. These establishments may also repair and service fuel oil heating equipment.

#### **4543112 Heating Oil Dealers (Selling for Consumption - Retail)**

Establishments primarily engaged in selling heating oil for consumption (end use). These establishments may also provide repair and maintenance services in conjunction with the sale. These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **454312 Liquefied Petroleum Gas (Bottled Gas) Dealers**

This U.S. industry comprises establishments primarily engaged in retailing liquefied petroleum (LP) gas via direct selling.

The data published with NAICS code 454312 are comprised of these parts of the following SIC industries:

5171 (pt) Liquefied petroleum dealers (selling for consumption retail)

5984 Liquefied petroleum gas (bottled gas) dealers

#### **4543121 Liquefied Petroleum Gas (Bottled Gas) Dealers**

Establishments primarily engaged in selling bottled or bulk liquefied petroleum (LP) gas.

#### **4543122 Liquefied Petroleum Dealers (Selling for Consumption - Retail)**

Establishments primarily engaged in selling liquefied petroleum gases for consumption (end use). These establishments meet the wholesale trade classification criteria under the 1987 Standard Industrial Classification System.

#### **454319 Other Fuel Dealers**

This U.S. industry comprises establishments primarily engaged in retailing fuels (except liquefied petroleum gas and heating oil) via direct selling.

The data published with NAICS code 454319 are comprised of the following SIC industry:

5989 Fuel dealers, not elsewhere classified

#### **45439 Other Direct Selling Establishments**

This industry comprises establishments primarily engaged in retailing merchandise (except food for immediate consumption and fuel) via direct sale to the customer by means, such as in-house sales (i.e., party plan merchandising), truck or wagon sales, and portable stalls (i.e., street vendors).

#### **454390 Other Direct Selling Establishments**

This U.S. industry comprises establishments primarily engaged in retailing merchandise (except food for immediate consumption and fuel) via direct sale to the customer by means, such as in-house sales (i.e., party plan merchandising), truck or wagon sales, and portable stalls (i.e., street vendors).

The data published with NAICS code 454390 are comprised of these parts of the following SIC industries:

5421 (pt) Freezer and locker meat provisioners

5963 (pt) Direct selling, furniture, home furnishings, electronics, and appliances

5963 (pt) Direct selling, videos, tapes, compact discs, and records

5963 (pt) Direct selling, books and magazines

5963 (pt) Direct selling, stationery

5963 (pt) Direct selling, newspapers

5963 (pt) Direct selling, cameras and photographic equipment

5963 (pt) Direct selling, all other merchandise

#### **4543901 Direct Selling, Furniture, Home Furnishings, Electronics, and Appliances**

Establishments primarily engaged in the direct selling of household appliances, furniture, floor coverings, draperies, curtains, china, glassware, kitchen utensils, cutlery, housewares, brooms and brushes, lamps, mirrors, pictures, window shades and blinds, radios, televisions, consumer electronics, and other home furnishings.

#### **45439011 Direct Selling, Furniture, Home Furnishings, Electronics, and Appliances**

Establishments primarily engaged in the direct selling of household appliances, furniture, floor coverings, draperies, curtains, china, glassware, kitchen utensils, cutlery, housewares, brooms and brushes, lamps, mirrors, pictures, window shades and blinds, radios, televisions, consumer electronics, and other home furnishings.

#### **45439012 Direct Selling, Cameras and Photographic Equipment**

Establishments primarily engaged in the direct selling of cameras and photographic equipment.

#### **4543902 Direct Selling, Books, Periodicals, Videos, and Compact Discs**

Establishments primarily engaged in the direct selling of books, periodicals, videos, and compact discs.

#### **45439021 Direct Selling, Videos, Tapes, Compact Discs, and Records**

Establishments primarily engaged in the direct selling of videos, tapes, compact discs, and records.

#### **45439022 Direct Selling, Books and Magazines**

Establishments primarily engaged in the direct selling of books, magazine subscriptions, and encyclopedias.

#### **45439023 Direct Selling, Newspapers**

Establishments primarily engaged in the direct selling of newspapers.

#### **4543903 Direct Selling, Other Merchandise**

Establishments primarily engaged in the direct selling of merchandise not elsewhere classified.

#### **45439031 Direct Selling, Stationery**

Establishments primarily engaged in the direct selling of stationery.

#### **45439032 Freezer and Locker Meat Provisioners**

Establishments primarily engaged in the retail sale, on a bulk basis, of meat for freezer storage and in providing home freezer meat plans.

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**45439033 Direct Selling, All Other Merchandise**

Establishments primarily engaged in the direct selling of merchandise such as building materials; hardware; lawn and garden supplies; grocery items (except freezer meat and foods/beverages for immediate consumption); apparel and accessories; cosmetics; proprietary medicines; used

merchandise; sporting goods; jewelry; tobacco products; gifts, novelties and souvenirs; optical goods; leather goods; hobby equipment; religious articles; greeting cards; toys and games; and bottled water and coffee supplies.



# Appendix C.

## Coverage and Methodology

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### MAIL/NONMAIL UNIVERSE

For this sector, large- and medium-size firms, plus all firms known to operate more than one establishment, were sent questionnaires to be completed and returned to the Census Bureau by mail. For most very small firms, data from existing administrative records of other Federal agencies were used instead. These records provided basic information on location, kind of business, sales, payroll, number of employees, and legal form of organization.

Firms in the 1997 Economic Census were divided into the mail universe and nonmail universe. The coverage of and the method of obtaining census information from each are described below:

1. The mail universe consisted of firms for which information was obtained by means of a mail canvass and included:
  - a. Large employers, i.e., all multiestablishment firms, and all employer firms with payroll above a specified cutoff. (The term “employers” refers to firms with one or more paid employees at any time during 1997 as shown in the active administrative records of other Federal agencies.)
  - b. A sample of small employers, i.e., single-establishment firms with payroll below a specified cutoff in classifications for which specialized data precluded reliance solely on administrative records sources.
2. The nonmail universe consisted of firms that were not required to file a regular census return and included:
  - a. Selected small employers, i.e., single-establishment firms with payroll below a specified cutoff. Although the payroll cutoff varied by kind of business, small employers in the nonmail universe generally included firms with less than 10 employees and represented about 10 percent of total sales of establishments covered in the census. Data on sales, payroll, and employment for small employers in the nonmail universe were derived or estimated from administrative records of other Federal agencies.
  - b. All nonemployers, i.e., all firms with no paid employees during 1997. Sales information for these firms was obtained from administrative records of other Federal agencies. Although consisting of many firms, nonemployers accounted for

less than 10 percent of total sales of all establishments covered in the census. The census included only those nonemployer firms which reported a sales volume of \$1,000 or more during 1997. Establishments with no paid employees were excluded as in previous censuses. Data for nonemployers are not included in this report, but are released as part of the “Core Business Statistics Series.”

### 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](http://www.census.gov/naics).

The method of assigning classifications and the level of detail at which establishments were classified differed between the mail and nonmail universe as follows:

1. **The mail universe.** Establishments in the mail universe were classified on the basis of their self-designation, sales of merchandise lines, and other industry-specific inquiries.
2. **The nonmail universe.** Selected small employers were classified on the basis of the most current kind-of-business classification available from one of the Census Bureau’s current sample surveys or the 1992 Economic Census. Otherwise, the classification was obtained from administrative records of other Federal agencies. If the census or administrative record classifications proved inadequate (none corresponded to a 1997 Economic Census classification in the detail required for employers), the firm was sent a brief inquiry requesting information necessary to assign a kind-of-business code.

Nonemployers were classified on the basis of information obtained from administrative records of other Federal agencies.

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## RELIABILITY OF DATA

All data compiled for this sector are subject to 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, processing, and estimation for missing or misreported data.

Data presented in the Miscellaneous Subjects and the Merchandise Line Sales reports for this sector are subject to sampling errors as well as nonsampling errors. Specifically, these data are estimated based on information obtained from census questionnaires mailed to all large employers and to a sample of small employers in the universe. Sampling errors affect these estimates insofar as they may differ from results that would be obtained from a complete enumeration.

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.

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 industry-specific inquiries, tailored to the particular kinds of business or operation covered by the report, were available only from the establishments in the mail universe 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 mail and nonmail 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 nonmail employers and nonrespondents include a coverage indicator for each publication category, which shows the sales of establishments responding to the industry-specific inquiry as a percent of total sales for all establishments for which data are shown. For some inquiries, coverage is determined by the ratio of total payroll or employment of establishments responding to the inquiry to total payroll or employment of all establishments in the category.

# Appendix D. Geographic Notes

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Not applicable for this report.

# Appendix E. Metropolitan Areas

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Not applicable for this report.

