

# News

United States  
Department  
of Labor



**Bureau of Labor Statistics**

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USDL 06-1476  
FOR RELEASE: 10:00 a.m. EDT  
Tuesday, August 22, 2006

## PRODUCTIVITY AND COSTS BY INDUSTRY: WHOLESALE TRADE, RETAIL TRADE, AND FOOD SERVICES AND DRINKING PLACES, 2005

The Bureau of Labor Statistics of the U.S. Department of Labor reported today on productivity and costs for wholesale trade, retail trade, and food services and drinking places. Labor productivity—defined as output per hour—rose 0.6 percent in wholesale trade, 3.4 percent in retail trade, and 1.6 percent in food services and drinking places in 2005. Output and hours also grew in each of these sectors. (See chart 1.) Unit labor costs fell in retail trade, but increased in wholesale trade, and in food services and drinking places. Productivity advanced in 34 of the 50 detailed industries studied, as output grew in 47 industries while hours declined in 20 industries. Unit labor costs declined in 26 of the 50 industries measured. (See tables 1 and 2.)

From 1987 to 2005, labor productivity increased at an average annual rate of 3.5 percent in wholesale trade, 3.3 percent in retail trade, and 0.7 percent in food services and drinking places, as output and hours rose in each. (See chart 2.) Unit labor costs fell in retail trade, but rose in wholesale trade and in food services and drinking places during this period. Output and productivity increased in 47 of the 50 detailed industries between 1987 and 2005, while hours fell in 12 industries. Unit labor costs declined in 20 industries.

Measures for industries in other sectors have been published in separate releases and can be accessed online at: [http://www.bls.gov/schedule/archives/all\\_nr.htm](http://www.bls.gov/schedule/archives/all_nr.htm)

### **2004-2005 change**

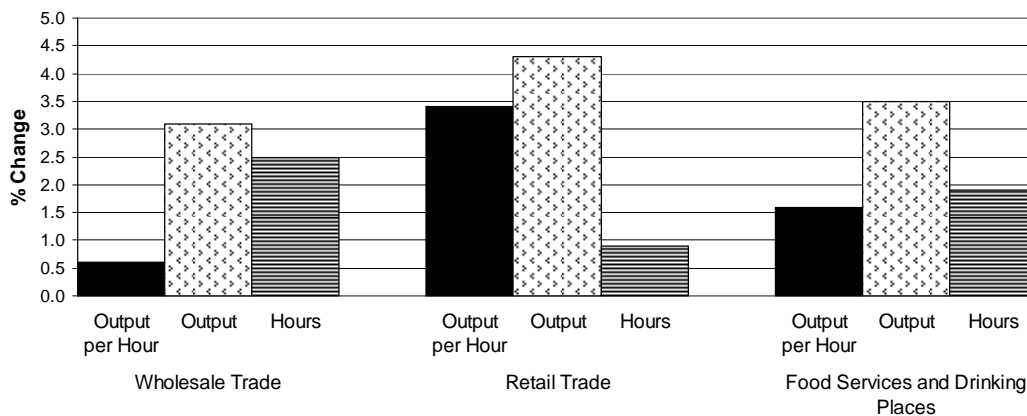
*Wholesale trade:* Output per hour grew 0.6 percent as output rose 3.1 percent and hours increased 2.5 percent. Within wholesale trade, overall productivity growth of 3.1 percent for durable merchant wholesalers (NAICS 423) exceeded the 0.6 percent

productivity growth for nondurable merchant wholesalers (NAICS 424), although output and hours grew in each of these subsectors. However, the fastest productivity growth among individual wholesale trade industries was recorded for two nondurable wholesale industries. Productivity rose 10.5 percent in paper and paper products wholesaling (NAICS 4241) and 10.2 percent in apparel, piece goods, and notions wholesaling (NAICS 4243). In 2005, productivity increased in 10 of the 19 detailed wholesale trade measures studied. Output grew in 17 of the industries, while hours fell in six. Unit labor costs declined in six of the 19 detailed wholesale trade industries but rose 2.6 percent in wholesale trade overall.

*Retail trade:* Output per hour increased 3.4 percent as output and hours grew 4.3 percent and 0.9 percent, respectively. Labor productivity rose in 21 of the 27 detailed retail trade industries in 2005. Florists (NAICS 4531) and beer, wine, and liquor stores (NAICS 4453) registered the highest productivity growth rates—23.8 percent and 13.6 percent, respectively. Productivity also grew in five of the six largest retail trade industries, those with more than 1.0 million employees. Output increased in all but one industry, while hours declined in 13 industries. Unit labor costs fell 0.3 percent in the retail trade sector and declined in 18 of the 27 detailed retail trade industries, led by an 11.8 percent decline in specialty food stores (NAICS 4452).

*Food services and drinking places:* Output per hour rose 1.6 percent as output increased 3.5 percent and hours grew 1.9 percent. Three of the four industries in food services and drinking places recorded productivity gains in 2005. The fastest productivity growth, 6.4 percent, occurred in drinking places (NAICS 7224). Productivity grew 2.6 percent in full-service restaurants (NAICS 7221), the largest industry in this group. Output increased in all four industries and hours grew in three industries. Unit labor costs increased 1.1 percent in the sector, although two of the detailed industries registered declines in unit labor costs.

**Chart 1. Percent change in output per hour, output, and hours, 2004-2005  
(Wholesale Trade, Retail Trade, and Food Services and Drinking Places)**



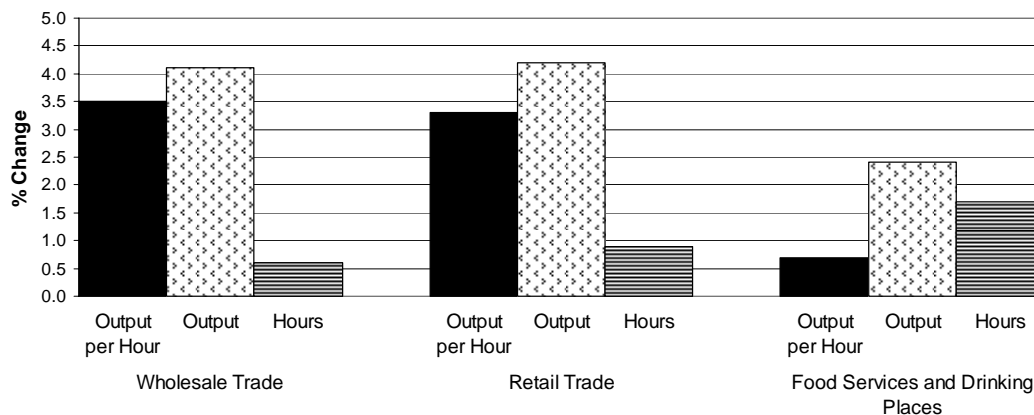
## Long-term trends

*Wholesale trade:* Output per hour increased 3.5 percent per year, on average, between 1987 and 2005, as output increased 4.1 percent and hours rose 0.6 percent. At the subsector level, average annual productivity growth of 5.5 percent in durable merchant wholesale trade (NAICS 423) exceeded the 1.3 percent growth in nondurable merchant wholesale trade (NAICS 424). Labor productivity increased in all but one industry in wholesale trade; chemicals wholesalers (NAICS 4246) registered a decline of 0.1 percent per year on average over the period. Output per hour rose most rapidly in commercial equipment wholesalers (NAICS 4234) and in electric goods wholesalers (NAICS 4236), advancing at average annual rates of 15.2 percent per year and 9.0 percent per year, respectively. Output also increased in 18 of the 19 detailed industries in wholesale trade, while hours declined in six of them. Unit labor costs declined in three of the wholesale trade industries over the period, but rose 0.8 percent per year for wholesale trade overall.

*Retail trade:* Output per hour rose an average 3.3 percent per year from 1987 to 2005, as output increased 4.2 percent per year and hours grew 0.9 percent. Output per hour increased in all but one of the 27 detailed retail trade industries; specialty food stores (NAICS 4452) recorded no change in productivity over the period. Labor productivity rose 13.4 percent per year, on average, in electronics and appliance stores (NAICS 443) and 11.6 percent per year in electronic shopping and mail order houses (NAICS 4541). Output increased in 26 of the 27 retail industries, while hours increased in 19 industries. Unit labor costs declined in 17 of the 27 retail trade industries between 1987 and 2005 and declined by 0.2 percent per year in retail trade overall.

*Food services and drinking places:* Output per hour increased at an average annual rate of 0.7 percent per year, as output rose 2.4 percent and hours increased 1.7 percent. The three food services industries recorded growth in labor productivity, output, and hours from 1987 to 2005. During the same period, labor productivity in drinking places (NAICS 7224) declined 0.7 percent per year as output declined by 0.4 percent and hours increased 0.3 percent. Unit labor costs increased in each industry and rose by 3.0 percent per year in food services and drinking places overall.

Chart 2. Average annual percent change in output per hour, output, and hours, 1987-2005  
(Wholesale Trade, Retail Trade, and Food Services and Drinking Places)



## **Technical Note**

### **Output**

Industry output is measured as sectoral output, the total value, in real terms, of goods and services produced for sale outside the industry. Wherever possible, the indexes of industry output are calculated with a Törnqvist formula. This formula aggregates the growth rates of the various industry outputs between two periods, using their relative shares in industry value of production, averaged over the two periods, as weights.

Industry output measures for the trade and food services and drinking places industries generally are constructed using data from the economic censuses and annual surveys of the Bureau of the Census, U.S. Department of Commerce, together with information on price changes from BLS.

### **Labor Hours**

The industry labor input measures represent the hours of all workers in the industry. The primary source of data on employment and hours is the BLS Current Employment Statistics (CES) survey, which provides monthly data on the number of jobs held by wage and salary workers in nonfarm establishments. The CES survey also provides data on the average weekly hours of production and nonsupervisory workers in these establishments.

Data from the Current Population Survey (CPS) are used to supplement the CES data. The Office of Productivity and Technology (OPT) estimates the average weekly hours of supervisory and nonproduction workers by industry using data from the CPS together with the CES data. CPS data are also used to estimate the employment and hours of self-employed and unpaid family workers in the trade and food services and drinking places industries. The hours of nonsupervisory workers, supervisory workers, and self-employed and unpaid family workers are treated as homogeneous and are directly aggregated.

### **Labor Productivity**

The industry labor productivity measures describe the relationship between output and the labor time involved in its production. They show the changes from period to period in the amount of goods and services produced per hour. Industry output per hour indexes are prepared from data published by various public and private agencies, using the greatest level of industry detail available.

Although the labor productivity measures relate output to hours of employees or all persons engaged in an industry, they do not measure the specific contribution of labor, capital, or any other factor of production. Rather, they reflect the joint effects of many influences, including changes in technology; capital investment; level of output; utilization

of capacity, energy, and materials; the organization of production; managerial skill; and the characteristics and effort of the workforce.

Year-to-year movements in productivity measures for some industries might be erratic, particularly in the smaller industries. The annual changes in an industry's output and use of labor may reflect cyclical changes in the economy rather than long-term trends. Also, annual productivity indexes are based on sample data, which are likely to differ from data generated by a census of establishments in the industry. As a result, long-term trends tend to be more reliable indicators of the performance of an industry than are the year-to-year changes.

### **Unit Labor Costs**

The unit labor cost series represents the cost of labor input required to produce one unit of output. The indexes of unit labor costs for each industry are computed by dividing an index of industry labor compensation by an index of industry output. Compensation, defined as payroll plus supplemental payments, is a measure of the cost to the employer of securing the services of labor. Payroll includes salaries, wages, commissions, dismissal pay, bonuses, vacation and sick leave pay, and compensation in kind. Supplemental payments include legally required expenditures and payments for voluntary programs. The legally required portion consists primarily of Federal old age and survivors' insurance, unemployment compensation, and workers' compensation. Payments for voluntary programs include all programs not specifically required by legislation, such as the employer portion of private health insurance and pension plans.

### **Notes**

The measures in this news release replace the wholesale trade, retail trade, and food services and drinking places series published in table 51 of the Monthly Labor Review and in the news release *Productivity and Costs by Industry: Wholesale Trade, Retail Trade, and Food Services and Drinking Places, 2004* (released September 27, 2005), and may reflect revisions to those series. All of the measures for 2005 in this release are preliminary and subject to revision.

Estimates of employment and hours of self-employed and unpaid family workers for all years have been revised to more accurately account for employment and hours of proprietors in secondary jobs. Previously, a proprietor's hours worked at secondary jobs were attributed to the industry of the proprietor's primary job. Hours worked at secondary jobs are now included in a proprietor's hours only if the person is a proprietor in the secondary job, and these hours are classified in the industry of the secondary job.

Published productivity and unit labor cost indexes for selected NAICS industries, including the industries covered in this report, can be accessed electronically by visiting the Labor Productivity and Costs Web site: <http://www.bls.gov/lpc/home.htm>. While the index numbers and rates of change reported by BLS in this news release are rounded

to one decimal place, all percent changes in this release and on the BLS web site are calculated using index numbers to three decimal places.

Measures for selected detailed industries are available upon request by calling the Division of Industry Productivity Studies (202-691-5618) or by sending a request by e-mail: [dipsweb@bls.gov](mailto:dipsweb@bls.gov). Data on industry employment, annual hours, the net value of production, and the implicit price deflator for output also are available upon request.

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**Table 1. Annual percent change in output per hour and related series, 1987-2005 and 2004-2005**

NAICS code	Industry	2005 Employment (thousands)	Annual percent change, 1987-2005			Annual percent change, 2004-2005		
			Output per hour	Output	Hours	Output per hour	Output	Hours
<b>Wholesale Trade</b>								
42	Wholesale trade	5987	3.5	4.1	0.6	0.6	3.1	2.5
423	Durable goods	3109	5.5	6.0	0.4	3.1	5.0	1.8
4231	Motor vehicles and parts	361	4.1	4.0	-0.1	6.3	4.8	-1.3
4232	Furniture and furnishings	120	2.6	2.7	0.1	-2.0	0.7	2.8
4233	Lumber and construction supplies	261	1.0	2.9	1.8	-5.3	0.8	6.4
4234	Commercial equipment	650	15.2	15.7	0.4	8.1	7.7	-0.4
4235	Metals and minerals	125	0.2	0.4	0.2	-3.6	1.9	5.7
4236	Electric goods	352	9.0	8.9	-0.1	3.6	4.4	0.7
4237	Hardware and plumbing	251	1.4	2.6	1.2	-1.6	3.5	5.3
4238	Machinery and supplies	681	2.6	2.6	0.0	5.6	6.9	1.3
4239	Miscellaneous durable goods	308	2.3	3.1	0.7	0.7	5.2	4.5
424	Nondurable goods	2132	1.3	1.6	0.3	0.6	0.9	0.3
4241	Paper and paper products	159	3.0	2.3	-0.6	10.5	3.8	-6.1
4242	Druggists' goods	223	2.6	5.1	2.5	5.3	5.9	0.5
4243	Apparel and piece goods	161	2.9	2.6	-0.3	10.2	6.3	-3.5
4244	Grocery and related products	734	0.8	1.7	0.9	-1.7	0.5	2.2
4245	Farm product raw materials	80	1.2	-1.4	-2.6	-7.8	-2.3	6.0
4246	Chemicals	136	-0.1	0.9	1.1	-2.2	2.3	4.6
4247	Petroleum	103	3.4	0.3	-3.0	-8.5	-8.7	-0.2
4248	Alcoholic beverages	149	0.5	2.0	1.5	5.7	6.6	0.9
4249	Miscellaneous nondurable goods	387	0.7	0.7	0.0	5.8	3.3	-2.4
425	Electronic markets and agents and brokers	745	2.4	5.1	2.7	-8.6	2.7	12.4
<b>Retail Trade</b>								
44-45	Retail trade	16461	3.3	4.2	0.9	3.4	4.3	0.9
441	Motor vehicle and parts dealers	2024	2.8	4.0	1.2	0.5	1.3	0.7
4411	Automobile dealers	1319	2.5	3.8	1.3	-1.0	-0.6	0.5
4412	Other motor vehicle dealers	186	4.3	7.2	2.8	5.4	18.4	12.3
4413	Auto parts, accessories, and tire stores	519	2.8	3.4	0.6	7.5	5.1	-2.2
442	Furniture and home furnishings stores	640	3.9	5.2	1.2	1.7	5.9	4.2
4421	Furniture stores	324	3.3	4.5	1.1	-0.7	5.4	6.2
4422	Home furnishings stores	316	4.7	6.1	1.3	4.2	6.5	2.1
443	Electronics and appliance stores	570	13.4	15.4	1.7	9.1	15.5	5.9
444	Building material and garden supply stores	1346	3.3	5.3	2.0	0.4	6.6	6.2
4441	Building material and supplies dealers	1174	3.1	5.5	2.3	0.5	6.5	5.9
4442	Lawn and garden equipment and supplies stores	172	4.2	4.2	0.0	-0.6	7.8	8.4
445	Food and beverage stores	2922	0.4	0.3	-0.1	5.3	2.6	-2.5
4451	Grocery stores	2503	0.3	0.3	0.0	4.5	2.1	-2.3
4452	Specialty food stores	268	0.0	0.3	0.3	13.5	10.7	-2.5
4453	Beer, wine and liquor stores	152	2.5	0.6	-1.8	13.6	5.7	-7.0
446	Health and personal care stores	999	2.6	3.9	1.3	-0.9	2.5	3.5
447	Gasoline stations	892	2.4	1.9	-0.5	5.9	3.6	-2.2
448	Clothing and clothing accessories stores	1527	4.5	4.9	0.4	5.9	6.9	0.9
4481	Clothing stores	1129	4.7	5.4	0.7	9.0	8.5	-0.4
4482	Shoe stores	183	3.9	2.6	-1.2	3.7	1.4	-2.1
4483	Jewelry, luggage, and leather goods stores	216	4.3	4.8	0.5	-5.1	3.7	9.2
451	Sporting goods, hobby, book, and music stores	720	4.5	4.9	0.4	8.7	3.4	-4.8
4511	Sporting goods and musical instrument stores	501	5.1	5.4	0.3	7.9	4.3	-3.3
4512	Book, periodical, and music stores	218	3.2	4.0	0.7	10.8	1.6	-8.3
452	General merchandise stores	2951	3.9	5.6	1.7	3.8	5.9	1.9
4521	Department stores	1620	1.3	2.7	1.4	0.6	0.2	-0.4
4529	Other general merchandise stores	1331	7.6	9.6	1.9	5.5	10.2	4.4

**Table 1. Annual percent change in output per hour and related series, 1987-2005 and 2004-2005--Continued**

NAICS code	Industry	2005 Employment (thousands)	Annual percent change, 1987-2005			Annual percent change, 2004-2005		
			Output per hour	Output	Hours	Output per hour	Output	Hours
453	Miscellaneous store retailers	1117	4.4	5.1	0.7	8.3	5.8	-2.3
4531	Florists	127	2.8	0.8	-1.9	23.8	8.8	-12.1
4532	Office supplies, stationery and gift stores	443	6.2	6.8	0.5	5.5	4.5	-1.0
4533	Used merchandise stores	185	5.5	6.6	1.1	8.0	8.9	0.9
4539	Other miscellaneous store retailers	362	2.4	4.3	1.8	7.3	5.7	-1.5
454	Nonstore retailers	752	8.6	9.4	0.8	2.8	8.8	5.8
4541	Electronic shopping and mail-order houses	311	11.6	16.1	4.0	4.2	12.3	7.8
4542	Vending machine operators	69	0.9	-0.9	-1.8	2.1	4.1	2.0
4543	Direct selling establishments	373	3.4	2.7	-0.7	-2.3	2.3	4.8
<b>Food Services and Drinking Places</b>								
722	Food services and drinking places	9336	0.7	2.4	1.7	1.6	3.5	1.9
7221	Full-service restaurants	4359	0.9	2.7	1.8	2.6	3.9	1.3
7222	Limited-service eating places	3947	0.6	2.5	2.0	-0.1	3.3	3.5
7223	Special food services	651	1.8	2.6	0.8	3.4	4.7	1.3
7224	Drinking places, alcoholic beverages	380	-0.7	-0.4	0.3	6.4	0.1	-5.9



**Table 2. Annual percent change in total compensation, output, and unit labor costs, 1987-2005 and 2004-2005**

NAICS code	Industry	2005 Employment (thousands)	Annual percent change, 1987-2005			Annual percent change, 2004-2005		
			Total compensation	Output	Unit labor costs	Total compensation	Output	Unit labor costs
<b>Wholesale Trade</b>								
42	Wholesale trade	5987	4.9	4.1	0.8	5.8	3.1	2.6
423	Durable goods	3109	5.0	6.0	-0.9	5.2	5.0	0.2
4231	Motor vehicles and parts	361	4.4	4.0	0.4	6.5	4.8	1.6
4232	Furniture and furnishings	120	5.1	2.7	2.3	2.3	0.7	1.5
4233	Lumber and construction supplies	261	4.5	2.9	1.6	7.9	0.8	7.0
4234	Commercial equipment	650	5.3	15.7	-9.1	2.5	7.7	-4.8
4235	Metals and minerals	125	4.8	0.4	4.4	8.9	1.9	6.9
4236	Electric goods	352	5.1	8.9	-3.5	1.1	4.4	-3.2
4237	Hardware and plumbing	251	5.3	2.6	2.6	9.9	3.5	6.1
4238	Machinery and supplies	681	4.6	2.6	1.9	6.9	6.9	0.0
4239	Miscellaneous durable goods	308	5.6	3.1	2.5	9.2	5.2	3.8
424	Nondurable goods	2132	5.1	1.6	3.5	4.3	0.9	3.4
4241	Paper and paper products	159	4.2	2.3	1.8	4.8	3.8	1.0
4242	Druggists' goods	223	11.1	5.1	5.7	2.3	5.9	-3.4
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4245	Farm product raw materials	80	3.5	-1.4	5.0	12.5	-2.3	15.2
4246	Chemicals	136	4.9	0.9	3.9	5.3	2.3	2.9
4247	Petroleum	103	2.7	0.3	2.4	5.9	-8.7	16.0
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4511	Sporting goods and musical instrument stores	501	4.3	5.4	-1.0	-1.7	4.3	-5.8
4512	Book, periodical, and music stores	218	4.2	4.0	0.2	-5.0	1.6	-6.5
452	General merchandise stores	2951	4.1	5.6	-1.4	5.5	5.9	-0.3
4521	Department stores	1620	3.2	2.7	0.5	1.5	0.2	1.3
4529	Other general merchandise stores	1331	5.4	9.6	-3.8	10.7	10.2	0.4

**Table 2. Annual percent change in total compensation, output, and unit labor costs, 1987-2005 and 2004-2005--Continued**

NAICS code	Industry	2005 Employment (thousands)	Annual percent change, 1987-2005			Annual percent change, 2004-2005		
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<b>4532</b>	Office supplies, stationery and gift stores	443	3.7	6.8	-2.9	-0.3	4.5	-4.6
<b>4533</b>	Used merchandise stores	185	4.1	6.6	-2.4	5.6	8.9	-3.0
<b>4539</b>	Other miscellaneous store retailers	362	2.8	4.3	-1.4	4.1	5.7	-1.5
<b>454</b>	Nonstore retailers	752	4.0	9.4	-4.9	11.2	8.8	2.2
<b>4541</b>	Electronic shopping and mail-order houses	311	8.0	16.1	-7.0	18.8	12.3	5.8
<b>4542</b>	Vending machine operators	69	1.4	-0.9	2.3	3.7	4.1	-0.4
<b>4543</b>	Direct selling establishments	373	1.8	2.7	-0.8	4.8	2.3	2.5
	<b>Food Services and Drinking Places</b>							
<b>722</b>	Food services and drinking places	9336	5.5	2.4	3.0	4.7	3.5	1.1
<b>7221</b>	Full-service restaurants	4359	6.6	2.7	3.8	5.6	3.9	1.7
<b>7222</b>	Limited-service eating places	3947	5.3	2.5	2.7	5.3	3.3	1.9
<b>7223</b>	Special food services	651	3.4	2.6	0.8	0.2	4.7	-4.3
<b>7224</b>	Drinking places, alcoholic beverages	380	2.2	-0.4	2.7	-1.0	0.1	-1.1